

Warranty Protection

METTLER TOLEDO POWERCELL® versus Avery Weigh-Tronix Standard Warranty

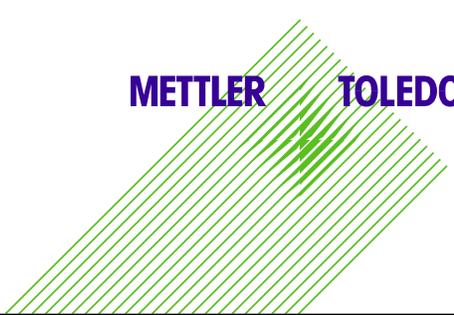
When it comes to evaluating warranties, the devil is in the detail. Don't be fooled by slogans that claim a Lifetime Warranty, End Wall to End Wall Protection, Deck and Below Coverage, or 5/10 and even 15-Year Weighbridge Guarantee. Promises like these can give the illusion of comprehensive protection but that is seldom the case. **It is important to get the warranty details in writing and to get it directly from the manufacturer.** If the manufacturer doesn't have the confidence in their product to **fully cover** labor, parts and travel under their warranty, would you really be that comfortable just having the seller's promise to stand behind the product—even if they put it in writing?

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

Coverage	METTLER TOLEDO	Avery Weigh-Tronix
Warranty	Five-Year Guarantee	Five-Year Standard Warranty
Products Covered	POWERCELL® Truck & Rail Scales (including Instrument)	BMS-SD, BMS-HD, BMC Truck Scales (instrument has a two years parts coverage)
Parts	100% of parts cost covered for five years	Five years
On-Site Labor	100% of labor costs covered for five years	First 90 days after installation
Travel Time	100% of travel costs covered for five years	First 90 days after installation
Mileage	100% of mileage costs covered for five years	First 90 days after installation
Failures Covered	Failure resulting from defects in workmanship and materials	Defects in materials and workmanship
Lightning Protection	Full parts, labor, travel and mileage costs coverage for load cells, cables, j-boxes and instruments damaged due to lightning surges for five years	Only covers parts for Weighbars, cables inside structure, SensorComm and j-boxes. Does not cover labor, travel, mileage or recalibration. Also does not cover any part of the Instrument.
Exclusions	Printers, scoreboards, and peripheral equipment. These items are covered under separate standard product warranties.	Instrument, home run cable, printers, scoreboards, peripherals and warranty event recalibrations are not covered. Also does not cover misuse, abuse, overloading, corrosion, cosmetic defects or damage from water.
Conditions	PMS are required for the warranty to be in effect. As a result, the customer remains fully protected by our industry leading labor, travel and mileage protection.	PMS are not required in order for warranty to be in effect. However, failing to maintain the scale will lead to even larger service invoices since labor is not covered under the Avery Weigh-Tronix warranty after the first 90 days.

Make sure that you are protected from expensive failures and costly downtime. If labor is not covered you are at risk. Why? Labor is 70% of the value of most service invoices. Labor coverage under warranty is a true indication of how reliable the product is going to be. **If labor, travel and mileage are not 100% covered by the manufacturer then you are exposed to 70% of any repair costs, even for defects in materials or workmanship, without any cap on your exposure.** Can your maintenance budget tolerate that kind of budget-busting exposure? 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. If you want to control maintenance spending as closely as any other part of your budget, then our warranty is the single most important way to reduce your Total Cost of Ownership because it is backed by decades of our proven unsurpassed product reliability.

METTLER TOLEDO -The Most Reliable Truck and Rail Scales with the Best Warranty in the Industry



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