# AFUSE MAKER'S GUIDETO THE GALAXY



# DON'T PANIC

We're not actually interested in the *entire* galaxy. There's only one planet we're focused on, and that's Saturn.

This is an INTERNAL ONLY sales promotion\* for DSEs, FAEs, OEM sales, NAMs and outside sales rep agents for U.S., Canada and Mexico. The goal is to get YOU focused on Bussmann series code name "Saturn" products.

This is your guide on how to win. We'll keep it as simple as possible.

## The mission

Each month, from July 1, 2018 to June 30, 2019, earn entries into our lottery by meeting the qualifications outlined below.

## DSEs and outside sales reps

One entry for each opportunity loaded into C360 with a minimum sale of \$1,000.

## <u>FAEs</u>

One entry for each opportunity loaded into C360 with a minimum sale of \$1,000 <u>OR</u> one entry for each Power of space roadshow event hosted.

## OEM sales

One entry for each new customer with a minimum \$1,000 order <u>OR</u> one entry for each opportunity loaded into C360 for every \$10,000 of additional incremental sales.

## NAMs

One entry for every \$25,000 in stocking orders.

## **Mission lottery**

Two winners will be randomly drawn from all qualified entries each month during the promotion (drawn the following month) to win the Galactic prize. This is a rolling lottery, so entries stay in — plus, you're eligible to win multiple months.

In September 2019, we'll calculate each participant's total number of opportunities multiplied by the total sales dollars. The person with the greatest result wins the Intergalactic prize.

Example of final calculation:

[40 opportunities x \$1,000 total sales each] + [10 opportunities x \$5,000 total sales each] = \$90,000

1 opportunity x \$100,000 total sales = \$100,000 (winner)

# GALACTIC PRIZE

# WE'RE OPENING THE UNIVERSE TO YOU, WITH \$500 OF MERCHANDISE AT THE

ESTABLISHMENT OF YOUR CHOICE.

\$500 prize is inclusive of merchandise (not a gift card), shipping and taxes. MarCom will make the purchase on your behalf and ship to you.

# INTERGALACTIC PRIZE

WE CAN'T SEND YOU TO SPACE, SO WE'RE SENDING YOU TO SEE THE NORTHERN LIGHTS.

# TRIP FOR 2 TO ICELAND TO SEE THE NORTHERN LIGHTS

Bussmann Division to arrange two round-trip airfare tickets from your resident city to Reykjavik, Iceland, in Q4 of 2019. Hotel accommodations for three nights, plus a one-day Northern Lights tour is included.

# THE PRODUCTS

Only the sale of the following Bussmann series (code name "Saturn") and next generation CCP2 products and their accompanying accessories, handles and shafts qualify for this promotion.

Saturn catalog numbers coming soon...

# Next Generation CCP2-CC

CCP2R-2-30CC CCP2R-3-30CC CCP2RL-2-30CC CCP2RL-3-30CC CCP2S-2-30CC CCP2S-3-30CC CCP2SL-2-30CC CCP2SL-3-30CC CCP2R-2-30M CCP2R-3-30M CCP2RL-2-30M CCP2RL-3-30M CCP2S-2-30M CCP2S-3-30M CCP2SL-2-30M CCP2SL-3-30M

Next Generation CCP2-C

CCP2R-2-30CF CCP2R-3-30CF CCP2RL-2-30CF CCP2RL-3-30CF CCP2S-2-30CF CCP2S-3-30CF CCP2SL-2-30CF CCP2SL-3-30CF CCP2R-2-60CF CCP2R-3-60CF CCP2RL-2-60CF CCP2RL-3-60CF CCP2S-2-60CF CCP2S-3-60CF CCP2SL-2-60CF CCP2SL-3-60CF CCP2R-2-100CF CCP2R-3-100CF CCP2RL-2-100CF CCP2RL-3-100CF CCP2S-2-100CF CCP2S-3-100CF CCP2SL-2-100CF CCP2SL-3-100CF

# Sample cases

To learn about custom **The power of space** sample cases, click <u>HERE</u>. It's exactly the tool you need for this sales promotion.



Eaton 1000 Eaton Boulevard Cleveland, OH 44122 United States Eaton.com

Bussmann Division 114 Old State Road Ellisville, MO 63021 United States Eaton.com/bussmannseries

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