ABB

Signature Service 2022

A complete service package designed
to help you increase profits by reducing
transaction costs and increasing sales.

tnb.ca.abb.com/en/ss/

ABB Formula E distributor contest
Take the QUIZ and win great prizes

For the first time since ABB became the title partner of the ABB Formula E World Championship, this electric car race will take place in Canada in 2022. ABB's Signature Service Branch Incentive Program is entering its 4th year. To electrify the program, we decided to add a ABB Formula E bonus incentive to this year's offering.

Whether you're already a fan or new to the circuit, take our Formula-E quiz to test your knowledge and register to win incredible prizes including **a trip for two to the race!**

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Paricipate and win !

Three prize levels:

1. The **first 300 quiz participants** will receive an official ABB Formula E cap.
2. **Monthly draws**: all quiz participants will be entered into monthly draws to win a VIP ABB Formula-E promotional loot bag.
   A total of 30 loot bags will be awarded.
3. **Grand prize**: all quiz participant's branches registered before March 31, 2022 will be entered in the Grand Prize draw for 6 all-inclusive trips for 2 to the Vancouver race on July 2, 2022!

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Signature Service program
Since 1993

Signature Service program

Signature Service program is a year-round written commitment between electrical distributors and ABB that is renewed annually.

It's a complete service package designed to help you increase profits by reducing transaction costs and increasing sales.

You commit to support specific product lines at specific levels throughout the year. In turn, we commit to provide you with the highest quality service available in the industry today.

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Reduced costs + Increased sales = Increased profits

Put our proven combination of one-stop shopping and unbeatable service to work for you to reduce your costs of doing business.

- One-stop shopping; widest range of products from one source
- Order fill rate of 99.6%
- 0ne order, one shipment, one invoice
- 100% accurate shipments, 99.9% of the time
- Low $100 order minimum on stock items
- Prepaid freight on all made to stock items to distributor destination from the dedicated ABB servicing warehouse.
- Advance Shipment Notification (ASN)
- Scheduled deliveries
- Simple returns policy
- T&B e-commerce expertise and EDI
- Continuous Replenishment Program (CRP)
- Business Process Improvement (BPI) consultation

The right combination of quality products, service and support helps you increase sales and plan for future growth.

- Quality, brand-name products that end-users ask for by name
- Core Canadian-made product offering; designed for Canada to meet Canadian safety and certification standards
- Continuous product improvement and innovation
- Regionally-based, market-focused sales force
- Responsive Canadian-based customer service team
- T&B Access for routine transactions 24/7
- PowerTrain™ award-winning online training developed exclusively for Signature Service electrical distributors
- Annual growth planning with branch managers
- End-user focused advertising, promotions and events

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SIGNATURE SERVICE PROGRAM 2022

Branch incentive program
Ready, set… let's grow!

2021 has been an atypical year, to say the least. Price increases, raw material shortages, increased demand. Through it all, with great resilience, we have persevered, found new ways of doing business and ingenious solutions to problems to come out on top.

Throughout the Covid-19 pandemic, ABB has continued our Branch Incentive Program to thank you for your continued support at the branch level.

And just as we all have had to adjust to certain aspects of our lives, the program has made a few adjustments:
• the Quarterly draws for a BBQ or deluxe coffee machine is still going
• the Plant tours have been replaced with themed prize packs
• the lunches have been postponed until further notice

We hope the 2022 program will resume its normal course so we may proceed with the catered lunches and plant tours and continue to thank branch employees for their continued support!

There are four ways to earn entry ballots:

Product conversions
5 ballots for every completed product line conversion.

Joint sales calls
1 ballot for every joint sales call made to an end-user account with your ABB sales representative. Product conversions and joint sales calls will be validated though Growth Plan reporting.

PowerTrain™ module completion
1 ballot for every additional 5 modules completed collectively by branch employees.

