

## ARMOR Print Solutions publishes its responsible purchasing guide

Purchasing accounts for an average of 50% of a company's turnover and is therefore an important area for improving its economic performance. This is why ARMOR Print Solutions, Europe's leading provider of innovative and sustainable printing services and consumables, is publishing a practical guide to responsible purchasing this quarter. This publication is aimed at private and public sector players wishing to implement a responsible purchasing policy within their organisations, in line with recent legislative developments.

### A practical and operational guide

ARMOR Print Solutions, Europe's leading provider of innovative and sustainable printing services and consumables, is publishing a guide to responsible purchasing this quarter. This guide is aimed at public and private sector players wishing to implement a responsible purchasing policy within their organisations. It lists 10 environmental and social criteria (waste management, working conditions, biodiversity, etc.) with key questions to ask suppliers for each category.

*"At ARMOR, we are convinced that collaboration is the engine of transition. This is why we are providing companies and local authorities with a guide summarising the challenges linked to responsible purchasing as well as optimisation paths that each player, whatever its size, can implement within its organisation",* notes Catherine Lacroix, Head of Continuous Improvement of Purchasing within the ARMOR Group's Purchasing Department.

### Responsible Purchasing : a growth driver for companies and local authorities

Purchasing accounts for an average of 50% of a company's turnover and is therefore an important means of improving its economic performance. At the heart of the functioning of organisations, Responsible Purchasing is a real growth lever for private and public players.

*"As a vector of innovation, Responsible Purchasing encourages the creation of new products and services with less environmental and social impact. It also enables the company to position itself on more tenders and thus generate new business opportunities. Not to mention that such a policy allows companies and local authorities to be in line with the changing expectations of consumers, partners and employees, for whom taking into account environmental and social issues is essential today",* explains Catherine Lacroix.

### Remanufactured print cartridges: a first step towards a responsible purchasing strategy

Toner and ink cartridges are among the 17 product families listed in the decree on the obligation to acquire goods from reuse or incorporating recycled materials in public procurement. In this respect, printing consumables are a concrete example of goods that can be easily integrated into a responsible purchasing strategy.

*"Produced from empty cartridges, remanufactured print cartridges, such as those of our OWA brand, are part of this responsible approach because they are reused. This offer of products is enhanced by a collection service for used print cartridges, in order to revalorize them and put them back on the market. When print cartridges are reusable, they are dismantled, cleaned, certain parts are replaced, and ink or toner powder is reinjected to offer a ready-to-use consumable,"* concludes Gerwald van der Gijp, Managing Director of ARMOR Print Solutions.

Find out more about ARMOR Print Solutions' responsible purchasing guide

<https://bit.ly/305khgf>

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**ARMOR** specialises in the industrial formulation of inks and the coating of thin layers onto thin films. The Group is the global market leader in the design and manufacture of thermal transfer ribbons for printing variable traceability data on labels and flexible packaging. The European market leader in innovative and sustainable printing services and consumables, the Group is a pioneer in the development and production of industrial inks and innovative materials, such as organic solar films, coated collectors for electric batteries and bespoke filaments for additive manufacturing. With an international presence, ARMOR has nearly 2,450 employees in some 20 different countries. In 2020 it posted annual revenue of €372m. Each year the group invests nearly €30m in industrial equipment and R&D. ARMOR is a responsible company committed to stimulating innovation within society. [www.armor-group.com](http://www.armor-group.com)

**ARMOR Print Solutions**, a subsidiary of the ARMOR Group, offers complete printing solutions including remanufactured cartridges and collection (OWA), managed printing services and software (DYALOG), and semi-industrial inks (ARMOR Industrial Inks Lab). As an expert in the three major technologies (new inkjet, remanufactured inkjet and remanufactured laser) and with the strength of its brands, ARMOR Print Solutions stands out for its leadership in Europe, covering more than 95% of the European printer population.



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