



INTERNATIONAL
— IMAGING TECHNOLOGY COUNCIL —

REMAN RISING

The Time to Embrace
Sustainability Is Now

1

A little about the International Imaging Technology Council

International Imaging Technology Council represents the interests of the imaging supplies industry, including office-machine retail and repair, office-supply retail, computer retail, repair and networking companies, and all related industry suppliers.



- **Defend** the industry through lobbying efforts and other industry-government programs that assist in fighting unfair competitive practices.
- **Promote** the industry and its products through education of institutional buyers, government purchasers and, ultimately, consumers.
- **Enhance** the business of imaging supplies dealers by promoting standardized test methods and other performance-proving programs.



2

A little about STMC

For 20 years, the Int'l ITC has administered and monitored the STMC (Standardized Test Methods Committee) program.

STMC is a global committee formed to find and promote standardized test methods for the printer cartridge industry. Customers demand STMC.

Proves that the company certified uses the highest industry-approved standards in manufacturing its cartridges. The STMC logo means that the cartridge in the box has been produced by a company that cares about quality.

Look for this mark

And look for a new mark to be introduced later...

For more information, see www.i-itc.org.



A little About Tricia Judge

- Executive Director of the Int'l ITC for 25 years.
- An attorney for 35 years.
- Admitted to the US Supreme Court Bar.
- Presented the position of the industry to the International Trade Commission, the Federal Trade Commission and in several federal court proceedings.
- Promotes cartridge remanufacturing as a regular speaker at industry meetings around the world.
- Hundreds (thousands?) of articles published in several publications, including Recharger, Imaging Spectrum, Office Technology, Recycling Times, Recycler Magazine, ENX Magazine, Nevada Lawyer Magazine and ASTM Standardization News.



At Washington D.C. meeting of Owners Rights Initiative advocates



Why is it important to Embrace & Sell Sustainable Remanufactured Cartridges

- Corporations, government agencies and even consumers want to buy environmentally-friendly products.
- Mandated ESG requirements, Environmentally Preferred Purchasing Policies
- Remanufactured cartridges are by far the best environmental alternative when compared to new-built or OEM compatible.
- **They cost about 30 % less than new OEM cartridges.**

*IBM Institute for Business Value



9 out of 10 companies surveyed say they are working on various sustainability initiatives across the enterprise.*

5

What are the different kinds of printer cartridges?



OEM
HP, Lexmark, Epson,
Canon, etc.



Clone & Compatible



Remanufactured

6

OEM Cartridges...and Barriers:

HP's Firmware "Upgrades" that downgrade your printer

- HP's new firmware is a time bomb, waiting until the printer is in service for a time. Or it automatically changes the firmware, so it disables all aftermarket chips. Either way, it is insidious, as the competitive cartridge works for a while, but then is disabled. And the firmware affects a host of popular printers.
- HP's actions are **highly anti-environmental**. Ironically, Automotive Parts Remanufacturers Association President Joe Kripli was left with 5 full cartridges he had to throw away.
- HP has also had several complaints brought against it (Int'l ITC, UKCRA and the DOE) for claiming EPEAT status, when its firmware prevents the use of reman cartridges. EPEAT process currently under review.
- More on firmware updates, including instructions on turning off automatic updates, available at www.i-itc.org



7

What is a Compatible/ Clone Printer Cartridge?

