



FOR IMMEDIATE RELEASE

Contact: Chris Ellis
Phone: 215.830.1200
Email: cellis@manncorp.com

Manncorp Launches Trade In/Trade Up Program:

Customers Can Now Trade in Used Manncorp Equipment for Credit Toward New Machines



Manncorp machines recently traded in and certified for resale shown above.

Hatboro, PA (September 2020) — Improving operations is easier than ever with the simple Trade In/Trade Up program at Manncorp. Companies can exchange used manufacturing equipment purchased from Manncorp for credit toward models that will better suit their needs. Whether a customer is interested in being as up to date as possible in an affordable way, or looking to improve problems a current line is causing, trading up is a great solution.

Why Trade In Used Equipment?

1. **Fixing Issues** - SMT equipment that isn't compatible with a company's production can result in slower turnaround times, imperfect solder paste applications, and other common issues that lead to costly repairs. To avoid a reduction in quality of board output, companies can inexpensively swap old equipment for new.
2. **Low-Cost Upgrade** – Manufacturing businesses can bring production to the next level without breaking the bank. 50% or more of equipment costs can be spent on pick & place feeders alone, but Manncorp has kept the same universal feeders on all their MC-series machines, helping eliminate the need for this additional investment. When trading up for a new pick & place machine, customers can keep their current feeders while upgrading the heart of their machine line-up.

For example, if you have an MC-400 Automatic Pick & Place machine, but would like to upgrade to a faster MC-389, your company can reduce costs by trading in the MC-400 but keeping the existing feeders.



Which Machines are Eligible & How Much are They Worth?

Those who would like to purchase an updated Manncorp machine, but do not want to trade in their current pick & place machine, can choose to trade in other equipment instead. Customers are not limited to just pick & place machines, and the trade does not have to be 1:1.

For instance, one recent Manncorp customer decided to trade in an AP430 stencil printer for an MC-389 pick & place machine, while another customer traded in a CR-4000 reflow oven and a magazine loader also for the MC-389.

Trade-in value depends on the types of machines being traded, their model and age, and the service history a customer has on their used machinery. Newer manufacturing equipment and equipment that has been well taken care of will have higher trade-in values. To avoid a machine's value depreciating, it is less risky and more lucrative to trade equipment in sooner rather than later.

Pro tip: If getting the latest and greatest industrial equipment is important to your company, this may be a good year to take a tax deduction. Interest rates are currently low, and good quality equipment is in high demand, resulting in favorable trade-in values being available.

To find out more about the value of used equipment, customers should contact the Manncorp team for a free valuation.

The Equipment Trade Up Process

Deciding to trade up for new Manncorp equipment, means that the used machinery will be picked up and the new machinery will be dropped off. Once used manufacturing equipment has arrived at the Manncorp facility, it will be inspected by their team of experts. Worn parts will be replaced, and everything will be quality-checked before the machine becomes one of Manncorp's certified, pre-owned equipment offerings.

When deciding which machines to upgrade to, the machines listed on the Manncorp Certified Pre-Owned Equipment Page are also options for trade-in value to be used towards.

Getting Started

To get started with the Trade In/Trade Up program, or to be given a trade-in value estimate, you can reach out to a Manncorp team member: Call **Chris Ellis** (East Coast Sales Manager) - 215.869.8374, **Ed Stone** (West Coast Sales Manager) - 215.808.6266, or send an email to sales@manncorp.com.

###

About Manncorp

Manncorp is an American SMT equipment supplier with over 50-years of experience in the technology industry. They currently have headquarters and demo centers in Hatboro, PA and San Diego, CA.

Written by Emmalee Gagnon
Creative Writer for Manncorp
egagnon@manncorp.com
3615 Davisville Rd. Hatboro, PA 19040