



Distributor Trade-In Program for Avtron Absolute Encoders (AV6A, AV6M, AV30, HS6A, HS6M, HS40): Sign-Up & Terms

Form AT14

The following document comprises an agreement between Nidec Industrial Solutions, and the Distributor Named Below, "Distributor." The terms of this agreement shall be CONFIDENTIAL to Nidec Industrial Solutions and the Distributor.

Nidec Industrial Solutions agrees to furnish the encoders at the published list prices on the Nidec Industrial Solutions Website, less discounts applied in the Distributor Appointment Letter. Moreover, upon the return of the Used Encoders ("Part Numbers to be Traded In") listed in the Trade-In Sheets, attached herein, Nidec Industrial Solutions agrees to provide a Rebate Credit to the Distributor, contingent upon the Distributor meeting the Return & Rebate Conditions (listed below):

Return and Rebate Conditions

1. Prior to the return of the used encoder to Nidec Industrial Solutions or authorized field scrapping by a Nidec Industrial Solutions factory representative, the Distributor provides a rebate or credit to the customer equal to the Trade In % (as shown on the Trade-In Sheet Form AT15) of the customer's original purchase price from the Distributor.
2. Encoders must be returned under return material authorization (RMA) to Nidec Industrial Solutions or used units may be Field Scrapped by a Nidec Industrial Solutions Authorized Agent.
3. The encoders must be returned or scrapped before the Return Deadline as shown on the Trade-In Sheet.
4. The encoder returned for credit or scrapped must be the exact model with correct serial number as shown in the Trade-In Sheet Form AT15 or AT19.
5. To eliminate freight costs for used encoders, simply request field scrapping of the encoders. ONLY a Nidec Industrial Solutions Authorized Agent may scrap used encoders for credit.
6. Nidec Industrial Solutions assumes NO responsibility for shipping risk or loss; risk of return of the used encoder is borne by the Distributor, insurance recommended.
7. The Distributor must be in good credit account standing with Nidec Industrial Solutions; otherwise rebates may be denied, reduced, or waived at Nidec Industrial Solutions's option.
8. If for any reason, an Avtron Absolute encoder sold under this program is returned to Nidec Industrial Solutions, return credit, if any is due, will be reduced by the rebate amount.
9. Returned or scrapped used encoders become the sole property of Nidec Industrial Solutions and will not be available to the Distributor or end customer for return for any reason.
10. Avtron Absolute encoder standard delivery only. Expedited/quick-ship encoders are excluded.
11. All transactions are governed by Nidec Industrial Solutions Standard Terms and Conditions of Sale.
12. Nidec Industrial Solutions may cancel this program at any time without notice.

Return and Rebate Penalty

If the above listed Conditions are not met, Nidec Industrial Solutions, through its participating distributor, may, at its option, deny, reduce, or waive all or part of the claimed rebate credit, as well as retain any or all returned Used Encoders.

<u>Amount of Rebate Credit</u>	<u>FIRST 5 UNITS</u>	<u>ANY ADDITIONAL UNITS</u>	<u>Form</u>
Used 842A, ROC410, AVS36m, etc. per list	50% of new Avtron Absolute unit price*	25% of new Avtron Absolute unit price*	AT15

* Rebate does not include frame adapters & other accessories

Customer Name: _____

Customer Address: _____

Customer Address 2: _____

Customer City, State, Zip: _____

Customer Signature: _____

Distributor Signature: _____

Nidec Industrial Solutions Signature: _____