

AGREEMENT  
BETWEEN HONEYWELL, Inc. AND STATITROL CORPORATION  
SCHEDULE C

Standards and Specifications

STANDARDS - A-400 SERIES

The following standards shall be considered as a broad description of the products covered under this agreement and shall be considered the standards used to define minimum product acceptability.

Attached as a part of Schedule C is the Safety Standards booklet of Underwriters' Laboratories, No. U/L-168, entitled "Smoke Detectors for Fire Protective Signaling Systems". Pamphlet No. U/L-168 outlines in detail the minimum standards requirements necessary for listing by Underwriters' Laboratories and shall be the acceptability standards of this agreement.

Also attached as a part of Schedule C of this agreement is the complete Underwriters' Laboratories inspection report for Model A-403 and A-404, File S982, Assignment 65K2745, dated May 12, 1966.

Production standards shall be in accordance with the "Factory Inspection and Label Service Procedure" as prepared by Underwriters' Laboratories, Inc., May 12, 1966, File No. S982, Volume I. This particular manual is the property of Underwriters' Laboratories, Inc. and, by their requirements, must be available for the use of Underwriters' Laboratories inspectors or representatives at the location of the manufacturer. This inspection manual shall be available for use by the inspectors of Honeywell, Inc., but can not be copied or made a part of this agreement except by reference.

Model A-405 Duct Detector is not included or referenced in the Underwriters' Laboratories report or inspectors manual.

Standards for the Model A-405 shall be identical to those of the A-403 except that it shall not have an Underwriters' label. In addition, the duct detector shall include the installation of a velocity shield, the detector shall be mounted on a 4½ inch by 4½ inch by 2 inch "Perfect-Line" cast aluminum outlet box, and furnished with a 5 inch by 12 inch by 16 gauge duct mounting plate painted fire enamel red.

#### STANDARDS - A-500 SERIES

Self-switching ionization fire detector, Model A-500 (Referred to as the Blackwell unit).

Standards for minimum performance and construction of the Blackwell detector shall be as set forth in Underwriters' Laboratories, Inc., manual U/L-168 as referred to above.

In addition, the respective Underwriters' Laboratories test report and factory inspection manuals shall reference to standards in the same manner as above included for the A-403 and A-404 device.

It is not anticipated that a duct model of the Blackwell device will be available for listing by Underwriters' Laboratories. Therefore, standards for the duct model of the Blackwell device shall be the same as those established for the ceiling model, to include the velocity shield, mounting box and duct mounting plate, as required for the Model A-405 above.

#### SPECIFICATIONS - A-400 SERIES

Attached are current specifications sheets for the Model A-403, A-404 and A-405. In addition, attached also are the instructions for installation of these devices.

The attached literature shall be considered as general specifications for the above equipment for the purpose of this agreement.

#### SPECIFICATIONS - A-500 SERIES

The Model A-500 Ionization type fire detector shall be listed by Underwriters' Laboratories for ceiling mounting at spacings up to 60 feet on center or within 30 feet of the nearest wall.

Each detector shall be capable of maintaining a stability of sensitivity equal to the Underwriters' Laboratories 60 foot spacing throughout a temperature range change of +32 to +120 degrees Fahrenheit.

Sensitivity to be adjustable from the maximum equal to the 60 foot spacing to a sensitivity approximating 50 per cent of this sensitivity value with three settings available. Adjustment method--by selection of jumper connections at three terminals at the detector.

Each detector shall be capable of closing an alarm circuit or opening a normally closed circuit on alarm. Relay contact rating, one amp at 28 volts DC or 115 volts AC, non-inductive.

Each detector shall be equipped with a supervision relay normally energized which shall supervise the basic components of the detector including the alarm and supervision relay coils and the indicator light. Contact rating on the supervision relay, one amp at 28 volts DC or 115 volts AC, non-inductive. The alarm and supervision relays shall be capable of operating reliably and shall be limited to a minimum voltage on the relay contacts of 12 volts.

Each detector shall incorporate one ionization chamber only and shall have a maximum radiation source of .5 microcuries radium sulfate.

Dimensions of each detector shall be  $4\frac{1}{2}$ " by  $4\frac{1}{2}$ ", adaptable to a four by four "deep" conduit box for flush mounting and shall not protrude in excess of two inches below the ceiling. Detectors for surface mounting shall be adaptable to a  $4\frac{1}{2}$ " by  $4\frac{1}{2}$ " by 2" die cast conduit outlet box as manufactured by Perfect-Line.

