ABB Jokab Safety
Distributor Sales and Market Support
Program Scope and Goals

ABB JOKAB SAFETY is backed by the worldwide research and development that has brought innovation to many aspects of machine safety. ABB JOKAB SAFETY is committed to the design, engineering and manufacturing of the finest quality safety systems in the industry.

ABB JOKAB SAFETY is committed to providing our representative and distribution network with the highest level of service and support. We believe that, in order to become a safety supplier, there must be an investment of time to gain product knowledge and proper application of those products for machine safety solutions. To insure the success of our representative and distribution network, ABB JOKAB SAFETY has created several different types of resources, which will provide the expertise necessary for you to become a confident safety supplier.

Literature Package

ABB JOKAB SAFETY
Protecting your valuable personnel and your company bottom line
1SXU172041B0201 - Printed Brochure – 8 pages
ABB JOKAB SAFETY offers introductory Value Propositions aimed at multiple levels of customer relationships. Individual page value propositions addressing current trends, implications, possible solutions and ABB JOKAB SAFETY solutions to those concerns. Target audiences include CEO/CFO/COO, Plant/Engineering Managers, Purchasing and Maintenance.

JOKAB SAFETY A MEMBER OF THE ABB GROUP
Machine Safety Systems and Components Product Overview
1SXU172020C0201 - Printed Brochure – 8 pages
ABB JOKAB SAFETY and its customers have recognized that within the machine safety industry, ABB JOKAB SAFETY stands alone as the company superior to all others in its vision and manufacturing of complete machine safety systems. The Machine Safety Systems Overview 8 page brochure displays the vast product offering within the ABB JOKAB SAFETY portfolio with brief descriptions for each product family.

ABB JOKAB SAFETY
Machine Safety Systems and Components Compendium
1SXU172002C0201 - Printed Compendium – 564 pages
The new ABB JOKAB SAFETY Machine Safety Systems and Components Compendium is a complete Safety resource for referencing Safety standards, risk assessments, various levels of Safety, Safety Products and Safety Solutions. The Compendium offers expertise on Safety PLC’s and Networks, The Vital Solution, Safety Relays, Safety Light Curtains and Grids, Stop Time Analyzers, Safety Fencing, Safety Initiation Devices, E-Stops, Contactors and Pilot Devices. Everything you will need to create the complete Safety Solution for your application.
ABB JOKAB SAFETY
Safety Switches and Emergency Stops
1SXU172003C0201 - Printed Catalog – 96 pages
The new Safety Switch and Emergency Stop line from ABB JOKAB SAFETY is the most complete product offering available. It has comprehensive solutions for mechanical keyed interlock switches; non-contact sensors, explosion proof sensors, IP69K sensors for food and beverage, as well as a complete offering of emergency stop rope pull switches and enclosures.

ABB JOKAB SAFETY
Focus II Safety Light Curtains and Grids
Product overview
1SXU172027B0201 - Printed Catalog – 56 pages
ABB JOKAB SAFETY has launched the new Focus II Safety Light Curtains. The latest in a long list of machine safety innovations from ABB JOKAB SAFETY, the Focus product line is designed to be the most control reliable and dependable presence sensing device on the market today. This overview is designed to replace existing Light Curtain sections in the Compendium.

ABB JOKAB SAFETY
Focus II Safety Light Curtains and Grids
1SXU172030B0201 - Printed Brochure – 12 pages
ABB JOKAB SAFETY has launched the new Focus II Safety Light Curtains. The latest in a long list of machine safety innovations from ABB JOKAB SAFETY, the Focus product line is designed to be the most control reliable and dependable presence sensing device on the market today. This brochure is designed to give a general description of Focus and its many features and benefits.

