

Pow-R-Xpress

Eaton's in-stock solutions for light commercial jobs

Pow-R-Xpress program guide

Help your customers
GET IT DONE TODAY ✓



EATON

Powering Business Worldwide



Eaton's in-stock solutions for light commercial jobs

Products include:

- Panelboards, unassembled (interiors, mains, boxes and trims) for PRL1X and PRL2X panelboards
- Branch feeder breakers (bolt-on BAB/QBHW/GHQ/GHB) for PRL1X and PRL2X panelboards
- Dry-type distribution transformers
- Safety switches
- Three-phase loadcenters
- Enclosed control

To learn how to become an authorized Pow-R-Xpress distributor, contact your Eaton sales representative.



How you can benefit from being an authorized Pow-R-Xpress distributor

Being an authorized Pow-R-Xpress distributor offers several advantages. It allows you to have greater control over inventory levels, costs and pricing, which in turn enables customers to complete light commercial projects more easily and quickly, ensuring repeat business. Additionally, it helps you increase productivity, differentiate from the competition and provide superior customer service.

By leveraging greater control over stock and pricing, you can maintain a competitive advantage. The program also helps satisfy your customers by providing a higher level of engagement through branding and marketing materials, product training, local expertise and knowledge, and most importantly—stock availability.

To learn how to become an authorized Pow-R-Xpress distributor, contact your Eaton sales representative.

EATON

Powering Business Worldwide

Help your customers GET IT DONE TODAY ✓



When contractors work with a trusted Pow-R-Xpress distributor, they get reliable, on-time access to the Eaton products they need for light commercial projects with guaranteed Eaton quality and sales support.

Your customers will be able to:

- Respond to quick-turnaround opportunities
- Get fast access to Eaton's portfolio of in-stock solutions for light commercial jobs
- Adapt easier to specification changes, corrections or last-minute requests to complete the job
- Establish a partnership with you and Eaton's technical and application experts
- Access configurators and tools to select the right Eaton products for the job
- Get proper assembly matching with color-coordinated labels for easy product identification

To learn how to become an authorized Pow-R-Xpress distributor, contact your Eaton sales representative.

Pow-R-Xpress distributor program advantages

Enhanced branch feeder breaker pricing strategy (BAB/QBHW/GHQ/GHB branch breakers)

- Reduced into stock carrying cost, distributor stock price (DSP)
- Reduced DSP allows capture of aftermarket business, being competitive against the gray market, without the need for special negotiations or additional customer specific price (CSP)
- Better pricing for branch feeder breakers for a new panelboard out of stock:
 - For those who prefer CSPs, there are new common CSPs at much more competitive pricing, which allows panelboard pricing equivalent to Bid Manager distributor order entry (DOE) pricing
 - For those who prefer to use project rebate on stock (PROS), new PROS discount features lower discounts

Enhanced total package strategy (panelboards, safety switches and dry-type transformers)

- Pricing for transformers and safety switches reviewed for overall better package pricing for small projects through stock
- Price differentiation advantage, with overall price through stock for small projects being lower than those quoting drop ship via Bid Manager
- Lead-time differentiation advantage, with the lead time now from stock vs. factory lead times quoted by others

Lucrative Eaton Distributor Advantage Program (EDAP) stock incentive

- Increase profitability, providing light commercial small jobs through stock and driving stock inventory turns
- All of Eaton's in-stock solutions for light commercial jobs are part of Eaton's standard distribution equipment, yielding higher base rebate for stock purchases vs. drop ship



To learn how to become an authorized Pow-R-Xpress distributor, contact your Eaton sales representative.

How do I qualify and what are my commitments?

The criteria and standards outlined below must be met to qualify and maintain Pow-R-Xpress authorization.

1. Meet annual stock purchase requirements

Must meet annual stock purchase requirements. Criteria for requirements are based upon the light commercial market size (small, medium, large) of the NEMA® Trade Area of the branch location.

Consult with your local Eaton team for determining the light commercial market size (small, medium, large).

- Special requirement—Must stock, promote and include Eaton’s transformers in small job package; use of competitors’ products with this program is prohibited and subject to cancellation of program

Stock product purchases, minimum requirements:

Eaton’s in-stock solutions	Annual minimum requirement, stock purchases per light commercial market type		
	Small	Medium	Large
Dry-type distribution transformers	\$16,000	\$32,000	\$48,000
Safety switches	\$36,000	\$72,000	\$108,000
Panelboards, unassembled	\$16,000	\$32,000	\$48,000
Branch feeder breakers	\$24,000	\$42,000	\$60,000
Total	\$92,000	\$178,000	\$264,000

Note: For Hub & Spoke distribution operations, a sum of the branch spoke location requirements must be calculated.

Example, Hub & Spoke with 3 small, 2 medium and 1 large would calculate as:

$(3 \times \$92,000) + (2 \times \$178,000) + \$264,000 = \$276,000 + \$356,000 + \$264,000 = \$896,000$ for entire Hub & Spoke operation.

2. Maintain program proficiency

- Identify and maintain a champion of Eaton’s in-stock solutions per branch location
- The champion will be your expert on Eaton’s in-stock products and selections, inventory, pricing, quoting and order fulfillment through stock
- Maintain program proficiency with Eaton by providing local training for staff—including inside sales, outside sales and counter personnel—to effectively support light commercial small jobs using stock



3. Market and promote Eaton’s in-stock solutions

- Be actively engaged in promoting Eaton’s in-stock solutions through internal and external distributor marketing campaigns
- Maintain and update all of Eaton’s point-of-purchase sales merchandise to meet current branding requirements
- Maintain a counter sales and/or display area to actively promote Eaton’s in-stock solutions

To learn how to become an authorized Pow-R-Xpress distributor, contact your Eaton sales representative.

NOTES

Contact your local Eaton sales representative today to learn how to begin supplying Eaton's in-stock solutions for light commercial jobs.



For more information, visit
[Eaton.com/GetItDoneToday](https://www.eaton.com/GetItDoneToday)

Eaton
1000 Eaton Boulevard
Cleveland, OH 44122
United States
[Eaton.com](https://www.eaton.com)

©2025 Eaton
All Rights Reserved
Printed in USA
Publication No. MZ083088EN / Z30010
May 2025

Eaton is a registered trademark.
All other trademarks are property
of their respective owners.

Follow us on social media to get the
latest product and support information.



EATON
Powering Business Worldwide