Sales growth
Each branch will earn ballots based on sales growth by quarter based on the following:
• Increase of 5-10%:   3 ballots
• Increase of 11-15%:   5 ballots
• Increase of 16% and more: 10 ballots

Branches must have been open for the full 2021 year and have a sales history for all of 2021. Increase calculated on total sales, as per Signature Service reports, commercial and industrial separately.

tnb.ca.abb.com/en/ss/

Made in Canada tour replacement prizes
The Covid situation has made it impossible to hold our Plant Tours. Instead of waiting indefinitely for things to resume, ABB has decided to replace the Plant Tour prize with a choice of 3 themed packages that will surely make the winning branches happy:
• Sports
• Outdoor
• Office essentials

Cancelled Plant Tours from 2019, 2020 and 2021 have all been replaced with themed prize packs, much to the winning branch's delight.

ABB will continue to monitor the situation and evaluate when it is safe for the Plant Tours to resume.

BBQ & Coffee machine prizes
Quarterly draws for 6 winning branches will take place in 2022. Winners will receive their choice of:
• a Weber propane BBQ
  or
• a deluxe coffee maker

These same branches will also be treated to a catered lunch when the time is right.

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Go to **tnb.ca.abb.com/en/ss/** to stay up to date with the latest news, see photos from past winners and to view complete Branch incentive program rules.

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01 Outdoor

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02 Sports

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03 Office essentials

PowerTrain™
Product training

PowerTrain is packed with powerful knowledge and useful tips to help you and your staff excel at your jobs. The program was designed specifically for you and is available exclusively to Signature Service distributors in Canada. **www.tnbpowertrain.com**

Filming live training modules continued to be a bit of a challenge in 2021 but the team was able to get back in the studio to record the Overhead distribution connectors module which launched in early December 2021.

We have some exciting new content in the works for 2022. In early February, get an overview of the products we manufacture locally with our new Made in Canada module. Be sure to check it out! For the average Signature Service electrical distributor, these products could represent up to two thirds of what they currently buy from ABB.

We'll also be adding a number of new videos that focus on Canadian-made products and the Canadian places that inspired them. Be among the first to know when new content comes out, or when we launch new promos, by checking this option when you register or by updating your user profile.
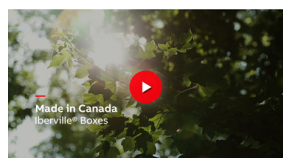
As of December 2021, 32 training modules were available on the platform. Refer to the reverse side of this sheet for a complete list.

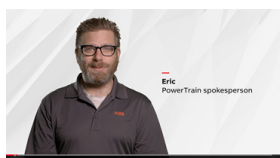Stay tuned. 2022 is looking like another great year to turn up your knowledge with PowerTrain!

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01 Made in Canada
- Iberville boxes

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02 Eric - PowerTrain
spokesperson

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03 Electrical
distribution network

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1 **T&B Access**
Harness the power of T&B Access, our online self-service portal, with time-saving tips and tricks.

2 **T&B® Cable Tray Basics**
Discover the T&B Cable Tray product offering including materials, finishes, applications and ordering information.

3 **Star Teck® Fittings for Ordinary Locations**
Increase your understanding of the unique features and benefits built into every Star Teck ordinary-location fitting.

4 **Microlectric® Meter Sockets**
Learn the basics of residential electrical service entrances and understand the factors that influence the use of different types of Microlectric meter sockets across Canada.

5 **Electrical Boxes for Residential Construction**
Discover the basics of Iberville® and NuTek™ electrical boxes for residential construction including the different criteria for selecting the right box.

6 **Emergency Lighting Basics**
Increase your knowledge of emergency lighting including codes and standards, product selection and testing options.

7 **ExpressTray® Wire Basket Tray**
Continue your cable tray education with an overview of this innovative and time-saving wire basket tray system.

8 **Ocal® Conduits and Fittings System**
Familiarize yourself with this high-performance conduit solution for protecting electrical systems in harsh environments.

9 **Star Teck Fittings for Hazardous Locations**
Learn about hazardous locations and the role that Star Teck fittings play in contributing to safe industrial environments.

