

## Trade-in Credit for Donated Equipment



Trade-in credit can be a significant money-saver when hospitals purchase or lease new equipment. However, many equipment distributors have no use for the retired items. Companies often turn the items over to scrap or secondhand dealers because no profitable US market exists for equipment that is more than a few generations old. Fortunately, there are ways of giving new life to unwanted trade-ins while generating positive public relations and good will for the hospital.

### Three easy steps to having your trade-in improve lives.

1. Negotiate the best trade-in value for your retired equipment with your distributor.



2. Once the negotiation is completed, ask the dealer what will be done with the trade-in equipment. If the answer is that it will be scrapped, cannibalized or even sold on the second hand market, suggest donating the item to MedShare.



3. Show the dealer the Benefits of Donating Equipment sheet and explain that donating trade-in items to MedShare creates a tax deduction, saves administrative time selling the equipment or finding a scrap dealer, and generates positive public relations all while improving healthcare in the economically developing world.

