



ABB Control Panel Program

Control Panel Partner Program

What is it?

It is partnership between ABB, local distributor, and the panel builder to jointly grow our business together.



Skilled labor shortage

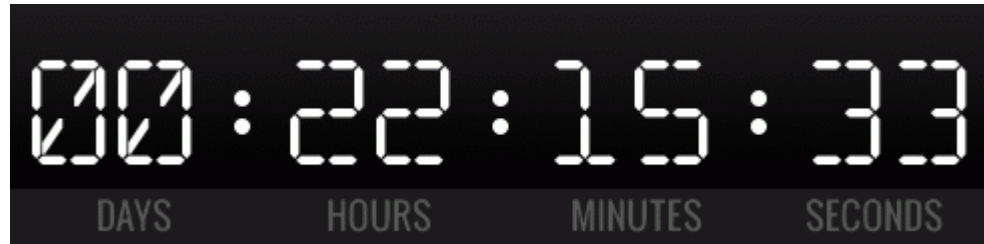
The downward trend in the labor pool continues

- 10-33% of the cost of building a panel is skilled labor.
- “The Federal Bureau of Labor Statistics reports the number of electrician jobs will grow 23% between now (2013) and 2020; ...nearly half of general contractors say they are worried about recruiting enough skilled tradesmen to meet the coming demand.” – The Electrical Worker online
- “...the industry is actually facing a worker shortage.... A serious worker shortage. The BLS is expecting 20% growth for electricians over the next 10 years...that roughly 224,000 more jobs that will need to be filled. – Klein Tools, “Skilled Trade Shortage: Part 1,” 9/3/2014



Your enemy, time.

ABB can help you reduce labor and time to delivery



Lowering your costs

Lean out your business and processes

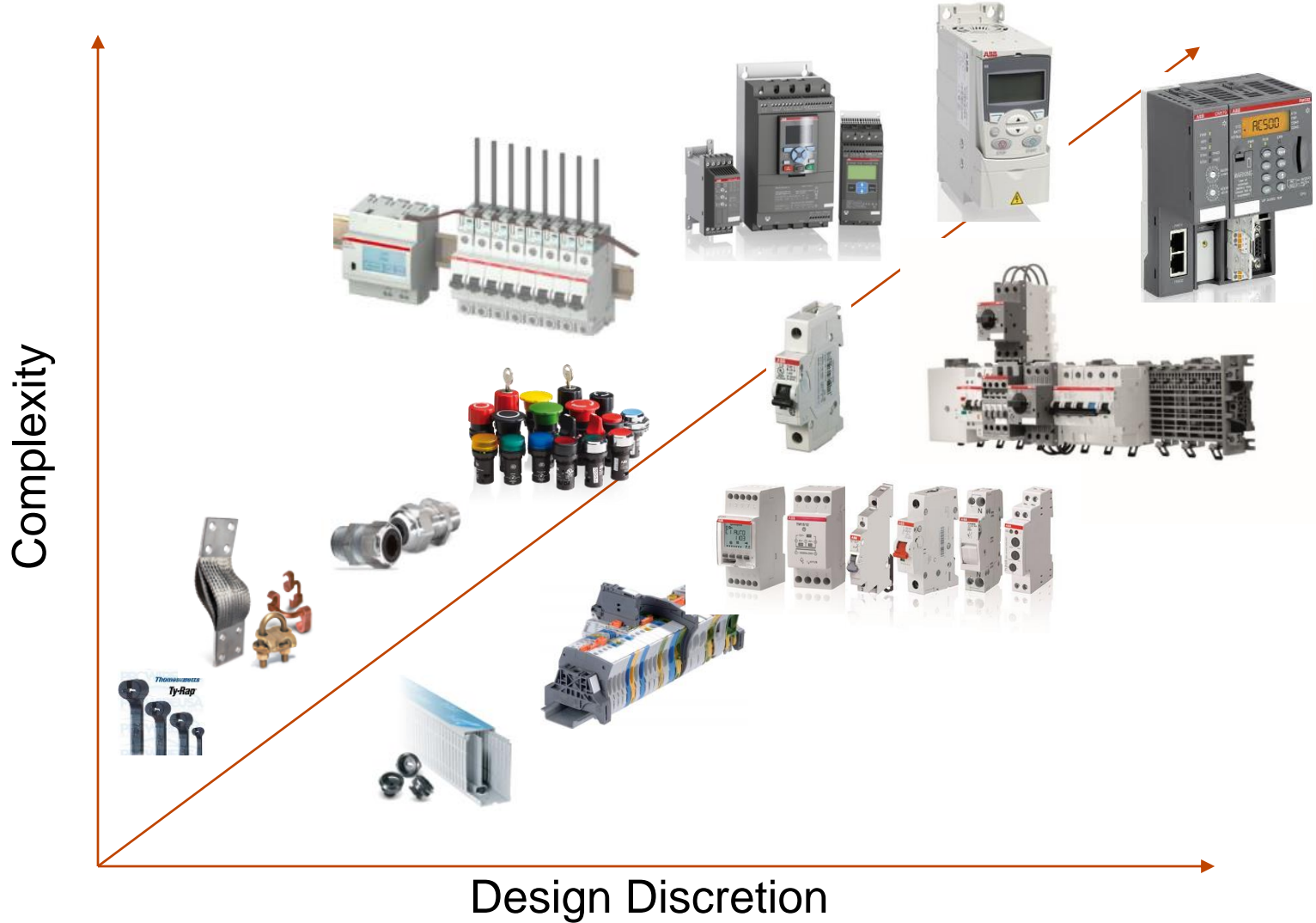
- ABB can help lower your lower costs through:
 - Electrical and controls devices designed and tested to work together.
 - Simplified procurement by dealing with one company for electrical, control, wiring devices, wiring termination & ID, fastening systems, conduit and boxes & covers.
 - Pre-integrated control products, allowing you to focus on more value-added projects.
 - A program dedicated to help panel builders grow their business and *increase profitability*

