

#### QUICK REFERENCE GUIDE

## Installation Products Division Merchandising solutions



# **Merchandising inventory**

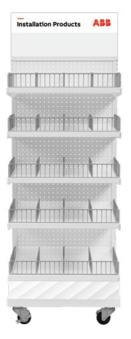


ABB is committed to the success and growth of our distributor partners. Our merchandising program is one of the many ways that we demonstrate this commitment to you. An effective merchandising program can help increase your profitable counter sales by as much as 20%. At ABB, we provide you with display units and accessories to meet your needs.

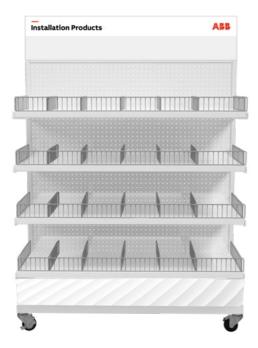
#### MRCH-2000KIT-W 2' MERCHANDISER DISPLAY

#### \$416 per unit

Size: 69" high x 24" wide (including 10" header)

#### Shipment contains:

1 – 2' header 1 – 2' gondola 1 – 2' caster base 4 – 2' gondola shelves 28 – 3" x 11" shelf dividers/ends 7 – 3" x 13" dividers/ends 5 – 3" x 24" front binning



#### MRCH-2001KIT-W

#### 4' MERCHANDISER DISPLAY

#### \$581 per unit

Size: 69" high x 48" wide (including 10" header)

#### Shipment contains:

- 1 4' header
- 1 4' gondola
- 1 4' caster base
- 3 4' gondola shelves
- 21 3" x 11" shelf dividers/ends
- 7-3" x 13" dividers/ends
- 4 3" x 48" front binning

Our distributors can use their co-op funds to purchase displays. ABB pays 100% of co-op claims for merchandising.

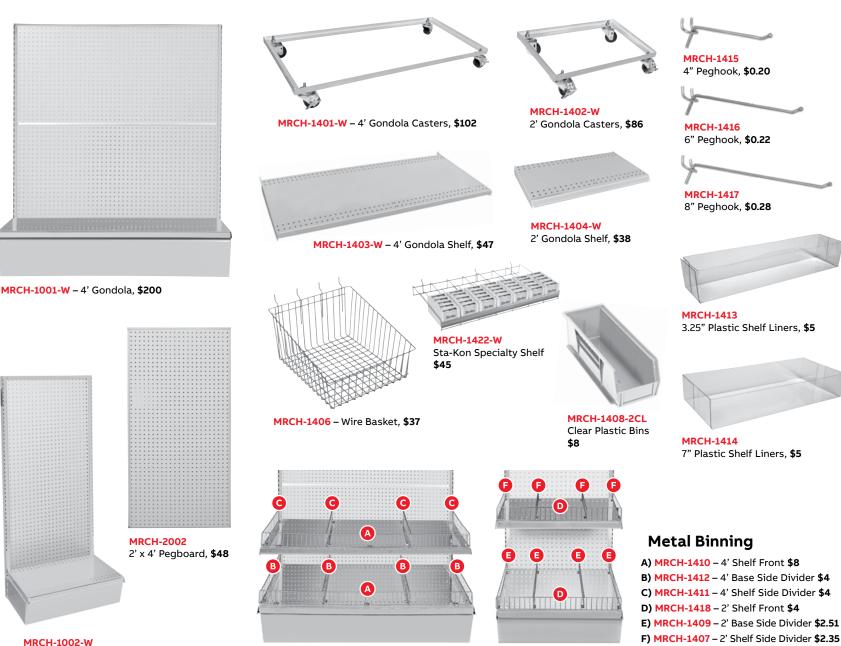
## **Display Components**



### **Base Units**

2' Gondola, \$143

### **Display Accessories**

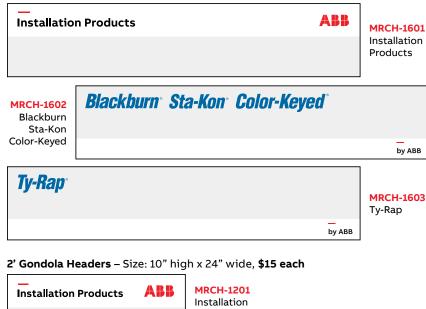


Our distributors can use their co-op funds to purchase displays. ABB pays 100% of co-op claims for merchandising.

# **Headers & Accessories**

For special requests on headers, contact your local Sales Representative. See below for current header options:

#### 4' Gondola Headers - Size: 10" high x 48" wide, \$30 each



			Products		
		Bla	ackburn <sup>-</sup> Sta-Kon	<b>Color-Keyed</b>	<mark>MRCH-1202</mark> Blackburn Sta-Kon
MRCH-1203 Ty-Rap	<b>Ty-Rap</b> °			by ABB	Color-Keyed
			by ABB		



Please note that these products

are separate from the merchandiser components. Order and pay with credit card and if you have co-op funds available, you can submit a request for credit on the purchase.

### **How To Order**

Participation is easy! Our distributors can use their co-op funds to purchase displays. ABB pays 100% of co-op claims for merchandising.

To place an order: click here (ABB employees requires VPN connection)

[email address]	
Entered on Behalf Of If you are entering this request on behalf of someone else, e	enter their email address below. They will be copied on all notifications.
Select	~
National Account Information National Account Name*	
[enter 'Other/Independent']	· · · · · · · · · · · · · · · · · · ·
Customer Information	
Business Unit*	Sales Org to process credit on*
[enter 'ELIP']	~
TOPS Chain / District*	
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Customer Index/Account Number*	Customer Name*
City	State
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[date]	ess]
Event Date* [date] Event or Promotion Description* [enter contact info and shipping addr [enter what is included in the order] Send Payment in the Form of* Request a CREDIT: If your distributor paid for the event Request a TBL CHARGE NUMBER: If your projon	155 of 4000 with your T&L card al admin paid for the event with a P-Card.
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