- "Compatible", "New Build", "Clone", "Counterfeit", "NBC"
- Imported from overseas
- Many violate OEM intellectual property
- Subpar manufacturing offer lower page yields & uneven quality
- Many fail to meet health and safety regulations & contain carcinogens
- Cannot be remanufactured or recycled & end up in US landfills. China will no longer take them back.
- **Recently, we found 82 Asian vendors who were selling NBCs as "remanufactured," when they are not.**



8

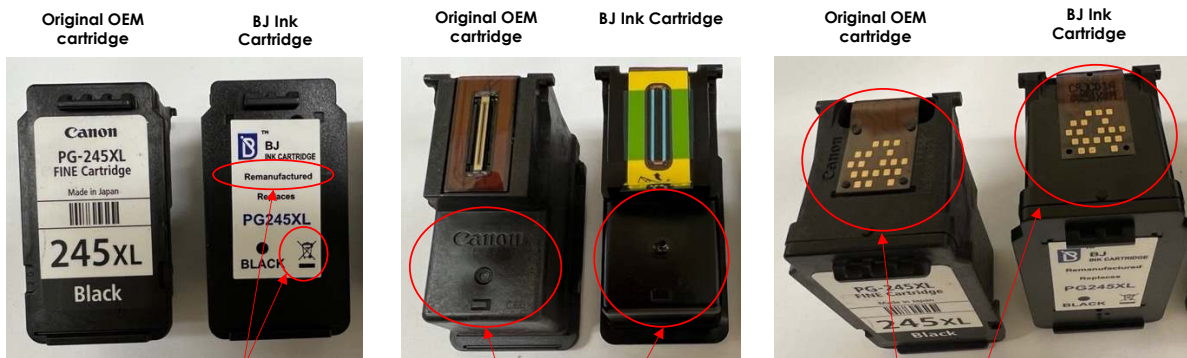
Based on Amazon's policies, federal and state laws, the sellers of these 82 brands on Amazon have been found to be selling counterfeit remanufactured ink cartridges or misrepresenting their products in listings that violate federal and state laws.

- | | | | |
|--------------------------------------|-------------------------------------|--|-----------------------------------|
| 1. AAKidInk | 23. Ezink | 45. JICDHIW | 67. Retch |
| 2. ActualColor | 24. Facms | 46. Jonity | 68. Sainler |
| 3. Ankink | 25. Fastink | 47. Kamoinc | 69. Sellyaha |
| 4. AtopInk | 26. Foiset | 48. Kingjet | 70. Sheengo |
| 5. AtopolyJet | 27. Forzik | 49. Kogain | 71. Smartink |
| 6. Batuto | 28. Geshine | 50. Kolor Expert | 72. St@r Ink |
| 7. BJ Ink Cartridges | 29. GPC Image | 51. Lemeroutrust | 73. Teino |
| 8. Bstink | 30. Greenbox | 52. Lucascolo | 74. Toner Kingdom |
| 9. Cartlee | 31. Greencycle | 53. LxTek | 75. Ubinki |
| 10. CG Chinger | 32. HavaTek | 54. Meetrgb | 76. Upsek |
| 11. Clorisan | 33. H&BO Topmae | 55. Miroo | 77. Vaker |
| 12. Coloretto | 34. IdealSeal | 56. Mooho | 78. ValueToner |
| 13. ColorKing | 35. Inewolf | 57. Mycartridgephoever | 79. V-Surink |
| 14. ColoWorld | 36. InkCloud | 58. Mytoner | 80. Witop |
| 15. CMTOP | 37. InkMate | 59. Neiber | 81. Yatunink |
| 16. CRTBOTW | 38. Inknj | 60. Novajet | 82. Yesink |
| 17. CSStar | 39. InkSpirit | 61. OA100 | |
| 18. Doreink | 40. Inktopia | 62. OnlyU | |
| 19. Economink | 41. InkWorld | 63. Palmtree | |
| 20. Ejet | 42. Insmax | 64. Penguin | |
| 21. Eston | 43. Janmore | 65. Pfkink | |
| 22. Evinki | 44. Jarbo | 66. Reprinpic | |

Click on any seller to see total number of listings

<https://drive.google.com/drive/folders/1oUfxFCoVn7PDLHisoWLEFWiwL4fvRKa2?usp=sharing>

An example of a New Built Ink Cartridge Claiming to be a Remanufactured Product



Side by side comparison between an original Canon cartridge and a new built non-OEM clone cartridge labeled as a remanufactured and sold as a recycled product.