10 **Ty-Rap® Cable Ties**
Get a whole bundle of reasons why your customers should trust only genuine Ty-Rap cable ties in their installations.

11 **T&B Floor Boxes**
Increase your understanding of floor boxes including definitions of commonly used terms, box types and information about materials and product selection.

12 **Microlectric Self-Contained Meter Sockets**
Familiarize yourself with our range of self-contained meter sockets up to 320 A including single- and multi-position units.

13 **Electrical Boxes for Commercial Construction**
Continue your box education with the basics about electrical boxes for commercial construction and the different criteria for selecting the right box.

14 **Blackburn® Compression Basics**
Discover the basics of the compression connection method and how to select the right connector, die and installation tool.

15 **Emergency Lighting – Mini-Inverters**
Learn what a mini-inverter does, how it compares to other lighting methods and discover the features specific to our mini-inverters.

16 **Cable Tray Technical Module**
Familiarize yourself with technical factors to be consideredwhen selecting and installing cable tray. Learn about innovative products and alternate installation methods to save time and material costs on site.

17 **Ocal Installation Tools and Techniques**
Discover the correct techniques and tools to use to prevent coating damage when installing Ocal PVC-coated conduit.

18 **Ty-Duct™ Wiring Duct**
Learn the basics about Ty-Duct wiring duct including uses and applications, duct styles and materials, and design features and benefits.

19 **Marrette® Wire Connectors**
Get an overview of the different types of Marrette wire connectors and a close-up look at how they are made at our Pointe-Claire, Quebec facility.

20 **EZ-Ground® Ground-Grid Systems**
Learn about this complete system which is used for basic bonding and grounding connections as well as for the construction of grounding grids for industrial and commercial facilities.

21 **Exit Signs**
Learn about exit sign code requirements, the different types of exit signs available and selection criteria as well as installation options and how to order.

22 **IEEE 837-2014 Standard for Substation Grounding**
Find out more about the IEEE 837-2014 standard for substation grounding and the products we offer to meet this demanding standard.

23 **Weatherproof Products**
Learn about the Canadian Electrical Code requirements for electrical products in wet locations and the products we offer to meet these requirements.

24 **Miniature Circuit Breakers**
Discover our line of miniature circuit breakers (MCBs) with a general overview of circuit breakers, a close up look inside an MCB, and an explanation of the different types available and how to order them.

25 **Shrink-Kon® Heat Shrinkable Tubing**
Find out about heat-shrinkable tubing: why, where and how it is installed and the way to select and order the right product for a specific application.

26 **Iberville LHTQ™ Device Boxes**
Learn all about this family of device boxes including an overview of the key time-saving features and benefits that are incorporated into every LHTQ model and illustrative installation videos.

27 **Electrical Solutions for the Food and Beverage Industry**
Find out more about the specific requirements and certifications required for the F&B industry and the ABB product solutions that meet these demands.

28 **Push-in Spring Motor Starting Solutions**
Learn about the features and benefits of this new and exclusive-to-ABB solution, required certifications and product markings, part numbering and ordering information.

29 **Residential Load Centers**
Learn about what the essential role that load centers perform in electrical distribution, the different types of load centers and the components they can contain.

30 **Blackburn® Mechanical Connectors**
Discover the three main categories of mechanical connectors, their features and benefits, and how they differ from their compression connector counterparts.

31 **T&B Liquidtight Systems®**
Learn about this coordinated product solution to prevent liquid ingress in electrical systems and the comprehensive product literature and selection tools that make matching products and applications eas

32 **Overhead Distribution Connectors**
Learn about the Blackburn and Homac® connectors most commonly used in overhead electricity distribution including H-tap and wedge compression connectors, mechanical parallel groove connectors, and compression splices.

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T&B PowerTrain™

Empower your knowledge

SIGNATURE SERVICE PROGRAM 2022

Sales growth
Support activities

Promotions

Some exciting promotions are in the works to help you drive sales in 2022!