The surface mounting detector will be our Model A-501.

The duct detector version will be our Model A-505.

Each detector shall be capable of operating at the above sensitivities from 24 volts to 31 volts DC regulated to plus or minus two per cent.

Each detector shall operate at 30 milliamps, non alarm condition and shall require 60 milliamps in alarm.

#### SPECIFICATIONS - POWER SUPPLY

Power supply shall be capable of a secondary voltage of 30 volts DC within plus or minus two per cent throughout a line voltage change as required by Underwriters' Laboratories.

The power supply shall be furnished with a minimum 24 volts AC, provided by others. Power supply shall be capable of a minimum of 30 detectors, or 1.5 amps. To prevent an alarm signal at the detector with power restoration following a power outage the power supply shall be equipped with voltage regulation to control the rate of voltage increase from 15 volts DC to 30 volts DC in not less than one minute.

Power supply shall be filtered to protect against transients.

Dimensions of the power supply shall be approximately 4" by 12" by 2" in depth or adaptable to a modular panel assembly of a standard control unit.

#### QUALITY CONTROL STANDARDS - ALL EQUIPMENT

All devices manufactured by or under sub-contract of Statitrol Corporation, shall meet the quality standards as dictated by the minimum requirements of Underwriters' Laboratories. In addition, Statitrol Corporation shall agree to meet any reasonable quality control inspection as required by Honeywell necessary to provide a level of performance of the finished product consistent with products currently manufactured for use in the fire alarm industry by Honeywell.

Rough Draft  
6/14/66

AGREEMENT BETWEEN HONEYWELL, INC. AND STATITROL CORPORATION

SCHEDULE C

Standards and Specifications

*STANDARDS - A400 SERIES*

The following Standards shall be considered as <sup>a</sup>~~the~~ broad description of the products covered under this agreement and shall be considered the standards used to define minimum product acceptability. *It* Attached to *as a part of* Schedule C, is the Safety Standards booklet of Underwriters' Laboratories No. U/L 168 entitled "Smoke Detectors for Fire Protective Signaling Systems". Pamphlet No. U/L 168 outlines in detail the minimum standards requirements necessary for listing by Underwriters' Laboratories and shall be the acceptability standards of this agreement.

Also attached as a part of Schedule C of this agreement is the complete Underwriters' Laboratories inspection report for Model A-403 and A-404, File S982, Assignment 65K2745, dated May 12, 1966.

Production standards shall be in accordance with the "Factory Inspection and Label Service Procedure" as prepared by Underwriters' Laboratories, Inc., May 12, 1966, File No. S982, Volume I. This particular manual is the property of Underwriters' Laboratories, Inc. and, by their requirements, must be available for the use of Underwriters' Laboratories inspectors or representatives at the location of the manufacturer. This inspection manual ~~will~~ <sup>SHALL</sup> be available for use by the inspectors of Honeywell, Inc., but cannot be copied or made a part of this agreement except by reference.

Model A-405 duct detector is not included or referenced in the Underwriters' Laboratories report or inspectors manual.

Standards for the Model A-405 shall be identical to those of the A-403 except it shall not have an Underwriters' label. In addition, the duct detector shall include the installation of a velocity shield, the detector shall be mounted on a 4½ inch by 4½ inch by 2 inch "Perfect-Line" cast aluminum outlet box, and <sup>FURNISHED WITH</sup> a 5 inch by 12 inch by 16 gauge duct mounting plate painted fire enamel red.

*STANDARDS - A-500 SERIES*  
SELF SWITCHING IONIZATION FIRE DETECTOR, MODEL A-500

(referred to as the Blackwell unit).

Standards for minimum performance and construction of the Blackwell detector shall be as set forth in Underwriters' Laboratories, Inc., manual U/L-168 as referred to above.

In addition, the respective Underwriters' Laboratories test report and factory inspection manuals shall reference to standards in the same manner as above included for the A-403 and A-404 devices.

It is not anticipated that a duct model of the Blackwell device will be available for listing by Underwriters' Laboratories. Therefore, standards for the duct model of the Blackwell device shall be the same as those established for the ceiling model, to include the velocity shield, mounting box and duct mounting plate, as required for the Model A-405 above.