The OEM cartridge has Canon imprint in the core of the cartridge. The body of the clone is a new built cartridge.

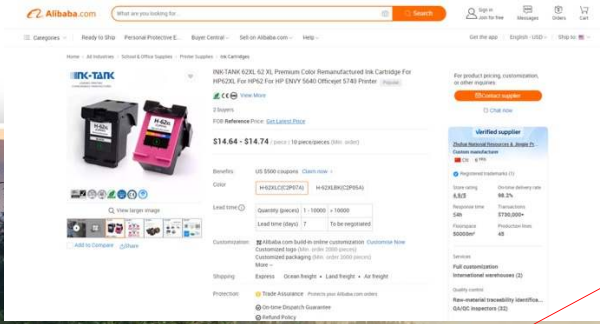
BJ Ink Cartridge does not have any OEM mark or markings of any kind to indicate its an original Canon cartridge

And what's in the plastic or ink?

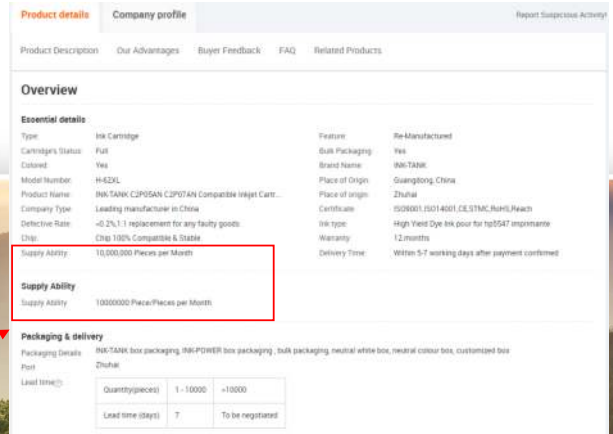
Clone Barriers:

Online Asian sellers claiming to sell remanufactured cartridges when they are really non-reusable new builds

Zhuohai National Resources & Jinqjie Printing Technology



This seller is offering 10 million remanufactured HP 62XL cartridges per month when the HP 62XL OEM core cartridges are hard to accumulate.



11

Ban On Single-Use Printer Cartridges

- In September 2021, the City of Los Angeles passed a ban on single-use cartridges
- Several other states and federal agencies considering this as well (DOE).
- Int'l ITC posted a letter to download to send to your elected representatives, and a website to locate their addresses, at www.itc.org.
- Prevailing political sentiment: anti-Asian products and pro-environmental products.



12

The Federal Government: The World's Largest Customer

- The U.S. GSA is reviewing its policy on purchasing single-use plastics.
- Int'l ITC recruits a willing U.S. Rep. Joe Morelle to assist.
- Morelle drafts strong letter in support of new restrictions based on cartridge remanufacturing industry.
- 52 Congressmen write another letter in support.



13

The Environmental Impact of Single-Use Printer Cartridges

Number of cartridges entering U.S. landfills each year:¹
350,000,000



How much metal and plastic EACH cartridge adds to a landfill:²

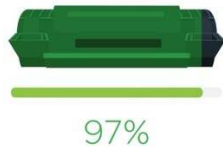


How much oil it takes to produce the plastic in a new-build cartridge:

