



ANNOUNCEMENT

Honeywell Salisbury Legacy Rubber Insulating Gloves in Classes 2, 3, and 4 Transitioning to Electriflex™

Dear Valued Customer,

Honeywell Salisbury™ is committed to developing high quality products and protecting our customers with the best-in-class PPE designed for the Electrical Worker. Electriflex™ Gloves were developed to offer linemen optimal flexibility without compromising safety. Since we launched the product in 2014, our demand has steadily increased and many of our customers have made wholesale changeovers to this product offering. Market feedback has been overwhelmingly positive and production has reached a natural inflection point where producing two different gloves styles no longer provides an efficient customer experience. As a result, we are announcing a transition to exclusively Electriflex™ Gloves as outlined in detail below.

Legacy Rubber Insulating Gloves Transition to Electriflex™

Honeywell Salisbury will be implementing a full transition of High Volt Legacy Class 2, 3 & 4 Gloves to Electriflex™ (all colors, sizes and styles)

Salisbury will accept final orders for Legacy Gloves as follows:

- Legacy Gloves in *Class 3 & 4* can be placed through **May 30, 2018**
- Legacy Gloves in *Class 2* can be placed through **July 31, 2018**



Honeywell Salisbury understands that this decision to migrate exclusively to Electriflex™ is a major decision and we have thoroughly evaluated the options. As a valued partner, we are here to answer any questions you may have during this transition and we encourage you to please contact your local Sales customer support team for additional details regarding this transition program.

Thank you for your dedication and support of Honeywell Salisbury™.



Our commitment to the transition

As the largest stocking distributor for Honeywell Salisbury, LTL Utility Supply is committed to making every effort to make this transition as seamless as possible. We currently hold a large inventory of the Legacy product, which we will ship on a first come, first served basis as orders are received, or until our Legacy inventory is depleted.

Rest assured, LTL Utility Supply will make every effort to reduce the impact to our customers.

However, due to this week's announcement by Honeywell Salisbury, we expect a rapid depletion of inventory, and we encourage you to connect with your local LTL Representative to place your Legacy order as soon as possible to secure current glove inventory and pricing in accordance with Salisbury dates in the announcement.

There is an increased cost with the Electriflex™ product, which is available for immediate purchase. Due to its exceptional dexterity and flexibility, the Electriflex™ rubber insulating glove significantly reduces grip challenges, and the risk of carpal tunnel injuries.

Some of our customers are currently enjoying the Electriflex™ experience and are very pleased that it has assisted in reducing job-related fatigue.

When existing Legacy inventory is depleted, LTL will transition to stocking the Electriflex™, committing to the extensive inventory our customers have come to rely on to reduce lead times.

Please be aware that due to the transitioning, there is a delivery strain for all Salisbury gloves. Honeywell Salisbury's Legacy rubber insulating gloves in Classes 2, 3, and 4 are being discontinued and replaced by the Electriflex™ rubber insulating glove.

Should you have questions or require additional support, please do not hesitate to contact your [local LTL Representative](#).

2018 marks our 60th anniversary! We'd like to thank you for your patronage and ongoing support. We look forward to our continued relationship, and delivering to you, the latest in industry-leading products and the reliable services you've come to expect from Lineman's Testing Laboratories of Canada.