*A-400 SERIES*  
SPECIFICATIONS - ~~A-403, A-404 & A-405~~

Attached are current specifications sheets for the Model A403, A-404 and A-405. In addition attached ~~is~~ also *ARE* the instructions for installation of these devices.

*ATTACHED LITERATURE*

These ~~pieces~~ shall be considered as general specifications ~~and description~~ for the above equipment for the purpose of this agreement.

*A-500 SERIES*  
SPECIFICATIONS - ~~Blackwell detector, Model A-500~~

The Model A-500 Ionization type fire detector shall be listed by Underwriters' Laboratories for ceiling mounting at spacings up to 60 feet on center or within 30 feet of the nearest wall.

Each detector shall be capable of maintaining a stability of sensitivity equal to the Underwriters' Laboratories 60 foot spacing throughout a temperature range change of +32 to +120 degrees Fahrenheit.

Sensitivity to be adjustable from the maximum equal to the 60 foot spacing to a sensitivity approximating 50 per cent of this sensitivity value with three settings available. Adjustment method--by selection of jumper connections at three terminals at the detector.

Each detector shall be capable of closing an alarm circuit or opening a normally closed circuit on alarm, ~~with~~ *RELAY* contact rating ~~of~~, one amp at 28 volts DC or 115 volts AC, non-inductive.

Each detector shall be equipped with a supervision relay normally energized which shall supervise the basic components of the detector including the alarm and ~~trouble~~<sup>SUPERVISION</sup> relay coils and the indicator light. Contact rating on the supervision relay, ~~shall~~ be one amp at 28 volts DC or 115 volts, AC, non-inductive. The alarm and supervision relays shall be capable of operating reliably and shall be limited to a minimum voltage on the relay contacts of 12 volts.

Each detector shall incorporate one ionization chamber only and shall have a maximum radiation source of .5 microcuries radium sulfate.

Dimensions of each detector shall be  $4\frac{1}{2}$ " by  $4\frac{1}{2}$ ", adaptable to a four ~~inch~~ by four ~~inch~~ "deep" conduit box for flush mounting and shall not protrude in excess of ~~three~~<sup>TWO</sup> inches below the ceiling. Detectors for surface mounting shall be adaptable to a  $4\frac{1}{2}$ " x  $4\frac{1}{2}$ " x 2" die cast conduit outlet box as manufactured by Perfect-Line.

The surface mounting ~~box~~<sup>DETECTOR</sup> will be our Model A-501.

The duct detector version will be our Model A-505.

Each detector shall be capable of operating at the above sensitivities from 24 volts to 31 volts DC regulated to ~~±~~ plus or minus 2%.

Each detector shall operate at 30 milliamps, non alarm condition and shall require 60 milliamps in alarm.



SPECIFICATIONS - POWER SUPPLY

Power supply shall be capable of a secondary voltage of 30 volts DC within + or - 2% throughout a line voltage change as required by Underwriters' Laboratories.

The power supply shall be furnished with a minimum 24 volts AC, provided by others. Power supply shall be capable of a minimum <sup>OF</sup> 30 detectors, or 1.5 amps. To prevent an alarm signal at the detector with power restoration following a power outage the power supply shall be equipped with ~~the~~ voltage regulation to control the <sup>RATE OF</sup> voltage increase from 15 volts DC to 30 volts DC ~~to~~ <sup>IN</sup> not less than one minute.

Power supply shall be filtered to protect against transients.

Dimensions of the power supply shall be approximately 4" x 12" x 2" in depth or adaptable to a modular panel assembly of a standard control unit.

QUALITY CONTROL STANDARDS - ALL EQUIPMENT

All devices ~~to be~~ manufactured by <sup>OR UNDER SUB-CONTRACT</sup> Statitrol Corporation, ~~or under sub-contract~~ shall meet the quality standards as dictated by the minimum requirements of Underwriters' Laboratories. In addition, Statitrol Corporation shall agree to meet any reasonable quality control inspection as required by Honeywell necessary to provide a level of performance of the finished product consistent with ~~the~~ <sup>CURRENTLY</sup> products ~~as~~ <sup>USE IN</sup> manufactured for the fire alarm industry by Honeywell.

How to price to more nearly match Pytronics?