2.5 ounces per ink cartridge
3.5 quarts per toner cartridge



What percentage of toner cartridge components can be recycled:³



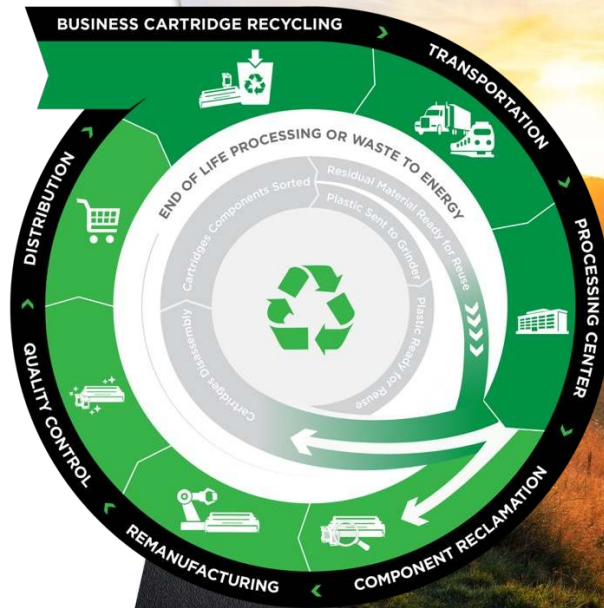
How long each cartridge takes to decompose:



14

The Environmentally Superior Option: Remanufactured Printer Cartridges

Recycling is Good, Reuse is Better!



15

New! Comparative Life Cycle Assessment (LCA)

Here are some of the key findings from Clover's third-party, peer reviewed LCA:

cloverimaging.com/LCA

Clover Imaging Remanufactured Black Toner Cartridge Compared to OEM Equivalent Cartridge



Clover Imaging Remanufactured Color Toner Cartridge Compared to OEM Equivalent Cartridge



16

How much can you lower your printing costs?



MSRP PRICE: **\$216.99**



MSRP PRICE: **\$121.99**



If your office uses 70 cartridges annually,
YOU SAVE \$6,650 IN JUST ONE YEAR



17

Collections
 Sustainability
 Reporting

Example
 Sustainability Report

Impact Summary

Type Desc	Total Qty	Total Pounds
InkJet	4300	767.39
Laser/Toner	9533	31557.41
Miscellaneous	17	4.25
Phones	0	0.00
Printer Components	291	2473.50

End-of-Life Solution (Pounds)

Reused	34802.55
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Equivalency Results

Your company's information entered above is Equivalent to one of the following statements:

Annual greenhouse gas emissions from 8.89 passenger vehicles
CO2 emissions from 4632.28 gallons of gasoline consumed
CO2 emissions from 95.74 barrels of oil consumed
CO2 emissions from 0.54 tanker trucks' worth of gasoline
CO2 emissions from the electricity use of 6.97 homes for one year
CO2 emissions from the energy use of 4.75 homes for one year
Carbon sequestered by 686.12 tree seedlings grown for 10 years
Carbon sequestered annually by 53.46 acres of pine or fir forests
Carbon sequestered annually by 0.28 acres of forest preserved from deforestation
CO2 emissions from 1715.29 propane cylinders used for home barbecues
CO2 emissions from burning 0.23 railcars' worth of coal
Greenhouse gas emissions avoided by recycling 14.00 tons of waste instead of sending it to the landfill
Annual CO2 emissions of 0.00 coal fired power plants

18

Intl' ITC Taking Action: New Certified Remanufactured Program

The Intl' ITC is working to bring tighter controls and better oversight on the importation of non-OEM printer cartridges.



- Rigorous evaluation and audit of manufacturer's environmental processes and facilities.
- Assures consumers that this cartridge is from a reputable manufacturer that has taken a genuine empty cartridge and remanufactured it to the highest standard.



19

Key Takeaways

- Sustainability is gaining steam, embrace or be left behind.
- Make sure you have a trusted partner.
 - STMC, Intl' ITC Certified Remanufactured Program, other accreditations and support services.
- Anti-Chinese sentiment continuing to grow.
- Leverage sustainability when selling to the Federal and State & Local Governments and companies with ESG goals and mandates
- **Resources for End Users**
 - Intl' ITC website (www.i-itc.org)
 - Clover Marketing Portal (<https://www.cloverimaging.com/partner-marketing-portal>)
 - Counterfeiting avoidance (<https://www.isc-inc.org/detection>)
 - Offer Sustainability Reporting
 - Environmental Calculator
<https://i-itc.org/environmental-calculator/>



20

