



Revolutionize, Recycle, Refill

Inkjet Refilling Systems at Retail

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Every year, approximately 20 million new inkjet printers and more than 500 million replacement inkjet cartridges are sold in the United States, according to Lyra Research, Inc. The research team also predicts that by 2009, the refill market will have grown to \$40 million in revenue. Adding refill options is not only a great way to bring clients to your shop, but also an environmentally friendly solution that profits the community as well as your business. In recent years, recycled inkjet cartridges represent only 15% of all the cartridges in the United States, and more than 350 million inkjet cartridges end up in landfills. After studying the facts, it's difficult to find a downside to implementing inkjet-refilling services. Attract new clients, satisfy repeat customers, turn your business into a one-stop shop, and help the environment.

Where do I sign up?

If you're looking to install a refill machine into your operation, technology by ... Southeastern Manufacturing Enterprise is a good place to start.

Southeastern Manufacturing Enterprise (SME)

Southeastern Manufacturing Enterprise's user-friendly Inkjetfactory provides comprehensive testing, cleaning, and refilling—all in a single footprint. This turnkey high-capacity solution designed for retail can deliver a 90% profit margin.

The built-in video touchscreen leads the operator through the refilling process step by step. The automated user interface also reduces production time with an automated refilling of only four minutes. Comprehensive product training (including a video tutorial), as well as marketing support and materials, helps the retailer launch his inkjet-refilling business and promote it on an ongoing basis.

"SME is the only inkjet equipment manufacturer that actually sells production equipment to several O.E.M.'s (they fill most new cartridges in a deep vacuum chamber)," says Allen Luthy, director of retail systems, SME. "This process is the only way to achieve optimum cartridge performance and high page yields. This is the way that the Inkjetfactory refills cartridges. It may take an extra 30 seconds to process a cartridge, but the end result is higher page yields, fewer premature cartridge failures, and more satisfied customers."