The main focus in the first half of the year will be the ABB Formula-E race planned for July 2nd, in Vancouver. A massive communications campaign is in the works. With it, an amazing Signature Service distributor promotion is set to begun in February, including an ABB Formula-E Quiz, instant prizes, bigger monthly prizes and a Grand Prize draw for a trip for two to the race.

Our ever-popular Marrette® PRO-BLU™ wire connector will be the focus of an upcoming 2022 promotion. Timing has yet to be confirmed.

The Ty-Rap® cable tie promotion is set to return in Q2 with a special offer to tempt your customers.

Details about these and other promotions will be communicated later in 2022.

Tradeshows

We are monitoring the tradeshow situation closely as the COVID-19 situation evolves. Note that a few industry tradeshows should be back in 2022:
• MEET show: Atlantic, May 2
• Electrical Learning Expo, virtual show: Alberta, February 22

Line card
The brands end users and installers know and trust

With a long-standing reputation for innovation and safety, our products are standards in the electrical industry and trusted by engineers, contractors, electricians and installers across Canada and around the world.

Our product offering is one of the most comprehensive in the industry, including over 45 recognized brand names and 200,000 products. Look for the red maple leaf. It identifies all of our "Made in Canada" products:

- Commercial product lines
- Industrial product lines
- Low voltage products
- Other products

Commercial Products

01 Carlon® wire and cable management
• Conduit, elbows and fittings
• Low voltage accessories
• Enclosures
• ENT tubing and accessories

02 Floor boxes
• Residential and commercial floor boxes
• Poke-through system

03 Iberville cable, cord and liquidtight fittings
• Nonmetallic sheathed cable fittings
• Armoured cable fittings
• Flexible cord fittings
• Nonmetallic liquidtight conduit and fittings
• Cord grip fittings
• "Skintight" fittings
• Service entrance fittings

04 Iberville Teck cable fittings
• AMC aluminum cable fittings
• CITEK steel and aluminum cable fittings

05 Emergency lighting
• Battery units and remote heads
• Exit signage
• Nexus® emergency lighting monitoring systems

06 E-Z Ground Grounding Connectors and accessories
• Clamps, grounding plates and ground rods

07 Iberville, Red Dot® and Carlon® outdoor and weatherproof boxes*
• FS boxes and covers
• Drytight boxes
• Vapourtight boxes

08 Marrette® wire connectors
• XTP® connectors
• Type II® winged connectors
• Black® high temperature connectors
• ACS® aluminum wire connectors
• Set screw anti-vibration connectors

09 ExpressTray® wire basket tray
• Straights, hardware and tools

10 Iberville® boxes and covers
• Device boxes
• Octagonal boxes and covers
• Square boxes and covers
• Utility boxes and covers
• Specialty boxes and covers
• Steel stud boxes

11 Iberville roughing-in products
• EMT compression connectors and couplings - zinc or steel
• Staples and nailing straps
• Chains and hooks
• Duct seal
• Locknuts and bushings
• Nonmetallic cable fittings
• Conduit bodies
• Liquidtight fittings

12 Microlectric® meter sockets, mast kits and accessories
• Meter sockets, mast kits and pole line hardware
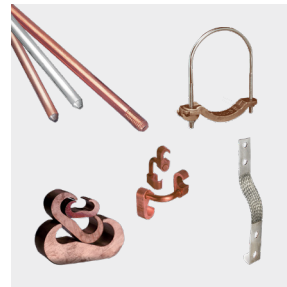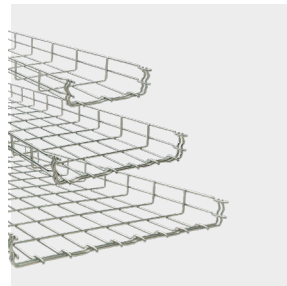

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Product line authorizations may vary. Contact your ABB sales representative for complete details.

* Relates to Iberville brand only.

