

The Toner and InkJet Cartridge Remanufacturing Industry

Buying printer cartridges that are
good for the environment and
good for the budget

Remanufacturing of printer cartridges



Printer cartridges are remanufactured when worn or exhausted parts are restored or replaced; and the final product performs like the original new one.

The Cartridge Remanufacturing Industry

- Estimated 10,000 member companies in 85 countries.
- 2000 in the United States
- Remanufacture 105 million cartridges.
- At that rate, 84,000 tons of industrial-grade plastics and metals is kept out of landfills each year.
- Holding from 10 to 50 % of market share (varying by cartridge type).

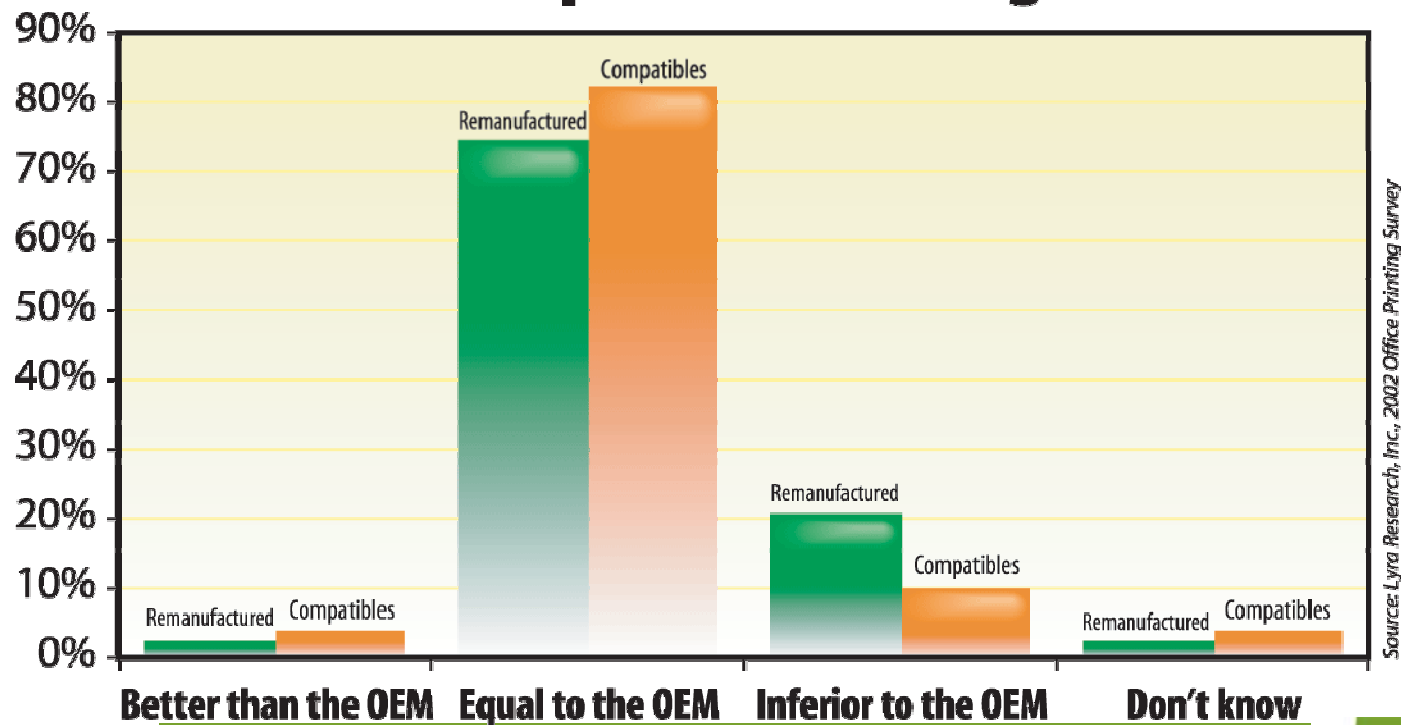
Aftermarket cartridges make printing affordable

- An \$4.5 billion dollar industry with humble beginnings.
- Testing and certification has replaced “drill and fill.”
- Remanufactured cartridges cost savings are as much as 50% over the new OEM.



Customers like remanufactured cartridges

Quality of Remanufactured and Compatible Cartridges



On-Line Survey Shows Acceptance



Asked this question in an on-line poll the week of December 6, 2004:

Do you use recycled ink and toner cartridges in your office or home?

YES answered over 60% of respondents!

The OEMs want to capture their supplies marketplace

Lexmark

Epson

Hewlett-Packard

Canon



To protect their lucrative supplies market, the OEMs are resorting to anti-competitive tactics to capture those sales and hold the consumers captive. Such as placing smart chips in both the printers and cartridges so that they can not be remanufactured. This also includes disinformation about the economic and environmental value of remanufactured cartridges.

Pursuing quality: Standardized Test Methods Committee

- Formed in 1999 at meeting at RIT.
- Industry technical leaders decided to create a uniform testing protocol to allow consumers to test and compare cartridges.
- Guide incorporates ASTM and other published standardized test methods.
- HP and other OEMs have validated STMC Guide as credible.
- OEMs have only recently developed something remotely similar.



Assuring quality through standardized testing

- Consumers will be able to buy with security
- Quality-oriented remanufacturers will have a basis for selling products other than price.
 - TXDOT & other agencies include STMC certification in bid criteria
- Credible remanufacturers won't be competing with counterfeiters or low quality producers.



Testing at RIT's Imaging Supplies Lab

- Apply STMC testing criteria.
- Testing of OEM and remanufactured cartridges, including inkjet, monochrome and color toner
- Component Testing
- Audit program

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