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Q. Why is Thomas & Betts changing its' name?

A. In 2016, ABB undertook a global initiative to bring all ABB-owned company brands under the ABB master brand. This includes integrating the Thomas & Betts company name into the ABB global brand.

Effective October 1, 2018 the company name of Thomas & Betts Corporation will change to ABB Installation Products Inc., but the trusted product brand names will not change.

Q. So what will change for customers on that date?

A. Really very little – this is a list of the things that will stay the same even after the T&B brand migration.

- Quality products under their well-known and respected product brand names
- Continued “Installation Products” (EPIP) business model, practices
- Trusted customer relationships & integrity
- Commitment to electrical distribution partnership
- Sales team with same commitment to integrity
- One order, one invoice, one shipment operating model
- eCommerce tools for ease of doing business
- Commitment to locally-manufactured products
- Commitment to customers, employees and communities
- Great technology, expertise and R&D
- Enhanced focus on product innovation & inventions
- ABB drive and focus on digital technology
- Ongoing focus on success for ABB in North America

Q. Does the legal entity number or any other federal tax ID numbers change?

No, they stay the same. Only the name changes – from Thomas & Betts to ABB Installation Products Inc. For your records, new W-9s reflecting the name change will be posted as well.

Q: Can I still place an order to T&B or do I have to change it to ABB?

A: On or immediately after October 1, the name on your existing T&B accounts that are linked to the T&B EIN should be changed to ABB Installation Products Inc. That will insure that all inter-company documents, correspondence, commercial transactions, etc. reflect the new name.

Q. Will bank account numbers change?

A: No, they will not.



Q. Will customers still use T&B Access to order their products?

A: Yes. T&B Access will be updated to align with ABB brand guidelines, and will include some newly updated functionalities.

Q. Will product SKUs and barcodes change?

A: No, they will not.

Q. Will TNB.com still exist? How will I access the information I am used to getting there?

A: There are a couple of things going on with our website related to this change.

Effective October 1, you can continue to use the address [www.tnb.com](http://www.tnb.com), but you will be re-directed to a new URL ([tnb.abb.com](http://tnb.abb.com)) and will continue to re-direct users automatically for a substantial period of time and adequate notice will be provided before all visitors to the site are required to use the new address – [tnb.abb.com](http://tnb.abb.com).

Additionally, effective October 1, we will be updating our sites to ABB branding so when you are re-directed, there will be a different look, but the information and tools you are used to accessing will still be available.

Over the next few months, we will be publishing new addresses listed below to assure that everyone is aware of this information.

[tnb.abb.com](http://tnb.abb.com)  
[tnb.ca.abb.com](http://tnb.ca.abb.com)  
[tnbaccess.abb.com](http://tnbaccess.abb.com)  
[ep-sales.us.abb.com](http://ep-sales.us.abb.com)

Q: Will the T&B merchandise store still exist?

A: The T&B merchandise will no longer be available after October 1. You can begin purchasing ABB items from [www.maspremium.com/abb](http://www.maspremium.com/abb) at any time.

Q: We have a lot of forms with the Thomas & Betts name. Will each need to be updated?

A: Yes they will. Internally, we are collecting a list of all the standard forms and outputs from our systems and will be updating both internal and external forms with a logo and/or a new legal entity name over time. As they are updated, we will make them available to you.



Q: What should we do with the literature we have in stock now? When will new collateral be available? (Catalogues, brochures, etc.)

A: Please continue to use up the stock you have. Internally, we will deplete our current stock of collateral first, before printing anything new. We are working on converting the product catalogues and marketing collateral to align with the new ABB brand guidelines, and should have this completed by the fall of 2018.

Q: How has this been communicated to distributors, other channel partners and customers?

A: In July, our sales teams began contacting our channel partners and, in certain parts of our business, end user customers, with notice of the upcoming changes. Integrating into the ABB global brand will unfold in stages over time, and our customers may still see references to Thomas & Betts in several areas, such as trade shows.

Q: Will our product packaging change?

A: Yes. We will begin our implementation process for packaging brand changes in 2019. Roll out dates are yet to be determined.

Q: If we have an existing agreement or contract, when should we update it?

A: We will begin using our new legal name, ABB Installation Products Inc. on new and renewal contracts starting October 1, 2018. Existing contracts will be subsequently amended/updated under direction of the Legal team depending on the remaining length of their term. If you have questions or concerns, please direct them to your T&B sales rep.

Q. What will happen with our GLN, UPC and EAN numbers as a result of the brand migration?

A: We will only transfer ownership of the T&B-owned GS1 company prefixes (GCP) to the ABB company name. This will have zero impact on the supply chain operations and will go unnoticed by our business partners. The numbers and codes will remain the same.