

**ETIRA** is the European umbrella association for the 1,400 European companies involved in state-of-the-art toner and/or inkjet re-manufacturing. Every day, remanufacturers bring the European consumers and businesses a first-class high quality product which is competitively priced and, thanks to re-using base materials, makes a major contribution to the European environment and a cleaner world. Yearly, the industry adds an average 1,5-2 billion euro to the European economy, directly and indirectly provides 18,000 jobs, and prevents 350,000 m3 of waste from going to landfill.



**SO NEXT TIME YOU BUY  
REMANUFACTURED  
CARTRIDGES,  
MAKE SURE TO TELL THE  
DIFFERENCE:**

**ASK IF THE SUPPLIER IS  
A MEMBER OF ETIRA!**

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**CAN YOU TELL  
THE DIFFERENCE?**



**SIMPLE: JUST ASK IF THE  
SUPPLIER IS A MEMBER  
OF ETIRA!**

[www.etira.org](http://www.etira.org)

# CARTRIDGES REMANUFACTURED BY AN ETIRA MEMBER OUTPERFORM THE REST BECAUSE:

## ✓ **OUR CARTRIDGES ARE PROFIT-MAKERS FOR RESELLERS AND DISTRIBUTORS**

Remanufactured cartridges are competitively priced. As such, they give the highest margin for you as reseller or distributor: more than you can make on an original product.

## ✓ **OUR QUALITY IS EQUAL TO ORIGINAL CARTRIDGES, AND OFTEN EXCEEDS ORIGINALS**

Cartridges supplied by an ETIRA member have been produced and individually tested to the highest industry standards. Whether they are ASTM, DIN or self-certified, you can be sure that remans supplied by an ETIRA member company print top-quality prints, just like the original product. And don't just take our word for it: many independent tests by consumer organisations across Europe confirm it!

## ✓ **OUR CARTRIDGES DO NOT INFRINGE PATENTS**

“Remanufactured” means that it once was an original cartridge. And sometimes the original manufacturer has patented a product. As reseller, you don't want to sell products if you are infringing someone's patents. But don't worry: ETIRA Members care about respecting legitimate intellectual property rights. If you buy from an ETIRA-member, you only buy patent-free. And in the unlikely case that a problem would occur, they will safeguard you from any 3-rd party claims.

## ✓ **OUR CARTRIDGES MEET EUROPEAN REQUIREMENTS**

All ETIRA members have a solid base in Europe. We focus on meeting European expectations regarding print quality, yield and safety of our products. And you support European jobs and reduce your environmental footprint.

## ✓ **OUR CARTRIDGES ARE 100% GUARANTEED**

Remanufactured cartridges bought from ETIRA members equal the quality of the original products. And we are so proud of our products that we happily guarantee that: when you buy from an ETIRA member, you have 100% warranty on all products.

***REMANUFACTURED CARTRIDGES FROM AN ETIRA MEMBER:  
YOUR BEST CHOICE FOR BIG PROFITS***