

Date: March 15, 2019
To: Engineered Systems Distributors (FE-13™ sales)
From: Abhay Nadgir, Director, Product Management & Applications Engineering
Subject: FE-13™ Fire Suppression Systems – Product Portfolio Change

Dear Valued Distributor,

We thank you for your loyalty to our FE-13™ fire suppression systems, and for helping to promote and sell this equipment over the past several years. As you may be aware, sales of new FE-13 fire suppression systems are declining. These systems are used in less common, lower-temperature applications than other gaseous suppression systems sold by Kidde Fire Systems. Additionally, alternate chemical and inert gas suppression agents are available with environmental properties that may be preferred to those of the FE-13 suppression system.

Sun-setting FE-13 Product Line:

As a result, and after difficult internal deliberation, Kidde Fire Systems has concluded that we will serve our customers best by focusing on our core, gaseous engineered suppression systems and chemical pre-engineered kitchen systems.

Last Time Buy Offer:

As a result of the above, we will no longer invest in the hardware assembly and filling station for the FE-13 agent and will stop selling the products listed in the attached annexure as per the schedule detailed below:

1. An extended last time buy period up to September 30, 2019 will be provided for the parts listed in Annexure A. Products ordered must ship on or before December 31, 2019.
2. A standard 36 month warranty period is available for the parts listed in Annexure A, pursuant to Kidde Fire Systems' usual RMA process.
3. Kidde Fire Systems intends to offer standard technical support on the phone or via email to distributors that have purchased FE-13 systems until December 31, 2024.

Recommended Field Actions:

We encourage you to undertake the following actions:

1. Immediately stop bidding for FE-13 systems.
2. Review the following books and records for these systems:
 - a. Your quotations/orders book;
 - b. Your purchase history; and
 - c. Your client contracts (making any necessary changes).
3. Determine your need for new FE-13 systems, refills and/or replacement parts.
4. Communicate your needs with us as soon as possible.

Alternate Strategy for Supporting Installed Base:

Given the history of the FE-13 product line, Kidde Fire Systems anticipates that some distributors may want to explore options to support their installed base of FE-13 systems beyond December 31, 2019. If you are interested in this, please contact your Director of Sales to discuss whether, subject to a separate agreement, Kidde Fire Systems may be able to provide certain information related to setting up an FE-13 re-filling station, or support in purchasing FE-13 in the future directly from its third party vendor.

Please note that Kidde Fire Systems will not include the following in any alternate strategy:

1. The sale or licensing of any equipment or intellectual property, including but not limited to designs, drawings and/or trademarks.
2. Any monetary compensation.
3. Any assistance with agency listing of an FE-13 re-fill station, if you determine such listing is required.

Should you be interested in discussing this further, please communicate with your Director of Sales.

Questions?

While we realize that changes such as this can be disruptive, we are confident that the renewed focus on our core business will yield long term benefits for both parties.

In the meanwhile, please call your [Domestic](#) or [International](#) Director of Sales with any questions or concerns.

Annexure A
List of Parts Affected

Note: If in reviewing the below, you identify any parts that you believe are used with non-FE-13 systems, or alternatively if you do not see included any parts that you believe are used solely with FE-13 systems, please let us know as soon as possible through your sales contact. The intent of this Annexure A is to sunset all parts that belong to the FE-13 product line.

Part Number	Description
96-190000-001	FE-13 agent in Cylinders Filled at Factory
96-100065-001	FE-13 Cylinder Assembly, 74 lb. (33.6 kg) Capacity w/ 1.5" Valve
96-100112-001	FE-13 Cylinder Assembly, 115 lb. (52.2 kg) Capacity w/ 1.5" Valve
96-110000-001	FE-13 High Pressure Flex Hose, 1.5" Outlet
96-110001-001	Nameplate, "WARNING", FE-13
06-231867-009	Label, WHMIS - FE-13 (Roll of 100) (Canadian Regulation Compliance Only)
06-231867-008	Label, WHMIS - N2 (Roll of 100) (Canadian Regulation Compliance Only)
96-194013-XXX	FE-13 Discharge Nozzles, Brass, 180°, 1/2" NPT
96-194014-XXX	FE-13 Discharge Nozzles, Brass, 180°, 3/4" NPT
96-194015-XXX	FE-13 Discharge Nozzles, Brass, 180°, 1" NPT
96-194016-XXX	FE-13 Discharge Nozzles, Brass, 180°, 1-1/4" NPT
96-194017-XXX	FE-13 Discharge Nozzles, Brass, 180°, 1-1/2" NPT
96-194018-XXX	FE-13 Discharge Nozzles, Brass, 180°, 2" NPT
96-194023-XXX	FE-13 Discharge Nozzles, Brass, 360°, 1/2" NPT
96-194024-XXX	FE-13 Discharge Nozzles, Brass, 360°, 3/4" NPT
96-194025-XXX	FE-13 Discharge Nozzles, Brass, 360°, 1" NPT
96-194026-XXX	FE-13 Discharge Nozzles, Brass, 360°, 1-1/4" NPT
96-194027-XXX	FE-13 Discharge Nozzles, Brass, 360°, 1-1/2" NPT
96-194028-XXX	FE-13 Discharge Nozzles, Brass, 360°, 2" NPT
96-140100-000	Kit, 1-1/2" Valve (FE-13) re-build. Includes 1 each of the following: WK-215399-000 - Safety Disc (FE-13 1-1/2" valve) WK-294500-000 - Washer, Safety Disc - 1-1/2" Valve WK-220034-000 - Nut, Safety Disc (1-1/2 - 2-1/2 Vlv) Retainer WK-566102-250 - O-Ring, Cap (1-1/2" valve) WK-566103-250 - O-Ring, Piston (1-1/2" valve) WK-544003-250 - Teflon Back-Up Ring, Piston (1-1/2" valve) WK-566102-150 - O-Ring, Seat (1-1/2" valve) WK-566109-320 - O-Ring, Cylinder Neck (1-1/2" valve)
96-140000-001	1-1/2" Valve Assembly, High Pressure FE-13