

Volume discount program

ABB connection products (PL-506), SNK terminal blocks

Frequently Asked Questions (FAQ)

What is the purpose of this program?

This program is intended to promote our new SNK terminal block product lines by improving our front-end price positioning and incentivizing customers to stock product.

Is this a one-time promotion?

No – this program will run continuously as the standard pricing strategy for these products.

Which accounts are eligible for participation?

This program is available to all ABB distributors authorized for Product Line 506.

Which products are included in the program?

The program includes all SNK screw, PI-Spring, and pluggable terminal blocks and accessories, with the exception of markers and marking solutions. These products are contained within three Product Groups: 50602, 50610, and 50611.

What tools are available to support the program?

Several tools and resources have been developed to aide in promotion of the program, all of which can be accessed from our [channel partner launch page](#), including:

- Catalogs, brochures & videos
- Training modules & presentations
- Competitive cross-reference tools
- 3D drawings & product photos
- Product data attributes for ERP systems
- Product data sheets

How can we assist customers in competitor conversion?

There are three tools available to assist customers in converting to ABB:

- Connection competitor *Quick-cross*, a one-page document showing the most common products
- Competitor Cross Reference Look-up available on T&B Access
- Connection X-ref Tool available for download (see channel partner launch page above)

What does this program mean in terms of existing pricing agreements?

The pricing offered through this program supersedes all existing into-stock pricing, quotes and special pricing agreements (SPA) for product groups 50602, 50610, and 50611. This program eliminates the need for quotes or special pricing agreements (SPA) for these product groups.

Can rebates still be submitted for stock product after the program is in effect?

Rebating on existing stock product will be allowed for a period of two (2) months following the programs effective date, and must reference an invoice issued prior to this date.