DISTRIBUTOR INCENTIVE PROGRAM

ABB Power Connections loyalty program

Grow your business with industry-leading ABB power, grounding and wire termination products.

Blackburn® | Color-Keyed® | Sta-Kon® | Shrink-Kon® | EZCODE®

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.

The 2026 ABB Power Connections loyalty program gives distributor partners the opportunity to benefit even more from their commitment to our Power Connections product lines.

The program is based on a point system. In addition to earning points through YOY Power Connections product sales growth, channel partners can gain points through customer engagement activities using our CEU courses and the Mobile Solutions vehicles. Advantages include exclusive promotions, dedicated specialized technical support services and the ability to redeem points from a catalog of applications tools and/or dies.

ABB Power Connections product lines

- PL006 — Blackburn® mechanical connectors
- PL007 — Color-Keyed® compression connectors
- PL014 — Blackburn® grounding products
- PL029 — Sta-Kon® wire termination products
- PL131 — Application tooling
- PL017 — Shrink-Kon® heat-shrink insulation
- PL016 — EZCODE® identification products

Simplified partnership

Industry-leading product portfolio

Earn free tools and dies

ABB Power Connections loyalty program points potential

Distributor branches earn points by:

1. Exceeding prior year sales
   - Points earned from incremental YOY sales (2025 vs 2026)
   - 1 point per $50 of qualifying product line purchases after exceeding prior year sales
   - Points earned ONLY on the **incremental YOY sales**, not total sales

2. Participating in qualifying customer engagement activities that include:

   - Host CEU Class: 500 pts
     - Max. 2 courses per branch/year

   - Host Mobile Solutions truck: 1000 pts
     - Max. 4 visits per branch/year

In January 2027, eligible distributor branches will receive a promo code to redeem their earned points for products from the PC Loyalty Program Tooling Catalog (distributor account must be in good standing, not in arrears).

Example tool: TBM6PCR-LI equals 2,000 earned points

Click here to view the **Power Connections program points redemption catalog.**

Points expiration: March 31, 2027

Color-Keyed® power-assisted compression tools: #8 AWG to 600 kcmil
TBM6PCR-LI 6-ton open crimp tool and TBM62PCR-LI 6-ton closed crimp tool

- Designed for one-handed control ram advancement and retraction*
- Open yoke design with rotating head allows for maximum crimping flexibility
- Protective rubber boot on head
- Rapid advance feature decreases crimp time
- Works with MAKITA LXT 18 V lithium-ion batteries‡

2,000 points

TBM6PCR-LI 6-ton open crimp tool

Cat. no.	Description	Dimensions	Weight	Capacity	Output
TBM6PCR-LI	LI 6-ton open crimp tool	13.7"L x 3.3"W x 10.6"H	8.3 lbs. with battery	Cu #8–600 kcmil Al #8–400 kcmil	6 tons
BAT-MK	Spare MAKITA LXT® 18 V lithium-ion battery	4.2"L x 3.3"W x 2.6"H	1.2 lbs.	5.0 Ah	18 V DC
CHR-MK	Spare charger for MAKITA LXT® 18 V batteries	9"L x 5.7"W x 3.2"H	1.70 lbs.	120 V AC 50–60 Hz	7.2 V DC– 18 V

Sign up today

To enroll in the program, fill out this form or contact your ABB account manager for more information about the ABB Power Connections loyalty program. Upon completion of the year's activities, we will send the promo code commensurate with your branch's earned points.

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7TKK001396 Rev C 12.2025