



## SMART SAVINGS

"After completing our value analysis of this office products category spend, the resulting savings of 54% was unexpected. Over 115 of our member hospitals are enjoying this ongoing savings along with professional, personalized service. The ease of Guy Brown's implementation made this a great business decision for the organization."

*Senior Director of Material Management  
Top Five Largest IDNs*

Price savings of 20-54% compared to your office products supplier, plus:

- Tier 1 Diversity Spend
- Lifetime Warranty
- Negotiated Pricing
- Sustainably Manufactured
- OEM Quality
- TAA Compliant/ISO Certified

Here's how remanufactured printer cartridges stack up against the competition.

	Compatible "Clones"	National Brands "OEM"	Guy Brown Remanufactured
Third-party verified page yields	✗	✓	✓
Quality and reliability	✗	✓	✓
1-year performance guarantee	?*	✓	✓
Smaller carbon footprint	✗	✗	✓
Contain 89% recycled content (based on empty cartridge weight)	✗	✗	✓
Significant cost savings	✓	✗	✓
100% post-tested	?*	✓	✓
Non-patent infringing	?*	N/A	✓
North America manufacturing	?*	Some	✓
U.S. based technical support	?*	Some	✓

\*Quality and manufacturing methods vary significantly among compatible manufacturers. Compatibles and clones are largely a "buy at your own risk" type of product.



## Smart Choices

Tier 1 Diversity Spend

Custom Reporting/Analytics

Dedicated Account Consultant

Programs Tailored to Your Company Initiatives

Live Customer Support

Intuitive and Easy Online Ordering

## Smart Impacts

- Sustainable Manufacturing Practices
- 97% of Toner Cartridge Components can be recycled infinitely, keeping plastics out of landfills
- Zero Waste
- Lower Carbon Footprint

We take things one step further by providing free toner cartridge recycling for anyone to use. **Here's how it works:**



### PRINT

Go to [recycle.guybrown.com](https://recycle.guybrown.com) to print pre-paid return labels OR email your contact information to [ask@guybrown.com](mailto:ask@guybrown.com) to request free boxes and pre-paid shipping labels.

### RETURN

Pack up empty printer cartridges using prepaid shipping labels and send to Guy Brown for recycling. [Cartridges can be returned to Guy Brown regardless of brand or where they were purchased.](#)

For questions on how to partner with Guy Brown, contact our team at 800-575-8999 or [ask@guybrown.com](mailto:ask@guybrown.com)