

## **OMNI Systems Acquisition of Honeywell Media Transition FAQ**

1. **Will there be any disruption to my supply chain?**  
There will be no disruptions to the supply chain. OMNI will now be focused on fulfilling any customer orders moving forward and continue working with our customers to meet their needs.
2. **Will the products or services I receive change?**  
There will be no changes in products or services at the time of transition. OMNI will work with you on any potential changes that could provide improved products, services, or price reductions.
3. **When will OMNI be ready to quote new business?**  
OMNI is ready today to quote opportunities for all orders moving forward.
4. **How do I place new orders and quote requests moving forward?**  
Orders should be requested through [csr@omnisystem.com](mailto:csr@omnisystem.com) or via phone at numbers provided. Quotes should be requested through the OMNI website [Request a Quote | OMNI Systems](#). For other quote needs please reach out to your sales representative or the contacts attached.
5. **What Information will be needed to place orders with OMNI?**
  - Part Number
  - Brief Description
  - Material Description or Material Specification (if available)
6. **Will there be any changes in billing or payment processes?**  
OMNI will require vendor setup in your system if not already completed. We will provide the necessary information for this setup. Additionally, OMNI will need to create your account in our system to facilitate the completion of the required documents.
7. **Can I still expect the same level of quality and reliability?**  
Quality and reliability are at the forefront of what has made OMNI successful since 1990, so you should expect high level of service and quality moving forward.
8. **Will there be changes in pricing?**  
OMNI strives to offer attractive prices in the marketplace. OMNI will look for ways to improve your pricing either through reduced material costs or by implementing a customer program.
9. **What happens to my existing contracts and agreements?**  
Agreements with Honeywell are not transferring as part of the transition. Existing Honeywell customers will be responsible for meeting any outstanding purchase orders or other contractual obligations they may have with Honeywell by 12/15. OMNI will work with you to

implement programs or agreements for additional business involving deliveries after 12/15.

**10. What is OMNI's ownership structure?**

OMNI is a privately held organization that has been under the same stable ownership since its inception in 1990.

**11. What is the reason for the acquisition?**

OMNI acquired Honeywell Media to expand geographical footprint, add press capacity/capabilities, and to acquire experienced knowledgeable employees.

**12. What is the long-term vision for Honeywell under the new ownership?**

OMNI's goal is to make this plant one of the most highly recognized label facilities in the country. OMNI plans to achieve this through its dedication to the highest level of customer service combined with its best in industry material procurement, highly automated production processes, and its endless pursuit of continuous process improvement.

**13. What is OMNI's plan to engage customers?**

To date, OMNI has made every effort to reach out to former Honeywell customers and introduce them to OMNI Systems. However, we found that some information about the right person to contact has not always been accurate. If you have not been contacted and would like to discuss the transition to OMNI Systems, please email [Dean Ketchum](#) or [Rick Pantaleo](#) to set up a call. We want to provide as much information as you desire about us and the transition process, and we look forward to working with you in the future.

**14. Will OMNI honor specific programs for Channel Partners?**

OMNI wants to learn more about Channel Partner Programs that have been established. OMNI is open to continuing the program or developing new Channel Partner Programs.

**15. Will OMNI ship direct to a Channel Partner customer?**

OMNI offers the ability to private label and blind-ship distributor and reseller orders.

**16. What capabilities does OMNI have?**

- Largest Mark Andy operator in the U.S., with a new, state-of-the-art, Performance Series 7E flexographic press with cutting edge robotics and automation.
- Equipment capabilities range from high volume production, intricate prime labels, RFID and Linerless.
- OMNI has experience converting on all types of substrates paper and synthetic.

**17. Does OMNI have other facilities?**

Locations	Facilities
Cleveland, OH	Manufacturing, Distribution & Sales
Detroit, MI	Sales
Fairfield, OH	Manufacturing, Distribution & Sales
Grand Rapids, MI	Sales
Kansas City, MO	Manufacturing & Distribution
Las Vegas, NV	Distribution
Modesto, CA	Distribution
Seattle, WA	Sales
St. Louis, MO	Manufacturing, Distribution & Sales
Wayne, NJ	Sales

**18. How can I provide feedback or address concerns during this transition?**

You can feel free to contact any of the three points of contact detailed directly below by phone or email.

- Mike Murton  
President and COO  
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216-202-1734
- Rick Pantaleo  
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- Joe Rumpalik  
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