ABB JOKAB SAFETY
Pluto Safety PLCs
Product overview
1SXU172023B0201 - Printed Catalog – 44 pages
ABB JOKAB SAFETY Pluto Safety PLC’s have extended the family to include the new D series with both, high speed digital inputs as well as safety analog inputs. These new versions allow for safe speed monitoring, positioning, and process safety. In addition the Pluto family has built in added features and benefits to best serve your application. This overview is designed to replace existing Pluto Safety PLC sections in the Compendium.
ABB JOKAB SAFETY
Quick Guard Modular Safety Fencing Panels
1SXU172021C0201 - Printed Brochure – 8 pages
Quick Guard Safety Fencing sections by ABB JOKAB SAFETY help eliminate extra engineering and installation hours by providing a quick and easy solution for your machine safety needs. Quick Guard sections come in multiple styles, heights and widths in order to fit any application requirements.

ABB JOKAB SAFETY
Safety Contact Mats
1SXU172019C0201 - Printed Brochure – 12 pages
ABB JOKAB SAFETY contact mats are used for safeguarding sections in hazardous areas around machines, presses, robots and other types of active equipment. When connected to a suitable monitoring system stepping on the mat surface triggers a control signal to the stop circuit of the potentially hazardous motion. This overview is designed to replace existing Safety Mat sections in the Compendium.

ABB JOKAB SAFETY
Safety Contact Edges and Bumpers
1SXU172039C0201 - Printed Brochure – 12 pages
ABB JOKAB SAFETY contact edges and bumpers are used as protection against crushing accidents, i.e. on moving machine parts and automatic doors and hatches. Bumpers are used as a safety buffer to protect against remote control transport vehicles and other dangerous moving objects with long stopping distances. This overview is designed to replace existing Safety Edges and Bumpers sections in the Compendium.

ABB JOKAB SAFETY
Product Fast Facts
Electronic Brochure – 2 pages
ABB JOKAB SAFETY Fast Facts are 1 page, front and back quick reference guide for promoting the benefits and features of the various safety products. Fast Facts cover Pluto Safety PLC models, Safe Balls, Safety Relays, Line Strong Rope Pull Switches, Focus II Safety Light Curtains, Safety Mats, Quick Guard Fencing Solutions, Enabling Devices, E-Stops, Eden’s, Vital and much more. All Fast Facts are available in pdf for quick download from abbnow.com
ABB JOKAB SAFETY
Safety Switches & Emergency Stops
Food. Beverage, Pharmaceutical & Chemical Industries
1SXU172004C0201 - Electronic Brochure – 8 pages
ABB JOKAB SAFETY has launched a range of fully Stainless Steel 316 machine guard switches to cope with the rigorous cleaning demands of the food, pharmaceutical and petrochemical environments. The housings are tested to IP69K and are rated to 105°C (tested to 125°C). Switches are available as keyed interlock, solenoid locking, non-contact magnetic and non-contact coded versions.

ABB JOKAB SAFETY
Food and beverage industries
Machine safeguarding solutions
1SXU172034B0201 - Printed Brochure – 8 pages
ABB JOKAB SAFETY offers a very strong Value Proposition to the food and beverage industries. With solutions that address Safety Compliance, Consultation, Training, Continuous Operation and Sustainability, Corrosion / Harsh Environment with Liquid Ingress Protection, Extreme Temperatures and Ex Hazardous Location Protection, ABB JOKAB SAFETY stands alone as a single source supplier.

ABB JOKAB SAFETY
Packaging industries
Machine safeguarding products
1SXU172051B0201 - Printed Brochure – 8 pages
ABB JOKAB SAFETY offers a very strong Value Proposition to the packaging industry. With products that are aimed at providing protection on filling machines, sleeving machines, case erecting and packing machines and many others, ABB JOKAB SAFETY stands alone as a single source supplier. This brochure is products based and is aimed at maintenance and purchasing.

