45-Day Trial Program

What is the Purpose of the Trial Program

Anest Iwata offers a 45-day trial program to allow our Distributors and their Customers the opportunity to test new products and applications without immediate financial obligation. You must be an authorized Anest Iwata Distributor in order to obtain trial equipment.

How to Obtain Trial Equipment

Distributors should contact their Anest Iwata Sales Representative to discuss potential trial equipment. No Distributor or Customer should request a trial via direct purchase order to the Anest Iwata Customer Service team.

Equipment Not Eligible for Trial

Anest Iwata does not offer consumable equipment for trial unless they are part of a complete system. Consumable equipment includes hoses, fittings, spare parts, etc.

Invoicing

Trial equipment will not be supplied without a purchase order from the Distributor. Once a purchase order has been received, Anest Iwata will generate an equipment invoice with extended payment terms including a 45 day grace period followed by standard NET 30 from date of shipment. A detailed explanation of the program is included in the table below.

Sample Trial Timeline

Stage	Time Period	Action Required	Sample Timeline
Trial Period Begins*	45 Calendar Days from Date of Anest Iwata Trial Invoice	No Payment Due, Evaluation Period	January 1st
Trial Period Ends	Day 45 from Date of Anest Iwata Trial Invoice	Decision is Made to Retain or Return Equipment, Anest Iwata is Notified	February 15th
Purchase Order Activated/Cancelled	Day 46 from Date of Anest Iwata Trial Invoice	Purchase Order is Either Activated for Payment and Equipment Retained -or- Cancelled and Equipment Returned	February 16th
Invoice Processing	Day 46 from Date of Anest Iwata Trial Invoice NET 30	Retained Equipment Becomes Due Under Standard NET 30 Terms Using Trial Purchase Order.	February 16th
Payment Due	Day 30 from Date of Invoice processing After Trial Period Ends	Payment is Due in Full No Later Than This Date.	March 18th

**Upon Receipt of Accurate Trial Purchase Order*

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All trial equipment will be shipped to the address indicated on the Distributor purchase order. Trials are non-transferrable and will remain the financial responsibility of the requesting Distributor until either paid in full or returned to Anest Iwata.

Trial Pricing & Discounts

Trial equipment is priced according to Anest Iwata's published NET price. Any variance must be approved by your Anest Iwata Sales Representative.

The only exception to this pricing policy is reconditioned/refurbished equipment. If the requested trial equipment is available in our reconditioned/refurbished warehouse, we will ship those items instead of new equipment and invoice at the reconditioned/refurbished price.

Automatic Gun / System Trials

The nature of Automatic Gun / System Trials are unique when compared to Manual Gun Trials and may require more than a 45 day window to facilitate testing. We understand that due to robotic programing, fixturing, Programmable Logic Controller (PLC)/solenoid set up, and the exacting demands of production use, more time may be required. Items that fall under this category can be Automatic Guns themselves, or when Pumps or Pressure Pots are used in conjunction with an existing Automatic Gun System. Please engage your Sales Representative to discuss your specific requirements and arrange for any necessary accommodations.

Trial Return Policy

All Returned Trial Equipment is Subject to the Anest Iwata Returns Policy Below. This policy applies only to equipment provided for trial by Anest Iwata.

- **All trial equipment must be returned in the original box with all packing materials and components (manuals, accessories, components, etc.)**
- All returned equipment must be in like-new condition. Equipment must be clean, with no physical damage, and in the manufacturer's original packaging.
- All equipment returns must be accompanied by the **original packing slip** and an Anest Iwata assigned **RGA number** (contact us at 513-755-3100 to obtain the RGA number).
- If returned equipment is in acceptable condition, the trial equipment invoice will be voided, and no further payment will be expected.
- Equipment deemed unacceptable for return will be returned to the customer and invoiced at full value. Anest Iwata will deem any equipment returned broken, modified, or missing components as unacceptable for return.
- Anest Iwata will assess a **restocking fee of 20% of Suggested Market Price (SMP)** on any equipment returned operational, but in a dirty condition. Equipment with visible paint residue will automatically incur a restocking fee.

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