

Warranty Protection

METTLER TOLEDO POWERCELL® versus Avery Weigh-Tronix **extra-cost "Blue Blanket"** Protection

When it comes to evaluating warranties, the devil is in the detail. Don't be fooled by added-cost and/or optional warranties where the manufacturer themselves has stated "Some bid specifications call for a 5-year comprehensive warranty and this option fulfills that requirement". Additional cost "promises" like these can give the illusion of comprehensive protection but that is seldom the case.

METTLER TOLEDO provides, without a doubt, the industry's most powerful warranty protection. We can do that because the technology used in our products delivers unparalleled reliable performance and uptime.

Coverage	METTLER TOLEDO	Avery Weigh-Tronix
Warranty	Five-Year Guarantee	Five-Year Blue Blanket Warranty
Extra Cost?	No	Yes; Optional P/N AWT97-501690
Offered Since:	1999	2012
Products Covered	POWERCELL® Truck & Rail Scales (including Instrument)	BridgeMont BMS-SD, BMS-HD, BMC, SteelBridge XT Truck Scales (including Instrument)
Parts	100% of parts cost covered for five years	Five years
On-Site Labor	100% of labor costs covered for five years	Flat rate labor reimbursement; pre-approval required for more
Travel Time	100% of travel costs covered for five years	Flat rate travel reimbursement; pre-approval required for more
Mileage	100% of mileage costs covered for five years	Flat rate mileage "zone" reimbursement
Failures Covered	Failure resulting from defects in workmanship and materials	Defects in materials and workmanship
Lightning Protection	Full parts, labor, travel and mileage coverage for load cells, cables, j-boxes and instruments damaged due to lightning surges for five years	Parts, flat rate labor and travel, and flat rate zone mileage coverage. Does not cover home run cable or recalibration due to a warranty failure.
Exclusions	Printers, scoreboards, and peripheral equipment. These items are covered under separate standard product warranties.	Home Run cable, printers, scoreboard, peripherals and recalibrations for warranty events are not covered. Also does not cover misuse, overloading, improper installation, negligent handling, excessive wear, corrosion, cosmetic defects or damage from water or submersion.
Conditions	PMs are required for the warranty to be in effect.	PMs are required in order for warranty to be in effect.

Make sure that your maintenance and operating budgets are protected from expensive failures and costly downtime by the warranty that has been leading the industry for well over a decade, because not all warranties are created equal!

- If a manufacturer does not believe that their product is reliable enough to cover labor with their standard warranty, that reliability doesn't improve by simply wrapping an extra-cost Blue Blanket around the product.
- Be sure that 100% of your warranty covers 100% your vehicle scale investment.
- Warranties with limited flat rates can result in your actual costs easily exceeding that which is covered.
- The devil is in the details and the little details are actually not so little. For example, their warranty excludes recalibration after a warranty event, which in itself can cost \$500+ each and every time.
- Why should reliability and uptime be important to you? Because you get to live with the downtime and cost of ownership of a product long after the manufacturer's financial obligation under warranty is over.
- Get control of maintenance spending and operating budgets. Our warranty is the single most important way to reduce your Total Cost of Ownership because it is backed by decades of proven, unmatched product reliability.

METTLER TOLEDO - The Most Reliable Vehicle Scales with the Best Warranty in the Industry

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