

# **Sales of used office equipment rise during the pandemic**

**Canny Scots businesses are snapping up approved used print and scanning devices as they look to save costs – as well as saving the planet – while plotting their recovery from the Covid-19 pandemic.**

Capital Document Solutions, which has its head office in Edinburgh, reveals that sales of its Approved Used equipment have soared by more than 60% since the start of lockdown.

As a major supplier to the Scottish market, the firm has a large stock of ex-rental print devices that have used just a fraction of their operational capacity – meaning they are able to be refurbished and made available at lower-cost to the marketplace.

Managing director Tom Flockhart said that as well as providing a welcome benefit in reducing costs, the move towards buying approved used devices is also allowing Scottish businesses and organisations to play their part in the circular economy.

Tom said: “This is a powerful win-win. In these challenging times, companies can look to make considerable savings against the cost of a brand-new device – and at the same time, they can be supporting the drive to reduce waste and be more environmentally-responsible.

“Just like in food, energy and transport, workplaces should also be looking at how they can improve what they do in terms of recycling and in fully utilising equipment for its manufacturers’ recommended lifecycle.”

Tom said although the copy-print-scan sector has been slow to embrace reuse and recycling, CapitalDocument Solutions was quick to spot this opportunity and has – over a number of years – built up an expanding business in pre-owned devices prepared through their dedicated recycling centre at their Edinburgh HQ.

Tom added: “Capital Document Solutions cherry picks the very best of those “low mileage”, high spec devices, thoroughly check and fully refurbish them in-house – with any parts needing to be replaced either changed or updated. The device is indistinguishable from a new device.

“Every one of the Approved Used devices come with our unique lifetime guarantee, backed by a service and parts replacement policy – so the client has complete assurance on the quality, reliability and performance of the equipment.

“Even before the pandemic, we recognised that businesses are looking to operate in a more efficient and cost-effective manner.

That pressure has only intensified post-lockdown.

“So our Approved Used range is just one solution we can offer to help solve any printing, copying and document management needs that maybe challenging firms as they navigate their path through the Covid-19 situation.

“We are here to provide long-term solutions, not just short-term savings for businesses and organisations, no matter how big or small they are.”

With almost 13,000 office print devices deployed to over 4000

clients across every sector, is in a unique position to act as a barometer of how businesses are resuming.

Capital Document Solutions operates from six offices across Scotland – in Edinburgh, Glasgow, Aberdeen, Inverness, Dundee and Lerwick.