ABB JOKAB SAFETY
Packaging industries
Machine safeguarding solutions
1SXU172050B0201 - Printed Brochure – 8 pages
ABB JOKAB SAFETY offers a very strong Value Proposition to the packaging industry. With solutions that address Safety Compliance, Consultation, Training, Continuous Operation and Sustainability, zoning and modularity, and global perspective, ABB JOKAB SAFETY stands alone as a single source supplier. This brochure is solution based and is aimed at engineering and management.
ABB JOKAB SAFETY
Material handling industries
Machine safeguarding products
1SXU172043B0201 - Printed Brochure – 8 pages
ABB JOKAB SAFETY offers a very strong Value Proposition to the material handling industry. With products that are aimed at providing protection on wrapping machines, conveyors, distribution and palletizing machines and many others, ABB JOKAB SAFETY stands alone as a single source supplier. This brochure is products based and is aimed at maintenance and purchasing.

ABB JOKAB SAFETY
Material handling industries
Machine safeguarding solutions
1SXU172040B0201 - Printed Brochure – 8 pages
ABB JOKAB SAFETY offers a very strong Value Proposition to the material handling industry. With solutions that address Safety Compliance, Consultation, Training, Continuous Operation and Sustainability, zoning and modularity, and global perspective, ABB JOKAB SAFETY stands alone as a single source supplier. This brochure is solution based and is aimed at engineering and management.

ABB JOKAB SAFETY
Machine Safety Services
1SXU172044B0201 - Printed Brochure – 2 pages
ABB JOKAB SAFETY is ready to assist you with the effective implementation of your machine safety plan. Using our strong global and local presence, we can partner with you to complete your plant and machine safety assessments. We will help identify what steps need to be taken to comply with international and national standards. Services include, Engineering, consulting, training and full system evaluations.

ABB JOKAB SAFETY
Systems Integrator Partnership Program
1SXU172036B0201 - Printed Brochure – 8 pages
ABB JOKAB SAFETY is looking to extend a partnership to select System Integrators for our mechanical guarding and electrical safety products. Several benefits of this Systems Integrator Partnership will be: entry into our referral program, competitive price structure, design software and resources, training and joint marketing and communications.

Note: All literature is available at www.abbnow.com for immediate download or order delivery.
Training Program

Our specialized training will not only increase understanding of machine safety and the applicable standards, but it will enable each member of the sales and support force to recognize the key market advantages that ABB JOKAB SAFETY holds over the competition. The greater the product and application knowledge that each individual possesses, the greater your success will be.

US500
4 Hour Onsite Presentation
ABB JOKAB SAFETY will provide a complete corporate presentation to all Distributor Sales and Support Representatives at a suitable location. There should be about 4 hours allotted for this phase all in one day.

Overview
• General product explanations and demonstrations outlining key features and benefits as well as market advantage.
• ABB JOKAB SAFETY complete systems approach to be outlined and discussed, a key feature to success with your customers.
• Application examples highlighting the distinct innovations and value ABB JOKAB SAFETY has to clients.
• Distribution of literature and marketing material.

US501
8 x 45min Onsite/Web Presentations
ABB JOKAB SAFETY will provide an array of product specific onsite/online training presentations. A schedule of these presentations will be provided to you. Detailed seminars on products and their applications, including:
• Safety Switches, Sensors and E-Stops and Why a Safety Relay?
• Vital Solution Basic
• Two hand control, Safety Mats and Bumper Strips, Stop time Analyzers
• Focus Light Curtains
• Introduction to Pluto and Hard Guard Systems

US503
4 Hour Onsite Presentations
ABB JOKAB SAFETY will provide an advanced Vital Solution training course with 2 hours of theory and 2 hours of hands on practical labs.

Overview
• In depth presentation covering the complete Vital Solution including Eden Switches, Smile E-Stops, Spot Safety Beams, Tina Adaptors and system connectivity.
• Hands on wiring of basic to “complicated” Safety Systems on the ABB JOKAB SAFETY Vital Training Rig.
• System trouble shooting after instructors introduce faults and failures into the Safety System.
• Introduction to the Land Your Top 5 Program

Advanced US503
8 Hour Onsite Presentations
ABB JOKAB SAFETY will provide an advanced custom Pluto Safety PLC, SafeCAD design software and Safety Standards training in a mixed theory/hands on setting.
Product Safety Specialist

The ABB JOKAB SAFETY Certified Distributor is required to provide a Product Specialist to be the safety liaison between the Distributor and the Factory / Regional Product Specialists.

