

MACHINEX LAUNCHED A LEASING PROGRAM FOR SAMURAI SORTING ROBOTS AND EXPANDS ITS SALES FORCE

May 14th, 2020 – With a vision of providing MRFs with improved operational performances, using newer and better sorting automation, Machinex recently released a leasing program for SamurAI™ robots. This new program, for Machinex, offers MRF operators the benefit of automating more of the manual sorting process without the instantaneous impact on cash flow. With a monthly payment structure designed to help modernize new or existing sorting facilities with SamurAI™ robots, MRFs can anticipate increased productivity and reduced HR cost and challenges. Along with these perks, safety is paramount to the Waste and Recycling Industry and robots are a viable solution providing a major impact on injuries in the workplace.

The SamurAI™ leasing program is a trouble-free, all-inclusive solution that incorporates wear and spare parts, troubleshooting, maintenance inspection and the subscription to the MACH Cloud. This program ensures Machinex customers always have the latest neural knowledge learned from operations throughout the entire industry and that the equipment is always operating at optimum efficiency. With preapproved Machinex funding partners, financial approval is easy and fast in order to put a SamurAI™ to work as quickly as possible.

Machinex takes the robot and integration costs and bundles them together to deliver a turnkey system, which customers pay for on a monthly basis. Various terms of financing are available and can provide for both purchasing or operational leases which carry a residual value allowing a purchase, upgrade, or return at end of term.

A Sales Force for robots

In order to answer a growing demand on sorting robots and to manage the SamurAI™ leasing program, Machinex has appointed Matthew Smith as a Technology Sales Engineer to the Sales Team. Matthew's new role with Machinex is to provide new and existing customers with the latest technologies in standalone equipment on the market, more specifically with sorting robot, but also with optical sorters, balers and more. Covering the North American territory as well as a part of Europe, he will ensure customers' satisfaction while supporting them in their future needs.

Matthew has over 25 years of business experience in the area of sales and application with a strong focus on customer satisfaction. Most recently, he spent the last year working as a Sales engineer for Schmid biomass boilers in Canada.

“What attracted us to Matthew is that along with his strong interpersonal skills, he is extremely well versed in the international market. His areas of expertise include, but are not limited to, Sales, Engineering, and most importantly Customer Experience. Matthew becomes an important asset for Machinex as he will help broaden the Sales and Business Development in the global market of standalone equipment.” states Jonathan Menard, Machinex Executive Vice-President Sales & Strategic Positioning.

“I’m excited to join the Machinex team and I am very pleased with my new role. Between the energy and creativity of the engineering team, along with the Company’s commitment to providing premier customer service to our partners, I am confident that we will be able to offer effective and economic solutions to our customers’ waste processing and diversion projects.” says Matthew.

Matthew can be reached at msmith@machinex.ca

About Machinex

Celebrating in 2020 its 50th anniversary, Machinex became the first company in Canada to design machinery for material recycling facilities in the 80’s. The company immediately established itself as a leader in designing profitable and high-quality recycling sorting systems. Today, Machinex is still a world leader in the industry, developing cutting edge sorting, waste management, and recycling technology. Over the years, their experts have designed and installed over 375 turnkey facilities in partnership with leading MRFs in Canada, the United States, Europe and Oceania. To learn more information about Machinex, visit www.machinextechnologies.com.

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