



Rock the Code

AFCI and DFCI breakers

Earn an additional 5% annual volume rebate on into stock sales growth dollars.



- Sell ABB residential THQL plug-in AFCI and DFCI circuit breakers
- Earn an additional 5% annual volume rebate on into stock sales growth dollars
- Offer valid through December 31, 2023
- See following pages for complete details

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AFCI and DFCI residential circuit breakers

Arc fault circuit interrupter (AFCI) circuit breakers and dual fault circuit interrupter (DFCI) circuit breakers, which combine GFCI and AFCI functions, offer advanced protection features required by the National Electrical Code (NEC) for specific locations within residential dwellings.



You can't afford to miss this opportunity

The NEC requirement positions AFCI and DFCI circuit breakers as a high demand product. Sell them and earn an additional 5% annual volume rebate on year-over-year growth dollars — and that's in addition to any other applicable rebate offered by ABB Electrification.



Stock up and sell

ABB is in a strong stock position with THQL plug-in AFCI and DFCI circuit breakers. Be sure to bring in local inventory to meet the needs of your customers.



Rock the Code Rebate requirements

- MSA signed and compliance required.
- No Contract for Program – Published Program.
- All measurements are on COMBINED AFCI/DFCI STOCK sales volume only.
- Paid on GROWTH dollars only.
- Must attain 100% of prior year sales to qualify.
- Individual goals will be delivered by March 2023.
- All metrics will be calculated at the corporation level.
- Market Segmentation Authorization must be identified by ABB as Construction and Industrial and/or Residential to qualify for Incentive. OEM/DEM, Critical Power and Utility customers DO NOT qualify.
- No credit will be issued less than \$500 payout attainment.



AFCI circuit breaker



DFCI circuit breaker

2023 ABB Rock the Code Rebate Eligibility Requirements

Thank you for your interest in participating in ABB's 2023 Rock the Code Rebate.

ABB's Rock the Code Rebate provides ABB Distributors ("Participant") the opportunity to earn incentives based on growth and volume of eligible product purchases that meet eligibility requirements herein. By participating in the ABB Rock the Code Rebate, Participant agrees to comply with all terms, conditions and restrictions contained herein to remain eligible to receive the incentive.

Definitions:

"ABB Rock the Code Rebate" (or "Program") means ABB's current 2023 Residential Incentive Rebate offered by ABB to eligible Participants to promote volume growth.

"Acquired Locations" means branch locations or distribution centers acquired by Participant through the purchase of the assets or business of a distributor, wholesaler or retailer of electrical products during the term of the Program Period.

"Incentive" shall mean all funds earned in the Program by an eligible Program Participant.

"Net Sales Billed" means annual gross Participant sales less any applied credits, special price agreement rebates and returns.

"Program Participant" ("Participant") means an ABB Distributor who meets the eligibility requirements detailed herein, is a current customer of ABB and/or a member of an ABB recognized marketing group.

"Program Period" means the annual timeframe set by ABB where product purchases are totaled to determine the earned Incentive.

"Product(s)" means the ABB products listed.

"Territory" means the 50 States in the United States plus Puerto Rico.

"Volume" means the ABB-calculated Net Sales Billed total during the Program Period for the Participant's product sales.

Eligibility:

Participation in this Program is supplemental and subject to the terms and conditions mutually agreed between ABB and Participant in the Participant's Mutual Supply Agreement ("MSA"). All terms and conditions of the MSA are hereby incorporated by reference and to the extent this eligibility requirement document is silent on any matter, such matter will be governed by the terms of the MSA. In the event of any conflict between these Eligibility Requirements and the MSA, the MSA shall govern.

Program Participants must have a valid current Mutual Supply Agreement ("MSA") in place and be in good standing in the reasonable discretion of ABB to remain eligible for participation in ABB's Rock the Code Rebate during the entire Program Period.

Product purchases by Participant will count towards the Participant's Volume only during the time-period where there is a current valid MSA in place. Any product purchases made during a time-period without a valid Participant MSA will not count toward a Participant's Volume calculation.