The Safety Specialist is required to complete US500, US501, US503, Advanced US503 and additional advanced training in Pluto Safety PLC’s, Safety Standards, SafeCAD, and Focus Safety Light Curtains. Advanced Specialist trainings will be held at centralized locations and will not be at customer sites.

Product Demonstration Kits

The ABB JOKAB SAFETY portfolio is most successfully marketed through product demonstrations. As part of the on boarding with the Safety Solution portion of ABB, all certified distributors are required to purchase at least one of each the Safety Product Demonstration Kits. Depending on the logistics of the territory multiple sets may be required.

ALL PRODUCT DEMO
• Demo Board with Safety Relay, Vital and Pluto PLC
• Focus Safety Light Curtain with Tina adaptors
• SafeBall and 3-Position Enabling Device
• Eden Sensor, Magne 1A, Mechanical Gate Switch

SAFETY SWITCH DEMO
• 3 Non Contact Magnetic Switches (plastic & Ex rated)
• 2 Non Contact Coded Switches (plastic & stainless)
• Safety Interlock Switches (plastic, metal & stainless)
• 2 Solenoid Locking Safety Interlock Switches
• 3 Rope Pull Switches & acces. (metal & stainless)

Note: additional Demo Kits may be required as new product technologies and advancements occur. Demo kits are not subject to discount schedules.

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ABB JOKAB SAFETY has created a common products required stocking list to aid in the support of the Distributors customer base. The stock listed items may be negotiated although the financial investment and commitment is mandatory.

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Note: Demo Kit purchases are not included in the Product Initial Stock List. $10,015.76
ABB JOKAB SAFETY Support List

North Region

Product Specialist  Greg Allen    (267) 966-5575    gregory.allen@tnb.com
Product Specialist  Tim Adam    (313) 701-5670    timothy.j.adam@us.abb.com
Product Specialist  Terry Diskey    (260) 409-6258    terry.e.diskey@us.abb.com
Product Specialist  Gary Tandeski    (651) 238-4912    gary.a.tandeski@us.abb.com

South Region

Product Specialist  Scott Orr    (734) 718-6647    scott.j.orr@us.abb.com

West Region

Product Specialist  Rick Schloss    (408) 219-6406    rick.schloss@tnb.com
Product Specialist  Pete Anderson    (916) 752-2472    pete.anderson@tnb.com

Central Region

Product Specialist  Adam Carpenter    (949) 632-0323    adam.carpenter@tnb.com

Business Development

Product Manager  Rich Gibson    (248) 514-9643    richard.a.gibson@us.abb.com
Product Marketing  Darrell Burkeen    (708) 541-2395    darrell.l.burkeen@us.abb.com
Product Marketing  Jim Sandzik    (313) 418-7556    james.e.sandzik@us.abb.com
Product Marketing  Kevin Douglas    (519) 965-4487    kevin.j.douglas@ca.abb.com
General Sales Inquiries

Technical Support / Electrical Engineering

Engineering Manager  John McHale    (313) 520-1779    robert.j.mchale@us.abb.com
Sr. Electrical Eng.  Matt Miller    (734) 812-5676    matthew.m.miller@us.abb.com
Applications Lead  Jeff Leslie    (888) 282-2123    jeffrey.m.leslie@ca.abb.com
Applications Tech.  Steve St.Louis    (888) 282-2123    steven.j.stlouis@ca.abb.com
Design Requests    (888) 282-2123    jokab.service@us.abb.com

Safety Fencing / Mechanical Engineering

Product Marketing  Joy Douglas    (888) 282-2123    joylyn.s.douglas@us.abb.com
Fencing Designer  Dan Richards    (888) 282-2123    daniel.q.richards@ca.abb.com
Quote/Design Requests    (888) 282-2123    jokab.rfq@us.abb.com

Customer Service

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Contact us

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Fax: 1-800-565-9302

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