

RECYCLER

TRADE MAGAZINE

Toner and inkjet remanufacturing – making waste work

Recycler comes to India
November 19 – 23
www.visitremax.com

Issue 177 • November 2007 • ISSN 1467-0879



EXCLUSIVE INDIA REPORT



**FIRST
FIFTY**

52

First Fifty



45

Jan van der Steen



76

UKCRA meeting

RECYCLER MAGAZINE'S FIRST FIFTY 2007 CARTRIDGE REMANUFACTURERS WORLDWIDE

No.	Company Name	Country	No.	Company Name	Country
1	NU-KOTE INTERNATIONAL	USA	26	APM	GERMANY
2	CARTRIDGE WORLD	USA	27	RTS IMAGING	AUSTRALIA
3	PRINT-RITE HOLDINGS, LTD. (MULTI-UNION, UTEC)	CHINA	28	ISLAND INKJET	CANADA
4	MSE	USA	29	DCI	UK
5	NINESTAR IMAGE CO., LTD.	CHINA	30	TECKN-O-LASER (AN ADSERO COMPANY)	CANADA
6	CLOVER TECHNOLOGIES GROUP, LLC	USA	31	UNIVERSAL TRADERS	INDIA
7	THE TURBON GROUP	GERMANY	32	IMAGE TECHNOLOGIES INTERNATIONAL	USA
8	INK CYCLE	USA	33	CARTRIDGES ARE US, INC	USA
9	PELIKAN	SWITZERLAND	34	GENERATION IMAGING CONSUMABLES	USA
10	Pti CANADA	CANADA	35	DURALINE IMAGING, INC	USA
11	XPS B.V.	THE NETHERLANDS	36	CABOODLE CARTRIDGE	USA
12	AFEX INTERNATIONAL (HK) LTD.	HONG KONG	37	MKG	CANADA
13	LASER IMAGING INTERNATIONAL/PERFECT INK	USA	38	ACM TECHNOLOGIES, INC	USA
14	ENVIRONMENTAL BUSINESS PRODUCTS, UK	UK	39	ECO SUPPLIES	SWEDEN
15	K&U PRINTWARE GmbH	GERMANY	40	REFILL24	GERMANY
16	LASER TEK INDUSTRIES	USA	41	PBT INTERNATIONAL	UK
17	GREENMAN GROUP Plc/MSE	USA	42	ATC IT SUPPLIES	AUSTRALIA
18	FARBAX KFT	SWITZERLAND	43	INKMAN	THAILAND
19	RETECH TECHNOLOGY INTERNATIONAL, LTD	CHINA	44	PRIMEDIA PRODUCTS, INC.	USA
20	IJR, INC	USA	45	CARDINAL CARTRIDGE, INC.	USA
21	BEROLINA SCHRIFTBILD GmbH & CO.KG	GERMANY	46	TTI, INC.	USA
22	KVM SUPPLIES	THE NETHERLANDS	47	GERMAN IMAGING TECHNOLOGIES LLC	DUBAI
23	LASER TECHNOLOGIES	USA	48	INK LAB COMPANY LTD.	HONG KONG
24	KMP AG	GERMANY	49	CERRTONE	ROMANIA
25	DENSIGRAPHIX KOPI, INC.	CANADA	50	ORINTON INTERNATIONAL, LTD.	HONG KONG

Recycler Trade Magazine's First Fifty

With the benefit of experience gained in preparing the first First Fifty® list, published in our April 2006 issue (pp. 70-71), we are pleased to offer the latest compilation. Accuracy has been our primary goal in gathering the data necessary for this global survey, yet in a few cases, in the absence of hard data, intelligent estimates have been used.

Let it be said that with each passing year the accuracy of this list improves as more of the candidate companies come forth with the information we require.

Against this backdrop, of course, is the challenge of impacting mergers and acquisitions which must be reconciled and integrated into the lineup. As an example, franchise operations have now been included after having been omitted from last

year's ranking.

Once again, we found the collection of data to be an arduous task as many remanufacturers declined to reveal their key statistics, namely annual revenue, number of plant workers, plant area, and average number of cartridges remanufactured per month.

Let us reiterate our assurance that all data submitted for this table is held in strict

confidence and used only in a mathematical algorithm to calculate a final "score." The scores are then ranked in order of descending value to determine which organisations comprise the First Fifty largest remanufacturers.

This final ranking, as shown on the adjacent page, is the only information that is made public. All of the raw data and the individual scores are held in secrecy by Diamond Research Corporation whom The Recycler again commissioned to conduct this survey.

Should you wish to comment on this list, please email news@therecycler.com. When we produce the list next year, we shall certainly use your feedback notes and comments to refine our methods and our source data collection process.

Companies comment on their ranking

Ink Cycle

Ink Cycle commented "We are honoured to be placed in your 'First Fifty'."

What do you attribute your success to?

"Over the last 15 years in business, we have been blessed with a lot of success for our company and our business partners. By committing our resources to delivering products to our customers that "once sold, stay sold", we help our reseller partners spend less time fighting to retain customers and more time attracting new ones. After all, the partnerships that prove to be most successful are the ones in which neither of us is worrying over the last nickel; we are working together to grow their top and bottom."

What do you think could be the reasons behind your new entry into the rankings?

"When our volume of remanufactured inkjets hit 1,000,000 units in a single month, it definitely drew some attention. Prior to that, we were recognised as a quality and IP leader but fell below the radar due to very little public visibility. As we have grown our business outside of the major retail channels under store brand and added several hundred independent dealers in the last year, we are gaining some public spotlight for both reman ink and toner products."

What are you doing to set your company ahead of the competition?

"Well, we probably won't say too much

about this right now, but a number of major initiatives are being rolled out in 2008 and we will remain focused on our core competencies and set of values that revolve around innovation, technology, IP leadership and personal service. A number of the companies that have been around as long as we have are merging, being rolled up etc and our goal, as an independent, is to continue to provide personal and world famous customer support."

Retech

Retech commented "We are very glad to hear the good news. We think the following factors have brought us success and ahead of the competition:

1. Quality and customers are our priority. We gained the ISO 9001 certificate.
2. Protect the environment. From the beginning, we have focused on remanufactured toner cartridges. We gained the ISO14000 certificate.
3. Strong R&D. Every month we release new models to help our customer to keep up with the market.
4. Large-scale production with 10,000 square metre facility and continuously increasing our monthly capacity, it is 200,000 pcs per month now.
5. Good industry experience. Six years manufacturing recycled toner cartridges.
6. Legal licence from government for import of empty toner cartridges.

7. Close attention to price and customer services."

Pelikan

"Pelikan can look back on a long and rich history full of innovation, from the production of high-quality ink to the hi-tech products required in the range of up-to-date printing technologies. A tradition of more than 150 years built up that strong brand in printer supplies.

As a manufacturer of high tech printer supplies Pelikan is always one step ahead: the development of innovative printer supplies is our premium target. The latest example - the complicated refilling of inkjet cartridges is being revolutionised by the unique "PowerPad" the clever refill system for the original Canon cartridges CLI-8 and PGI-5. The new, patented solution offers the user simple, clean and easy handling and in the tradition of Pelikan; top quality at attractive prices. This strategy helped Pelikan to become the number one company in the market for compatible printer accessories and now to enter into the Recycler Magazine's First Fifty ranking of the top cartridge remanufacturers worldwide. We will continue as a strong and innovative brand with a long tradition: high quality, top service and user-friendliness with attractive dealer margins and attractive end-user prices."