

# THE DEFINITIVE HANDBOOK FOR TRADING-IN A BENCHTOP SPECTROPHOTOMETER



**THE DEFINITIVE HANDBOOK**  
**FOR TRADING-IN**  
**A BENCHTOP**  
**SPECTROPHOTOMETER**

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# INTRODUCTION

You may already have a reliable spectrophotometer that has been integral to your color management efforts. But how can you be sure it is still performing at its peak?

Ask yourself:

- **Is it still performing at its best?** As spectrophotometers age, their measurement results may begin to “drift,” producing results that fall outside expected performance. This drift can make it challenging to consistently achieve the precise colors you need.
- **Is your service contract up-to-date?** Without regular servicing, you can’t be certain your device is providing accurate, consistent color measurements. This can lead to costly issues like off-color results, rework, and material waste.
- **Are you using the latest technology?** Newer spectrophotometers include enhanced features, accessories, and superior measurement capabilities. These advancements help ensure your color quality remains high, keeping your business competitive.

If maintaining precise and consistent color is essential for your business, it is crucial to verify your instrument continues to operate up to standard.

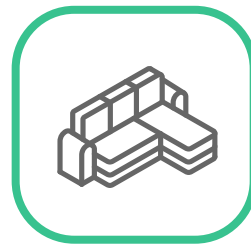
Our unique “one-stop-shop” model provides seamless, end-to-end workflow support, integrating all aspects of color management from formulation and quality control to performance monitoring. With an X-Rite solution, you gain a comprehensive toolkit—including hardware, software, data communication, training, and global support—to ensure accurate and consistent color management from specification to final delivery.



**Design & Specify**



**Formulate**



**Produce**



**Quality Control**

Performance Monitoring | Application Support | Hardware Services | Education & Training | Visual Assessment





## WHY CONSIDER INVESTING IN A NEW INSTRUMENT?

If your device has ended service or verification, it's crucial to upgrade as soon as possible. Without regular servicing or calibration, your device won't measure as accurately as it once did because it likely will no longer align to the centroid. This alignment ensures that benchtop spectrophotometers measure color standards correctly. Without it, your measurements will drift, making it impossible to meet previous standards. Additionally, if your device fails, you are risking significant downtime to your business. Consider the time it takes to evaluate which new device is right for you, get a quote, obtain approvals, order processing time, as well as shipping and setup. This time varies based on customer but at best, it will be a minimum of 15 days of downtime.

We know change can seem overwhelming, but as demand for speed and accuracy grows, keeping up with technology is crucial to avoid impacting your business. A new instrument can offer:

- Digital color management
- Enhanced production efficiency
- Improved measurement precision
- Time and cost savings
- Faster time to market
- Simplified color communication
- Future readiness

Deciding to trade-in or upgrade isn't easy, but for industries that rely on precise color management, "almost reliable" isn't enough. Trading in lets you concentrate on crucial business aspects.

We're here to ensure your transition from a competitive device to an X-Rite end-to-end solution is seamless. Whether you're trading in due to an expired service contract or declining instrument performance after years of precision, X-Rite has you covered.

You'll be reaping the benefits of fast, accurate color before you know it.



## IF YOU HAVE A NON-X-RITE INSTRUMENT, DOES IT PROVIDE A COMPLETE COLOR CONTROL SOLUTION?

When switching to an X-Rite solution, you will experience:

- Faster measurement speed
- High inter-instrument agreement to ensure measurement consistency across different supply chain locations
- Preservation of legacy data
- Faster formulation with fewer corrections needed with the new formulation software
- Better measurement flexibility for capturing color on various sample materials and sizes
- Complete measurement audit trail to track and prove measurement compliance
- NetProfiler enabled to ensure every device is always performing at peak performance for data integrity
- Superior service and technical support
- Straightforward and easy to use with convenient storage drawer for apertures and accessories

## IF YOU HAVE AN OLDER X-RITE INSTRUMENT, ARE YOU STRUGGLING WITH COLOR ISSUES?

We understand it may be difficult to part with a dependable tool that has effectively served its purpose over the years. However, as technology evolves and parts become obsolete, it is important to stay current with the latest features to avoid downtime and achieve consistent color across the supply chain.

