



May 2002

Dear CIPRA Member

I am pleased to report that CIPRA has been active in building a strong base that will allow our organization to represent your interests. Over the past four months, we have completed a survey of the membership to help establish our mandate and priorities. We had a response rate of almost 40% and thank everyone who took the time to reply.

Based on the survey results, you told us that you wanted CIPRA to:

1. Bring attention to, and fight trade restrictive practices by OEMs (prebate, chips, etc)
2. Educate consumers that remanufactured toner cartridges and ink jets are a viable alternative to OEMs
3. Be the spokesperson for the industry
4. Police ethical business practices within the industry.

In response, a public relations campaign is underway to create greater awareness of the remanufactured cartridge industry. Excellent informational pieces have been developed to help explain the benefits of using our products. The writer, Paul Lima, will lead a session at our conference to explain how you can use these materials in your local community.

CIPRA is also pleased to announce that it has made a donation of \$5000 to ACRA in support of its lawsuit against Lexmark, and extends the full support of all Canadian companies involved in the cartridge remanufacturing industry. This donation was made possible by a special contribution, over and above membership fees, which was paid by our vendor and other large members in support of trade restriction initiatives undertaken by CIPRA.

Information has been collected to demonstrate the scope of our industry and its impact on the economy. This data will be used as opportunities arise to make representations to government.

We have held regional meetings in Quebec and Ontario that were informative and well attended. We have a dynamic conference planned for June 9-10 with top-notch sessions set to help your business succeed.

Efforts are also underway to expand our membership base. New membership promotion materials have been developed and have been distributed to prospects with the assistance of our vendor members.

An updated membership roster has been compiled and will be included as part of the annual conference package. Preliminary work has also been completed to update our website and increase its relevance to the membership.

Considerable progress has been made in 2002. While we are proud of what we have accomplished thus far, there is much more to be done. And the reality is that we will only be able to meet the needs of industry members if we have adequate resources. Currently, we are generating about \$4000 annually in membership dues - a little over \$6 per month per member. If we want CIPRA to be a credible organization, we must be prepared to make an investment in its future. For that reason, the Board of Directors has recommended that for 2002-03, dues will be set at \$240 to cover membership for the 18 month period July 1, 2002 to December 31, 2003 (equating to \$13 per month). This increase, while still very affordable, will generate a funding base to run the association and continue the initiatives that have been started ie

- National public relations to promote our industry and address trade restrictive practices\
- Offering high quality regional and national meetings
- Web site development
- Membership promotion
- Professional management of our association.

We can achieve far more collectively to promote the remanufactured cartridge industry, and in so doing, our individual businesses. I hope that you will agree with me that we have a responsibility to protect and expand our industry.

I look forward to your continuing support in 2002-03. Please find attached a copy of your 2002-03 invoice. Your prompt payment by June 30th will be greatly appreciated. If you have any questions, please feel free to call me at 204-694-9222 (derekj@newworldtech.com) or our Executive Director, Shelley Morris at 204-795-2000 (smmorris@mts.net)

Sincerely,

Derek Johansson
Chairman of the Board
CIPRA