Panel Builder Challenge

Why buy ABB Low Voltage Products?

- Tens of thousands of low voltage products
- Reduce panel size with small, low profile products which have unique capabilities
- Products designed to reduce power consumption.
- Reduce time required for engineering, wiring, testing, and troubleshooting by:
 - Integration with major industrial networks
 - Meets worldwide electrical standards
- Integrated and coordinated circuit protection
- We want your business, and are willing to work for it.

Overview ABB Product Range for Control Panels



Overview

ABB and T&B Brands

Blackburn[™]

Carlton[®]

entrelec[®]

EZCODE[™]

Kindorf[®]

KOPEX-EX

Ocal[®]

Pos-E-Kon[™]

PMA

Russellstoll[™]

SACE

Sta-Kon[®]

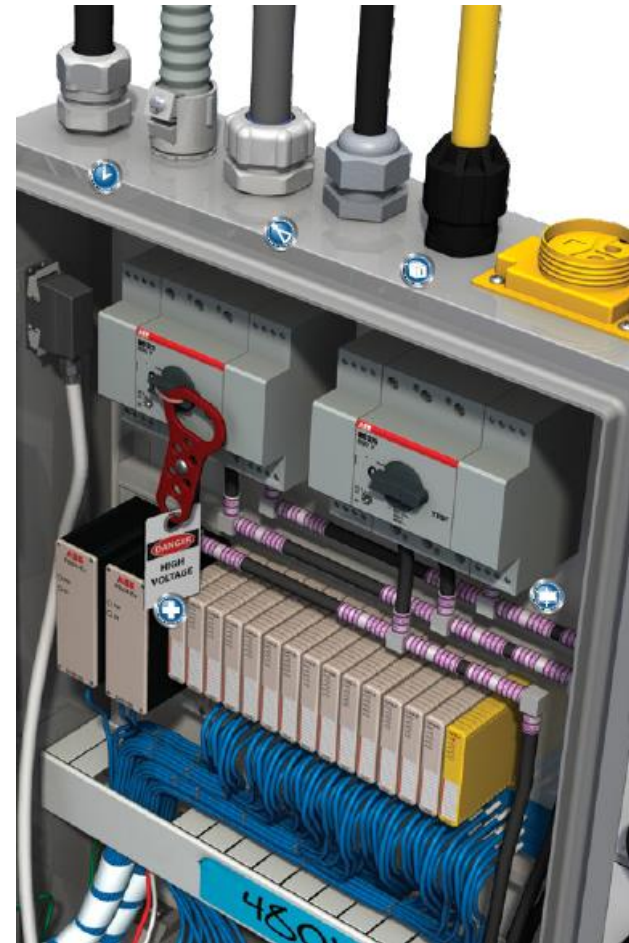
Steel City[™]

T&B Fittings

Ty-Duct[™]

Ty-Rap[®]

ABB JOKAB SAFETY



Control Panel Partner Program

A Program Based on Value



- Program to Support Control Panel Builders
- Priority Support
- Compliance and Engineering assistance
- Product Selection tools
- Widest range of best in class products
- 24/7 pricing

Control Panel Partner Program Product Selection Tools

- Panel Partner Portal
 - Product Selector
 - Cadenas CAD files
 - Cross Reference
 - SCC Combination Ratings
 - Pricing Tool Online (future)
- Apps
 - ABB LP Mobile – beta version out
 - EPR
 - T&B
 - Part Community 3D CAD models
- Product Configurators
 - Easy Rail Design
 - Pilot Device Configurator
 - Enclosed Starter



Control Panel Partner Program

Who is eligible for the program?

- Panel Builders
- System Integrators
- Custom Machine Builders
- OEMs

Control Panel Resources

- ABB Drives home page
<http://new.abb.com/drives>
- ABB PLC home page
<http://new.abb.com/plc>
- ABB Low Voltage home page
<http://new.abb.com/low-voltage>
- Electrical Engineering Resource web site
<http://www.electricalengineeringresource.com/>
- Switchgear portal
<http://www.switchgearforum.com>
- Low Voltage YouTube Channel
<http://www.youtube.com/user/electricengineering>
- Drives YouTube Channel
<http://www.youtube.com/abbdrives>

Contact information

If you have further questions , please contact me at:

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