Our newest benchtops provide exceptional inter-instrument agreement, extensive backwards compatibility with previous devices, and dependable post-sales support and service to ensure your legacy data is preserved. Trading in your old instrument for a new one will provide fast, accurate, and consistent color measurements.

Since our hardware and software are designed to work together to help you control color, we also recommend upgrading your software to maximize your investment.



## COMMON MISCONCEPTIONS ABOUT TRADE-INS

If you're unsure about trading in your instrument, you're not alone. Let us help address some common trade-in concerns.

1

### **Data transference between the old and new instruments will be an issue.**

If you use X-Rite instruments, your data is stored in our database rather than on the instrument itself. This means you don't have to worry about losing your measurement data when you switch instruments.

If you are using another manufacturer's device, rest assured we have successfully transferred legacy data from other customers who have switched over to us. Learn how in our [Streamline Color Formulation: From Datacolor to X-Rite](#) case study.

2

### **The newer instrument will give me different measurement results.**

When upgrading to a newer instrument model, your measurement results will generally remain consistent. For instance, when moving from a CE7000A to a Ci7800 or from a Ci5 to a Ci7600, the main difference you'll notice is increased speed and precision.





# 3

## **Switching to a new instrument will cause major delays.**

Typically, trading in instruments and software doesn't lead to major disruptions when integrating a new system. Conversely, delaying until your device fails can cause extensive downtime during the time needed to find a solution, get quotes and go through approvals, plus shipping, data transfer, and setting up a new system.

# 4

## **The "overlap" period to re-measure my samples is not enough time.**

If you are trading in an X-Rite instrument, you don't need to re-measure your samples because our instruments are backward compatible. If you are trading in a non-X-Rite instrument, the timeframe can be extended through mutual agreement. We acknowledge that each business has unique needs; some may require more time to transition. We're open to discussing the duration of the grace period, but once it concludes, you will need to return the old instrument.



## HOW DOES THE TRADE-IN PROCESS WORK?

Regardless of whether your device is fully operational, partially functional, or completely worn out, you can trade it in! You will receive up to a 35% discount on a new device upon trade-in, irrespective of its condition.

The discussion about trading in your instrument can arise in multiple situations. You might be the first to realize that it's not providing accurate readings due to wear and tear, prompting you to contact us. Alternatively, one of our service members might detect an issue that requires attention during regular maintenance and discuss service and trade-in possibilities with you.

In either scenario, when you decide to trade in your device, you'll have an "overlap" period, allowing you to ensure the accessibility of your measurement data, re-measure samples, and perform other necessary tasks.

Once this period concludes, simply return the old device to us and start enjoying the modern features and functionalities of your new spectrophotometer.

## WHAT OUR CUSTOMERS SAY ABOUT OUR CI7000 SERIES

To help you make the best decision for your business, here's what our customers would like you to know:



*"X-Rite's focus on providing complete, end-to-end color measurement and management solutions make it the best choice as a partner for Teknor and sets it apart from other companies in the color measurement and management space."*

- Joe Andrade, Lab Manager, Teknor



*"After looking at color measurement and management solutions available in the marketplace, we determined that the combination of X-Rite's Ci7800 benchtop spectrophotometer and Color iMatch software delivered the best price/performance."*

- Paul Warnell, CEO, PLASTIC RESINS, INC



*"Historically, the X-Rite Color i7 benchtop spectrophotometer has been our standard instrument across our global network. Any new instruments must deliver excellent inter-instrument agreement with this base, and the Ci7800 fits the bill beautifully."*

- Joe Andrade, Lab Manager, Teknor

## NEED MORE HELP?

Our Color Experts are happy to answer your questions and provide guidance. Get in touch to speak with someone about your specific needs.

## RELATED READING

[Tolerancing: The Key to Accurate Color](#)

1

2

[Transmission vs. Reflection: Which Benchtop is Right?](#)

[What is Backward Compatibility for Spectrophotometers?](#)

3

4

[Top Pitfalls that Affect Color Measurements](#)

[Other Common Pitfalls of Color Management](#)

5

6

[Choosing the Best Device to Create Digital Color Standards](#)

# TRADE-IN ELIGIBILITY

Trade-In instruments include, but are not limited to, the following:



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