Industrial Products

01 Blackburn® mechanical connectors
• Blackburn ground rods and accessories

02 Ocal™ coated products
• Conduit, fittings and tools

03 Sta-Kon® terminals
• Nylon or vinyl-insulated
• Rings, forks and disconnects
• Kits and tooling

04 T&B liquidtight and portable cord fittings
• Metallic and nonmetallic conduit fittings
• Strain-relief connectors
• Ranger™ fittings
• Nonmetallic fittings

05 Elastimold® medium-voltage products
• Switchgear and outdoor termination products
• Cable joints and insulated caps

06 PMA® flexible nylon cable protection systems
• Conduit, connectors and accessories

07 Superstrut® metal framing system
• Strut
• Pipe clamps
• Threaded rods
• Strut fittings and accessories
• Hangers

08 Teck cable fittings
• 10464 watertight series
• StarTeck® and StarTeck Extreme® cable fittings
• StarTeck XP® and StarTeck Extreme XP® explosion-proof cable fittings
• Tray Star™ liquidtight fittings for tray cable (TC)

09 E-Z-Code®/Partex marking systems
• Wire marker books and cards
• Partex sleeves, markers and printers

10 Russellstoll® interconnection systems
• Max-Gard® industrial interconnection systems
• DuraGard® waterproof connections

11 T&B cable tray systems
• Straights, fittings and accessories

12 Ty-Duct™ wiring duct
• Wiring duct and accessories

13 Hazlux® hazardous location ligthing
• LED, HID, fluorescent and incandescent

14 Shrink-Kon™ tubing and insulation products
• Heavy wall heat-shrinkable tubing
• Thin wall heat-shrinkable tubing
• Heat-shrinkable end caps

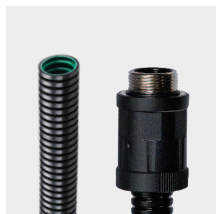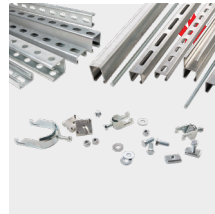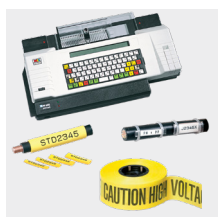

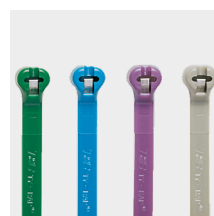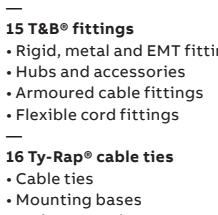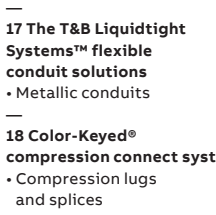**15 T&B® fittings**
• Rigid, metal and EMT fittings
• Hubs and accessories
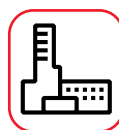• Armoured cable fittings
• Flexible cord fittings

16 Ty-Rap® cable ties
• Cable ties
• Mounting bases and accessories
• Deltec™ cable support system
• Installation tools

17 The T&B Liquidtight Systems™ flexible conduit solutions
• Metallic conduits

18 Color-Keyed® compression connect system
• Compression lugs and splices

Product line authorizations may vary. Contact your ABB sales representative for complete details.

Low Voltage Products

Other Products

Adaptaflex™
Metallic flexible conduit systems

Amerace®
Isolating transformers, connector kits and cable assemblies for airfield lighting

Blackburn
Insulation-piercing connectors

Blackburn
Overhead connectors

Elastimold
Overhead switches and reclosers

Elastimold
Underground cable accessories

Elastimold
Underground switches and protection

Emergi-Lite®/Lumacell®/Ready-Lite®
Central battery systems

Fisher Pierce™
Indicators, sensors and controls

Furse™
Grounding systems

Harnessflex™
Wire harnesses

Hi-Tech™
Current limiting fuses

Homac®
Underground and substation connectors

Homac
Power connectors and tools

Homac
Manual tools

Joslyn™
Surge protection devices

Kopex®
Hazardous location conduit and fittings

Shield-Kon®
Shield terminations