Participant shall not receive any Incentive under this Program if:

- Participant is participating in an ABB growth program concurrently and identified by ABB as a "double dip," (e.g., TopHat as an example). For clarification, ABB National Incentive Agreements and PowerBetter participation will not be considered a "double dip."
- Participant owes any outstanding amounts to ABB that extend beyond ninety (90) days past due and Participant has not cured the outstanding amount or made arrangements in writing with ABB to resolve the past due outstanding amounts owed.
- Participant does not have a valid MSA in place or is not in good standing with ABB at the reasonable discretion of ABB.

ABB may reduce any Incentive payment earned by Participant in an amount equal to any unauthorized deduction by Participant (including, but not limited to, unearned prompt payment discounts) and any non-paid commercial policy deductions (including small order charges, deductions for missed, short, or wrong material shipments; and freight debits) and for any past due amounts not subject to a good faith dispute.

Participant shall not deduct or otherwise offset from ABB any money that may be owed to ABB based on Participant's estimate of any earned Incentive.

ABB's Rock the Code Rebate and participation in the Program is a voluntary earning opportunity for Participant, and ABB is not obligated to provide an Incentive Program. ABB reserves the right to change the structure of the Rock the Code Rebate upon written notice to Participant, including but not limited to in the event of any unilateral off-setting, change in control, management, bankruptcy filing, acquisition, divestiture, merger or other business combination by either Party. In the event of such action, any earned incentive and due date may be prorated at ABB's discretion.

If Participant's MSA is terminated prior to the end Program Period, then ABB is not liable to make any Incentive payments to the Participant.

Participant shall comply with the obligations under ABB's Code of Conduct and shall not allow any third party to take, any action or engage in any practice that would violate the ABB Code of Conduct.

Participant may not assign participation in this Program or any amount due and/or earned to any third-party without the prior express written consent of ABB.

All applicable taxes (including, but not limited to, Value Added Tax and Withholding Taxes) on Incentives are the sole responsibility of Participant.

Volume Calculations:

Participant must meet the Rock the Code Rebate growth targets for Volume as calculated by ABB. ABB calculates each Participant's growth target based on Participant's previous year volume performance.

Upon request, Volume growth targets will be provided by ABB to each Participant no later than April of the Program Period. Products ordered by Participant and shipped by ABB prior to December 31, of the current year, will count toward a Participant's Net Sales Billed total.

The percentage of Incentive a Participant earns is based on the Program tiers and eligible product lines as detailed in the Rock the Code Rebate Brochure as made available by ABB.

Product orders by Participant occurring in December of the Program Period may be limited by ABB to only "in-stock" Products purchases with standard published lead times. This allows ABB to avoid a negative impact to ABB's year-end demand planning and fulfillment schedules. ABB may exclude specially discounted items (typically for special projects) from any Incentive calculations if applicable.

By participating in the Rock the Code Rebate, Participant agrees that ABB shall calculate the Incentive owed to Participant based the Participant's achieved growth amount during the Program Period. ABB determines a Participant's achieved growth amount by comparing the Participant's current Program Period Net Sales Billed against Participants' Net Sales Billed from the previous year's Program Period.

Participant must notify ABB of any Acquired Locations for the volume of that Acquired Location to be included in Participant's volume calculation for the current Program Period. Purchase volumes from Acquired Locations will become eligible for inclusion in Participant's volume total for purposes of this Program only after the time such notice is received by ABB and only if such Acquired Locations operate under an ABB MSA with ABB's Terms and Conditions.

Growth Incentive:

Participant will only become eligible to earn a growth Incentive if Participant achieves over 100% of prior year into-stock sales in Net Sales Billed of eligible product purchases.

Upon the request of Participant in the event of large customer conversions, large ad hoc projects and/or other special circumstances, ABB may evaluate threshold exception requests for the purposes of calculating a Participant's Net Sales Billed.

On or about March 31, 2024, ABB will issue a Participant Incentive memo that details ABB's calculation of a Participant's earned Incentive credit. ABB does not have any obligation to provide any earned Incentive credits prior to this date.

In the event of a dispute regarding ABB's calculation of the Incentive, Participant may request an email or phone dialogue, or meeting with Participant's ABB Account Manager to discuss the issue and to provide evidence to support the Participant's dispute, within thirty (30) days following receipt of ABB's Incentive memo. If Participant does not issue a dispute with ABB within thirty (30) days of receipt of ABB's Incentive memo, then Participant forfeits ability to later raise any dispute as to ABB's Incentive calculation. Any decisions made by ABB are final.



Questions?

Contact your local ABB representative today.



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