



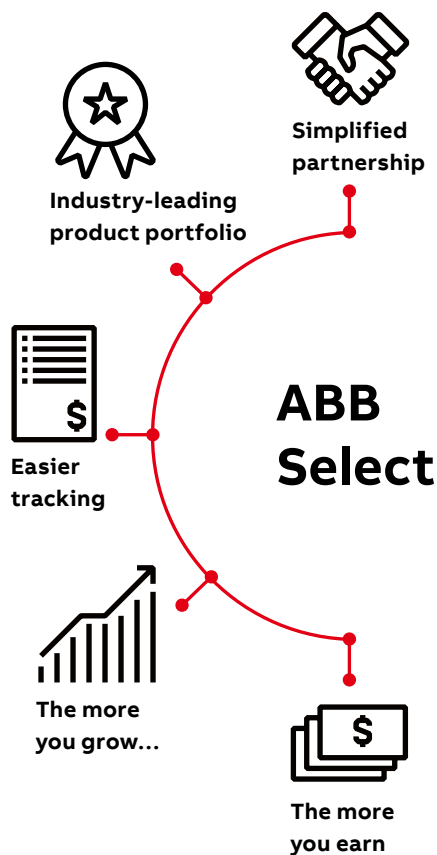
# ABB Select

Introducing the 2020 ABB Installation Products distributor incentive program that rewards you for growing your business.

# ABB Select

## The new incentive program for ABB Installation Products distributor partners.

At ABB, we understand that your success is our success. That's why we're committed to delivering world-class product solutions and mutually beneficial programs that create stronger partnerships with distributors, enabling us to succeed together.



With ABB Select, we've created a rewarding program with more product options and greater incremental incentives for partners who attain the highest levels of growth.

Designed to help you grow your business, the ABB Select distributor incentive program is simpler than ever. All ABB Installation Products product lines qualify. You're automatically enrolled when you meet the minimum sales threshold, and easy-to-use tracking tools make performance assessment a snap. It's simple...the more you grow, the more you earn.

# More eligible products accelerate growth.

## Premier Industrial

- Steel City® floor boxes
- Color-Keyed® compression connectors
- Blackburn® mechanical and grounding connectors
- Ty-Rap® high-performance cable ties
- Deltec® fastening system
- Sta-Kon® and Catamount® terminals
- Shrink-Kon® insulation
- Ty-Duct® wiring duct
- T&B® Fittings rigid conduit fittings and BX/FLX fittings
- Ocal® PVC-coated conduit, fittings and accessories
- Red Dot® conduit bodies
- Steel City rigid and liquid-tight conduit fittings
- T&B Liquidtight Systems® flexible conduit and fittings
- PMA®, Adaptaflex®, Harnessflex® and Kopex® conduit and fittings
- T&B Fittings cord fittings, Star Teck® fittings and ABB cable glands
- Russellstoll® and Pos-E-Kon® pin and sleeve connectors
- Application tooling
- Electrician's supplies
- EZCODE® identification products

## Commercial Essential

- Steel City metallic boxes and accessories
- Carlon® non-metallic boxes and accessories
- Red Dot and Carlon outdoor weatherproof products
- Iberville™ boxes and covers
- Superstrut® and Kindorf® metal framing systems, hangers and clamps
- Catamount cable ties
- Carlon PVC conduit elbows, fittings, liquid-tight fittings, ENT and P&C flex duct
- Carlon enclosures, junction boxes, spacers, premise and other electrical products
- Blackburn exothermic weld products
- T&B® Cable Tray cable support systems
- Express Tray® and QuickTurn® basket tray systems
- Steel City EMT, die-cast fittings, commercial fittings and squeeze connectors
- Metering equipment

## Medium Voltage

- Hi-Tech® current-limiting fuses
- Elastimold® underground cable accessories, switchgear and reclosers
- Blackburn and Boreal™ flexible braids
- Joslyn Hi-Voltage® capacitor switches, electric arc furnace switches, air switches, reclosers, sectionalizers and SF6 underground
- Commissioning service lowering devices
- Fisher Pierce® capacitor controls and faulted circuit indicators
- Jennings Technology® vacuum and DC contactors, vacuum capacitors and relays, vacuum interrupters
- Homac® underground, transformer, pedestal, substation and grounding connectors, oxide inhibitor and accessories
- Blackburn aluminum lugs, overhead splices and taps
- eFab™ assemblies
- Hazlux® lighting fixtures
- Lumacell™ and Lightalarms® emergency lighting
- NEMA hazardous location enclosures



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## Select how far you want to grow.

The ABB Select distributor incentive program offers rewarding benefits for consistent performance year over year, growth aligned to an improved and expanded product mix and marketing to build brand recognition.

**Program components include:**

- Base program incentive
- Growth program incentive
- Marketing program incentive

The three-tiered program structure includes silver, gold and platinum levels with baseline thresholds based on prior year's net sales billed and no restrictions or caps on earnings.

This structure enables distributor partners to grow incentives with each level advancement. At the highest level, platinum partners have significant opportunities for game-changing incentives.



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# Easy qualification.

With automatic enrollment, there's no need to select product lines. All ABB Installation Products product lines are eligible.



**\$200,000  
minimum  
to qualify**

ABB Select qualification is based on one simple criteria — minimum \$200,000 annual product sales threshold.<sup>1</sup> Once purchase threshold is met, you are automatically enrolled into the program.



**January 1 to  
December 31  
calendar year**

Program calculations begin on January 1 and conclude on December 31. All product must be shipped by December 31 to count toward the program.



**Maintain good  
account standing**

As an ABB Select distributor partner, to be qualified, you must remain in good standing and comply with annual audit requests.



<sup>1</sup> For members of the IMARK or Affiliated Distributors (AD) groups, the \$200,000 annual product sales threshold is covered at the parent group level and waived for the individual member organization. Likewise, all incentives are paid at the IMARK or AD parent group level unless specifically approved otherwise by ABB.

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Contact your ABB representative to learn more.



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