



Machinery Dealers National Association

The Machinery Dealers National Association (MDNA) has a distinguished history as a leader in the metalworking industry for 62 years. This international, nonprofit trade association was established in 1941 to assure buyers of the integrity and reliability of used machinery dealers who are members of MDNA. Today, the association represents over 400 member firms with more than 1,000 executives throughout the world.

The foundation of MDNA is its Code of Ethics. As a condition of membership, MDNA dealers agree to abide, unequivocally, by the terms of the Code and renew this pledge annually. The Code of Ethics was written by member machinery dealers and is policed by the association's membership. Complaints brought from Code violations are dealt with by the Ethics & Mediation Committee, and severe violations have resulted in expulsion from MDNA.

As an association, MDNA has built an international profile for its membership, affiliates and subsidiaries. You can learn more about MDNA and its members at its Web site: www.mdna.org. The members of its affiliate, the Association of Machinery and Equipment Appraisers (AMEA), are individual machinery and equipment appraisal professionals who have demonstrated their proficiency through testing and peer review. AMEA's function is to accredit and certify its metalworking machinery appraiser members through continuing education and written testing procedures, and develop standards for the industry. Browse its Web site, www.amea.org, for more information.

Only MDNA Dealers can provide an Equipment Breakdown Warranty to guard against electrical or mechanical failure for one year on most pre-owned machinery. This exclusive warranty is fully underwritten by the Hartford Steam Boiler Inspection and Insurance Company. Visit www.mdna.org for full details.

LOCATOR Services, publisher of *LOCATOR* directory for 35 years, is another of MDNA's subsidiaries. *LOCATOR* can be browsed on the Internet at www.LocatorOnline.com. *LOCATOR* Services also communicates with dealers every business day through *LOCATOR Fax Service*.

MDNA is composed of 14 chapters, 12 in the United States and one each in Canada and Europe. In addition to its industry-wide activities and chapter programs, the association also supports the ideal of higher education for the children of member firm employees through the MDNA Austin D. Lucas Scholarship Fund. There's an MDNA dealer near you.

Code of Ethics

MDNA members proudly display their emblem. This emblem identifies dealers who concur with MDNA's high standards of business. It is a symbol of integrity and reliability.

The Code of Ethics underwriting this emblem provides that each MDNA member will:

1. Carry out the spirit and letter of all agreements and contracts in which he engages.
2. Respond to inquiries, advertise, and offer machinery and equipment as accurately as he is able as per:
 - a. Name of Manufacturer
 - b. Serial Number
 - c. Condition
 - d. Specifications
 - e. Adherence to standard industry terms and definitions.
3. Honor every option given a prospective buyer.
4. Advise prospective customer of conditions and circumstances of sale when offering custom-owned machinery and equipment through a brokerage agreement.
5. Accept within 30 days from shipment any machinery and equipment sold with return privilege, freight prepaid, for refund of the purchase price if proven mechanically unsatisfactory; or repair at dealer's option.

Why You Should Buy From an MDNA Dealer

Many MDNA dealers are specialists that have the technical experience you can depend on. They know the value of used machine tools. Also, today's dealers often can serve you in many ways: in financing, leasing, mortgaging, or renting.

Remember three important advantages when you consider buying quality used metalworking equipment from MDNA dealers:

- **Availability** – The machine you want is ready for shipment. Delivery time is short because many MDNA dealers have a professional network and communicate “instantly” with each other through various means including *LOCATOR Fax Service*. This allows MDNA dealers to find the machine you need fast. And our monthly publication, *LOCATOR*, is another resource. Each month the directory and companion website – www.LocatorOnline.com – lists 28,000 pieces of used equipment for sale.
- **Reliability** – MDNA dealers buy the right used equipment so you can buy right from them. If necessary, the machinery they acquire may be reconditioned or rebuilt. Under the MDNA Code of Ethics, MDNA dealers may accept within 30

days from shipment any equipment sold with a return privilege, freight prepaid, for a full refund if the machine is proven mechanically unsatisfactory, or have it repaired at the dealer's option.

- **Price** – The cost of most used machinery can be from 30 percent to 70 percent less than the price of similar new machine. This allows you to maximize your investment as you maintain your productivity.

The value of used metal working equipment has been proven over time – and now is the time for you to do business with MDNA dealers.

“The MDNA *Buyer's Guide* is an invaluable tool to the prospective buyer of used metalworking machinery. Many of the dealers listed in the *Guide* are experts with a broad range of technical experience and production know-how. Furthermore, each of the dealers subscribes to the MDNA Code of Ethics, your guarantee of satisfaction.”