

Ink and toner supplies

An affordable alternative to manufacturers' brands



Pitney Bowes Brand Ink & Toner Supplies. Same quality as manufacturers' brands, but
with savings up to 45%

Are you spending more on ink & toner supplies than you should?

What if you could get the same quality as the leading manufacturers' products—but at a much lower cost?

Well, Pitney Bowes has the affordable alternative you're looking for.

We offer a complete line of our Pitney Bowes brand Ink & Toner supplies that meet or exceed the original manufacturers' specifications—but cost up to 45% less than manufacturers' brands.

You see, Pitney Bowes uses the same high quality ink and toner as the manufacturers. But we reduce our costs by using remanufactured cartridges. And we maintain the quality of our products through a rigorous production and testing process at ISO-certified facilities.

We're so sure of the quality of our Pitney Bowes brand Ink & Toner supplies that they are backed by our one-year Full Protection Warranty.*

So you can switch to our more affordable Pitney Bowes brand products and still enjoy the same high print quality, shelf life and yield that you get with the more expensive manufacturers' brands... but for a lot less than what you're currently paying.

And Pitney Bowes brand Ink & Toner supplies are compatible with all leading inkjet printer, laser printer, fax and copier machines.

And as our Ink & Toner products use remanufactured cartridges, they are more eco-friendly. So you're helping to protect the environment, too.

Save up to **45%** on manufacturers' brands

Why pay more for your ink & toner supplies than you have to?

Pitney Bowes brand products provide the same print quality, yield and cartridge life as the manufacturers' brands—but at savings up to 45%.

As the chart below shows, your company can save thousands of dollars each year

NUMBER OF EMPLOYEES	ANNUAL COST MANUFACTURERS BRAND	ANNUAL COST PITNEY BOWES BRAND	SAVINGS \$
50	\$12,000	\$7,000	\$5,000
100	\$24,000	\$14,000	\$10,000
250	\$60,000	\$35,000	\$25,000
500	\$120,000	\$70,000	\$50,000
1,000	\$240,000	\$140,000	\$100,000
5,000	\$1,200,000	\$700,000	\$500,000
10,000	\$2,400,000	\$1,400,000	\$1,000,000
15,000	\$3,600,000	\$2,100,000	\$1,500,000

The more you spend, the more you save.



To determine how much you currently spend on ink & toner supplies, assume you use 2 cartridges per employee per year, and that the manufacturers' brand average price is \$120:

- For 50 employees, the annual cost is \$12,000 per year.
- For 500 employees, the annual cost is \$120,000 per year.

Now compare that to Pitney Bowes brand Ink & Toner supplies, whose average price is just \$70.

- For 50 employees, the annual cost is \$7,000 per year.
YOU SAVE \$5,000 PER YEAR.
- For 500 employees, the annual cost is \$120,000 per year.
YOU SAVE \$50,000 PER YEAR.

And Pitney Bowes brand products are compatible with all major printer, copier and fax equipment.

As you can see, switching to Pitney Bowes brand Ink & Toner supplies can cut your costs significantly.

You'll get the same great print quality as the manufacturers brands...but pay up to 45% less.



Reduce costs **without sacrificing quality**

How can we offer savings up to 45% below manufacturers' brands?

It's simple.

We use the same high quality ink and toner as the leading brands, but we reduce our costs by using remanufactured cartridges.

We don't simply refill the cartridges—we put them through a rigorous remanufacturing and testing process at ISO-certified facilities.

Each cartridge is disassembled and thoroughly cleaned, and every component is inspected to the smallest detail. Parts not up to ISO and manufacturers' specifications (such as rollers, blades and seals) are replaced with genuine new parts.

Once reassembled, cartridges undergo stringent quality assurance testing to verify print quality, yield and cartridge life.

We're so sure of the quality of our remanufactured ink and toner supplies that we back them with our Full Protection Warranty, valid for one year from the date of purchase. And we will repair or replace any equipment damaged by a properly installed Pitney Bowes brand Ink & Toner cartridge. That's how confident we are in our products.

Our Full Protection Warranty* applies to all Pitney Bowes brand laser printer, inkjet printer, fax and copier ink and toner supplies.



Remanufacturing process:

- Clean cartridges thoroughly
- Inspect components
- Replace worn and damaged parts
- Refill with the same high quality ink and toner used in manufacturers' brands.
- Test rigorously for print quality, yield and cartridge life.

Save money **save the environment**

Our remanufactured Pitney Bowes brand Ink & Toner products are environmentally-friendly and offer an easy, cost-effective way for your company to “go green.”

Each time you use a remanufactured Pitney Bowes brand cartridge, you eliminate about 1 pound of plastic from our nation’s landfills, and conserve the 3-1/2 quarts of oil and other energy required to produce a new cartridge.

As part of our ongoing effort to protect the environment, every Pitney Bowes brand Ink & Toner cartridge comes with a return label and box so it may be properly recycled. In fact, you can further help the environment by participating in our **Ink & Toner Cartridge Recycling Program**—available at no cost to your company.

Simply place your used cartridges in recycling boxes provided by Pitney Bowes and ship them to our recycling facility using the prepaid return label. We manage the entire process, so you can stay focused on managing your business.



Help your company **GO GREEN** by:

- Reducing landfill waste
- Conserving the oil and energy used to produce new cartridges
- Recycling used cartridges at no cost to your company

Government mandates for buying recycled products

The Environmental Protection Agency promotes the use of recovered materials and issues Comprehensive Procurement Guidelines (CPG) that designate items (including toner cartridges) that must contain recycled materials.

The Resource Conservation and Recovery Act (RCRA) requires all government agencies and contractors to purchase EPA-designated products containing recovered materials.

Executive Order 13423 directs government agencies to implement purchasing programs that include recycled-content products.

And the Federal Acquisition Regulation (FAR) calls for an increase in the federal government’s use of recycled-content products.

Switch to Pitney Bowes Brand

It's not only cost-effective to change from your current ink & toner supplies to the Pitney Bowes brand—it's easy, too. Just go to www.pbtoner.com/brochure1, provide us your contact information, and a Pitney Bowes representative will contact you shortly to set up your ordering, delivery and payment details.

For more information, contact your local Pitney Bowes sales representative or visit www.pbtoner.com/brochure1



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* Pitney Bowes warrants all Pitney Bowes Brand Ink & Toner products for a period of one year from date of purchase as set forth below, subject to normal storage conditions in a climate-controlled environment. Pitney Bowes warrants that subject to conditions stated below and under normal use, our branded toner products will not cause damage or abnormal wear to any compatible laser printer, inkjet printer, fax or copy machines. If damage occurs to any compatible laser printer or copy machine due to a properly installed but defective Pitney Bowes Branded product we will service, repair or replace the laser printer or copy machine, or at Pitney Bowes option, reimburse our customer for the full amount for all related service and repair to the machine in question. This warranty is dependent upon the customer providing Pitney Bowes with satisfactory evidence that the machine damage was due to a defect in a Pitney Bowes Branded toner product, including a statement on a reputable service company's letterhead dated and signed by the company's service representative. Pitney Bowes liability shall be limited to the replacement or Pitney Bowes reimbursement as provided above. This warranty is exclusive and in lieu of all other warranties, expressed or implied, including warranties of merchantability and fitness for a particular purpose.

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