I make a power supply with a high price tag

justify -

- 1) Need for power regulation
- 2) " for control of "power restoration" to prevent alarm.
- 3) Include transformers for statistical units.

Est parts cost - to 20 heads - \$10<sup>00</sup>  
(in queen per 1000)  
- to 50 heads - \$14<sup>00</sup>  
+ transformers

Have well to mfg. - sell to Statistical - 200<sup>00</sup> +  
Make as a module - to fit any OE17 panel  
on receipt of order for annual queen - 1000  
detectors. (approx 200 modules)

## Honeywell Plan

- 1) Exclusive
- 2) 30000 / 3 yrs
- 3) Local mfg - C T 2 or =
- 4) Agree to maintain shipments & Q.C.
- 5) Responsibility with Statel
- 6) min 50% or adj in 2<sup>nd</sup> or 3<sup>rd</sup> yr propert to  
Consumer price index in excess of 5%
- 7) Sub license to Statel for sale to OEC7  
fire alarm cos. min annual quantity of 5000  
units at ~~Statel cost~~ not more than 10%  
over Honeywell purch price

Default on contr - penalty of \$10<sup>00</sup> per unit  
ordered in 3 yr - not shipped

Contr based on a single chamber unit,  
self switching 4 1/2 avail appon 1/1/67

Equip can be altered to cut the cost of lead  
but require a relay panel - 10 lbs / panel

I Establish realistic Honeywell branch cost.

a) Must be approx the same as a Pyrotechnics dealer cost - for all sizes of jobs!

b) Must have sales advantages

1) Unlimited zoning

2) No AEC control - and paper work needed.

3) Appearance

4) Remote legal control - bond owners - for site.

5) + Many others -

II Establish other OEM BRANCH COSTS

a) Honeywell should have approx 10% advantage at br/cost level.

III Establish OEM COST

a) OEM BRANCH + 20%

IV Establish Statistical Purch price

Honeywell by -	OEM B <sub>1</sub>	OEM	STAT
Headg - \$75 <sup>00</sup>	80 <sup>00</sup>	67	64
P.S. Panels - 250-350 <sup>00</sup>	300 - 400 <del>250</del> - <del>350</del>	250 - 350	200 - 280
		250	

Statistical - margin - Detectors - 5%  
P.S. Panels - 20%

I Proportional reduction in OET7 thru Statitrol  
to reduction in Hon. punch cost.

Cost	Size			
20	30	50 <sup>00</sup>	-	100 <sup>00</sup> (50)
18	27	45 <sup>00</sup>	-	90 <sup>00</sup> (45)
16	24	40 <sup>00</sup>	-	80 <sup>00</sup> (40)
12	18	30 <sup>00</sup>	-	60 <sup>00</sup> (30)

II STATITROL - BURDEN PER DETECTOR (FOR CONTROL UNIT)

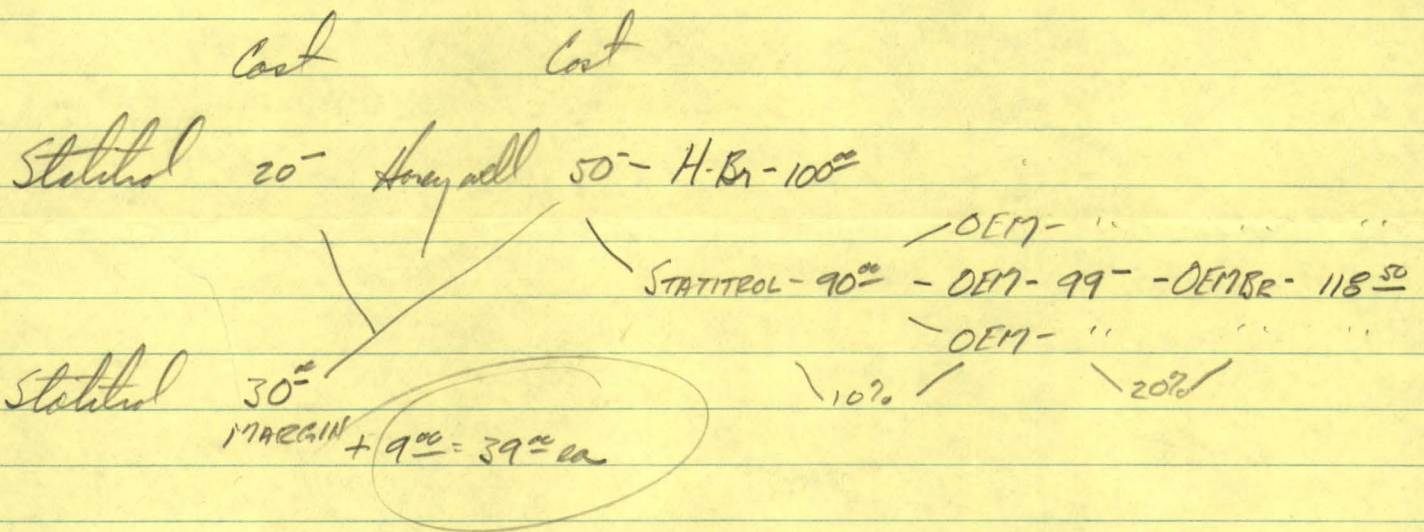
HONEYWELL BR. COST PER PANEL (STD CONTROL UNIT)

