

Cartridge on Wheels has a business model that really works for Skagen Designs. Everyone gets tired of getting those annoying calls asking you if you want to try someone's toner cartridge for some trial period. When I tell these companies that I have a partner that replaces my toner stock for me regularly and maintains my equipment for doing business with them, they leave me alone. Cartridge on Wheels also gets the printer help desk tickets off of my plate in a timely manner, enabling me to do more of my regular job. Not to mention, that we were able to consolidate all of our toner costs into one partner and save a considerable amount of money at it too.

