



Canadian Imaging Products Remanufacturers Association
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Canadian Imaging Products Remanufacturers Association Donates \$5,000 to Help Fund Law Suit Fighting Use of Restrictive Trade Practices that Prevent Customers from Purchasing Recyclable Cartridges

Imaging Products Remanufacturing Industry Helps Reduce Cost of Printer Ownership, Contributes to Local Economies and Healthier Environment, Employs Over 2,000 People and Recycles Over 100,000 Printer Cartridges Per Month in Canada, but Faces Obstacles to Continued Growth from Original Equipment Manufacturers

Winnipeg, Manitoba, April 29, 2002 – The Canadian Imaging Products Remanufacturers Association (CIPRA) has made a \$5,000 donation to support the Arizona Cartridge Remanufacturers Association lawsuit that fights restrictive trade practices introduced by Lexmark, a printer manufacturer.

The suit alleges that Lexmark has engaged in a prebate scheme (essentially a discount on a second cartridge paid in advance) that interferes with the ability of remanufacturers to acquire empty cartridges. Lexmark does this, the suit argues, by misleading consumers into believing their printing costs would decrease and the environment would improve through the purchase of Lexmark Prebate laser toner cartridges.

"Empty cartridges are the lifeblood of the remanufacturing industry. This Prebate scheme lessens the supply of cartridges and limits consumer choice. Prebates are falsely advertised by Lexmark as a program that saves consumers money and improves the environment," says Tim Lomax, Chair of the CIPRA Trade Restriction Committee.

CIPRA was established in 1998 to lobby against OEM restrictive practices and fully supports the Arizona Cartridge Remanufacturers Association lawsuit against Lexmark.

Across Canada, entrepreneurial office products and computer supply companies have expanded businesses, created meaningful employment and kept recyclable, non-biodegradable material out of local landfill sites. They have done this by remanufacturing laser printer toner cartridges and ink jet cartridges, recycling other printer components and refurbishing older printers for Canadian companies.

Remanufacturing cartridges reduces capital costs and lowers the total cost of printer ownership and the per page cost of printing by approximately 30 to 40% per printer when compared to the exclusive use of original cartridges, according to CIPRA. The typical imaging products remanufacturing customer has 20 to 40 printers, which means substantial savings for companies that use remanufacturers.

"In addition to saving Canadian businesses money, imaging product remanufacturing companies employ over 2,000 people in Canada and recycle over 100,000 cartridges per month. This saves over 300,000 liters of oil and keeps over 500,000 pounds of waste from going into landfill sites each month," says Lomax.

"The industry is growing at over 10% annually and imaging product remanufacturers hired over 200 new employees in 2001," he adds.

The explosive growth of the Canadian imaging products remanufacturing industry has paralleled the dynamic growth of the computer industry in Canada. However, the industry is facing obstacles to continued growth from Original Equipment Manufacturers (OEMs) who have engaged in a variety of Restrictive Trade Practices. These practices lock businesses and consumers into buying replacement cartridges from them, rather than from local remanufacturers.

Restrictive practices include prebates and the use of proprietary computer chips that prevent printers from operating when remanufactured cartridges are installed.

A not-for-profit association, CIPRA educates government decision-makers about practices that limit consumer choice and make it difficult for remanufacturers to fulfill business demand for remanufactured imaging products. CIPRA aggressively promotes the use of remanufactured cartridges as a viable alternative to cartridges from OEMs, especially since many OEM cartridges use some recycled material, as indicated on the cartridge packaging.

CIPRA is also engaged in promoting remanufacturing as an industry that produces high-quality products, saves businesses money, reduces landfill waste and contributes to a healthy environment and to healthy local economies. And CIPRA is working to create a positive image for the remanufacturing industry. To that end, CIPRA has established a Code of Ethics designed to encourage professionalism and sound business practice in the remanufacturing industry.

ABOUT CIPRA

The Canadian Imaging Products Remanufacturers Association (CIPRA) is a not-for-profit, member-funded and supported association founded in 1998 to lobby against OEM trade restrictive practices and to promote the economic and environmental benefits of remanufactured imaging products. Headquartered in Winnipeg, Manitoba, CIPRA has 61 members across Canada. CIPRA is a member of the International Imaging Technology Council (ITC), which represents the interests of the world's office imaging industry.

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