0-12 Det	1 Zone	- 120 <sup>00</sup>	+ STATITROL REG (15 <sup>00</sup> )	= 135 <sup>00</sup>	
24 Det	"	- 160 <sup>00</sup>	" (20 <sup>00</sup> )	= 180 <sup>00</sup>	
48 Det	"	- 200 <sup>00</sup>	" (20 <sup>00</sup> )	= 210 <sup>00</sup>	1A
96 Det	"	- 300 <sup>00</sup>	" (30 <sup>00</sup> )	= 330 <sup>00</sup>	2A

Zoning - 5/Zone - Add 20<sup>00</sup>/zone

135

5 Zone 124<sup>00</sup>  
1 Zone 87<sup>00</sup>



Honeywell - Br = 50<sup>00</sup> margin + Br Profit  
 - STAT = 40<sup>00</sup>

Per Root - add 10% to job or min of 325<sup>00</sup> for O.H.

Stat Purch from H at Br Cost less 10%

Dealer Costs

	PYROTRONICS		PER HR	STATITROL		
	LIST	DISTR <sup>-20%</sup>		DEM BR	DISTR	Net STATITROL
CLG HEAD	75 <sup>00</sup>	60 <sup>00</sup>				
FID (6) Hos	450	360 <sup>00</sup>		—	—	—
ZONE (24) Hos	300	240 <sup>00</sup>		—	—	—
NET PER 6 HOS						
	$6 \times 60 + 360 = 720 - 120 + 10\% = 13200$			115 <sup>00</sup>	96 <sup>00</sup>	87 <sup>50</sup>
NET PER 24 HOS						
	$24 \times 60 = 1440 + 360 + 240 = 2040 = 8500 + 10\% = 9300$			115 <sup>00</sup>	96 <sup>00</sup>	87 <sup>50</sup>
			(AVE 113)			
POWER SUPPLY PKG	6 hrs	- (See Statitrol)		82 <sup>50</sup>	75 <sup>00</sup>	(12.50)
"	"	24 hrs	- (" )	165 <sup>00</sup>	150 <sup>00</sup>	(6.30)

NET TO PYROTRONICS DLR  
 SHOULD BE 10% less than  
 NET to OEM Brand or Rep

- 1) LV 20% for OEM
- 2) LV 10% for Statitrol

1440  
 360  
 240  
 ---  
 2040

D  
Item 4 - Sale to OEM7 -  
One job \$130<sup>00</sup>  
Ann. Par

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Dec - 10 - 14 hrs / panel  
natl are - 6 / F.I.C.

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BRK → self contained -

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Tom Philosophy  
Hold line +

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OEM7 100-115<sup>00</sup> / unit!

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Markup

mail to bus. at \$100<sup>00</sup>

75<sup>00</sup> + 350<sup>00</sup>

distr = 30% = 56<sup>00</sup> / unit  
6 336<sup>00</sup>



Engng job sup'ns start up etc  
w/ mtl's - \$156<sup>00</sup>

Bu 100<sup>00</sup>  
+20% Sales  
20% OH  
? Profit

\$150<sup>00</sup>/unit

Purch at 103<sup>00</sup>  
Sold for 115<sup>00</sup>

1000 units = 129

10,000/3 yrs =

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