

Large format printing: Altkin accelerates its commercial development

Altkin, an ARMOR GROUP company and European leader in alternative printing, has announced that it is expanding its network of resellers of refurbished large format printer cartridges. Following partnerships with specialists such as ID Numérique and DPR and office automation experts such as Buromatic, OWA premium brand plotter cartridges are now listed by OVOL France, a major distributor of printing media and consumables.

Large format printing, a growing segment for Altkin

With sales of its large format range doubling between 2023 and 2024, Altkin is already seeing this growth momentum continue into 2025. With more than 300 references for plotters compatible with Epson, Canon, HP, Mimaki and Roland machines, nearly 200 OWA references are now available from OVOL France.

"The large format printing market is very fragmented as it covers the graphic arts industry as well as reprographics, architectural firms, construction companies, local authorities and large retailers. That's why we, as manufacturers of consumables from the circular economy, need to partner with specialists in large format printing, such as OVOL, ID Numérique and DPR," says Olivier Portier, Senior Sales Manager at Altkin.

Balancing quality and environmental impact

OWA offers a wide range of alternatives to new manufacturer-branded cartridges. In addition to consumables sourced from the circular economy, OWA's offering includes a collection service with a personalised material assessment. A European player headquartered in Nantes (44), Altkin's engineers analyse each manufacturer's ink at its R&D centre in Germany and then develop a similar ink. To guarantee equal or even superior quality, the new ink undergoes a series of tests: colorimetry, viscosity, optical density, pH, conductivity, surface tension and particle size distribution. Miscibility is also analysed: i.e. the ability of an OWA ink to mix with the machine manufacturer's inks. Finally, the inks are tested again after an accelerated ageing process. In addition, Altkin has dozens of plotters to test and compare its products with new cartridges manufactured by the printing giants. Confident in the quality of its products, Altkin offers its customers an 18-month warranty on both print heads and plotters, provided that the problem is related to the OWA cartridge.

The support of a committed industrial group

With over 30 years of experience, Altkin is a subsidiary of ARMOR GROUP, a century-old chemical company and inventor of carbon paper in France. Altkin also has numerous labels and

certifications attesting to its quality and expertise. Firstly, the NF & Nordic Ecolabel certifications guarantee that the consumable contains reused components and benefits from an end-of-life treatment system. Altkin also manufactures its products in compliance with all relevant European standards, particularly those relating to consumer health and safety, such as WEEE 2012/19/EU, REACH 1907/2006/EU and RoHS 2011/65/EU. Finally, Altkin has been awarded 'Gold' status by Ecovadis since 2020.

About Altkin (www.altkin-group.com)

Altkin, the European leader in remanufactured printing solutions, offers flexible, alternative solutions and extensive services for all printing needs. Its expertise and businesses are structured around four pillars: Products, Care, Tech and Tailored. Its customers are distributors and reseller partners, manufacturers, and corporates. Altkin invests in R&D as well as in its industrial equipments to guarantee, certify and prove the performance of its printing solutions. Altkin, which employs more than 700 people, generates annual sales of several tens of millions of euros and is aiming for €90m by 2025. Altkin is an ARMOR GROUP company, a responsible and committed player promoting social innovation. The group is world leader in the design and manufacture of thermal transfer ribbons for printing variable traceability data on labels and flexible packaging. With a worldwide presence, ARMOR GROUP employs nearly 2,450 people in some twenty countries on four continents. The group's turnover was €446m in 2024.



Photo credit: Altkin