



**2006**  
**16th-17th**  
**October**  
**BERLIN**

**Remax IF Conference –**  
**Berlin 16 – 17 October 2006**  
**Remanufacturing in Europe**

## PROGRAMME



# The Conference Programme

Monday 16<sup>TH</sup> October 2006

**11:00 WELCOME & OPENING REMARKS**  
*David Connett, Publisher, Recycler Trade Magazine. Christian Wernhart, President, ETIRA.*  
 Welcome; Conference Caveats & Objectives; Commercial Messages; Getting the Most Out of this Meeting.

**11:20 Sponsor's Presentation: Hip Kiu Manufacturing**

**11:35 SESSION 1: The Big Picture**  
*Jim Forrest, Lyra Research*  
 Trends in the markets for monochrome, colour laser as well as ink jet printers from an OEM perspective. Focusing on a worldwide view, but will provide a few insights into regional markets. The implications of these trends to the aftermarket will be highlighted.

13:00 Luncheon - Sponsored by Baiksan OPC

**14:15 Sponsor's Presentation: OCP GmbH**

**14:30 SESSION 2: Intellectual Property - the issues,**  
*Dr. Katja Dauster, Patent Attorney*  
 Understanding what intellectual property is, protecting your own and making sure you don't infringe others' intellectual property rights are all very important to know and understand as the OEMs increase their use of intellectual property litigation to protect their market share.

15:30 Refreshments Served - Sponsored by Shanghai Huatai Digital Control Co., Ltd.

**16:15 SESSION 3: The Big Debate**  
*Chaired by David Connett, Publisher, Recycler Trade Magazine.*  
 Low cost imports are impacting on the market?  
 What are the issues; Quality, price, intellectual property?  
 How can the remanufacturing industry compete?

**17:15 Sponsors' Area Open**

**19:30 Sponsors' Cocktail Reception**

**20:30 GALA DINNER** *Sponsored by Hip Kiu Manufacturing and OCP GmbH in association with Etira*

Tuesday 17<sup>TH</sup> October 2006

**08:00 Sponsors' Area Open**  
*Complimentary Coffee/Tea - Sponsored by Shanghai Huatai Digital Control Co.,*

**10:15 REVIEW OF DAY ONE**

**10:45 SESSION 4: The Oxford Brookes University Report on the Remanufacturing Industry in Europe**  
 Inside Remanufacturing, How big, what direction is the industry taking, how do you compare? For the first time an independent survey of the remanufacturing industry. You will find some interesting facts and trends about the European industry...

**12:00 SESSION 5: CEN The Latest**  
*Dr. F.U. Schmitt, Laser Care GmbH*  
 Dr Schmitt will provide an update on the progress of the CEN standard and set out the options for the industry for the conference to discuss.

13:00 Luncheon - Sponsored by Baiksan OPC

**14:30 SESSION 6: Delivering Quality to the consumer**  
 The consumer wants a quality product that is good for the environment at a competitive price. How can we deliver quality and reliability effectively that demistifies the OEMs aggressive confusion marketing? You decide...

**15:30 SESSION 7: PANEL DISCUSSION**

**16:00 CONFERENCE ENDS**



## David Connett

*Publisher, The Recycler Trade Magazine*

David Connett is an engineer by profession and was an active (toner everywhere) remanufacturer for seven years prior to taking over The Recycler Trade Magazine in 1997. For the last three years David and the magazine have been part of the lobbying effort to get the WEEE Directive through the European Parliament and more recently lobbying at a national level for full implementation of the directive. David is Vice President of ETIRA (the European Toner and Inkjet Remanufacturers Association) and has spoken at many industry meetings. He regularly briefs the international press and lobby groups on industry issues..



## Jim Forrest

*Managing Editor, The Hard Copy Supplies Journal*

Jim Forrest, Managing Editor, *The Hard Copy Supplies Journal* is responsible for the planning, editorial content, writing, and management of *The Hard Copy Supplies Journal*. Mr. Forrest has extensive technical and marketing experience in the printer industry. Prior to joining Lyra, he was manager of market development and research at Markem Corporation, a manufacturer of industrial printing equipment and supplies. His additional experience includes marketing management positions with NEC Technologies, Genicom, and Centronics Data Computer and programme management and manufacturing engineering responsibilities with the line printer division of Control Data Corporation. He joined Lyra in 1998.



## Dr.- Ing. Katja Dauster,

German Patent Attorney and European Patent, Design and Trademark Attorney with Patentanwälte Ruff, Wilhelm, Beier, Dauster & Partner, Stuttgart, Germany, born in 1972, studied general mechanical engineering at the TU München graduating with a Doctor's Degree (Dr.-Ing.) in 2001. Active in the field of intellectual property law since 2001, admitted as German and European Patent attorney in 2005, with Patentanwälte Ruff, Wilhelm, Beier, Dauster & Partner in 2006.



## Vincent van Dijk

*Managing Director ETIRA  
Breda, Netherlands/ Brussels, Belgium*

Vincent van Dijk is part-time Managing Director of ETIRA, the European trade association of remanufacturers of toner and inkjet cartridges. Since the creation of ETIRA in 2003 by its 15 founding members, the association has grown to more than 55 members across 15 countries, and is now recognized as the official European industry representation. Vincent is a seasoned expert in multi-national industry representation, having managed several trade associations in both Brussels and The Hague for more than 12 years. During his tenure in Brussels, he acquired major experience in EU affairs, providing strategic counsel to multinational clients in the US and Europe. He holds a law degree, specializing in corporate law, from the University of Leiden. Born in 1962, he is of Dutch nationality and fluent in Dutch, English, German and French, and has basic knowledge of Spanish. He is a regular speaker in international seminars, congresses, etc.

## Dr. Franz-Ulrich Schmitt

Dr. Schmitt is the co-founder, co-owner and Managing Director of Laser Care GmbH, Germany. His main responsibilities within the company lie in marketing and R+D. He has a PhD in Chemistry and has previously worked for Pelikan and BASF. Heavily involved in DIN, Schmitt is Vice chairman of NI 28 – the Mirror Group of SC 28 of ISO – representing the group of remanufacturers within CEN TF 165.

## OCP

Inkjet Inks are OCP's mission. As such, it expects every request, every enquiry to be another new, potential challenge. As in all rapidly growing markets, the demands of the hardcopy aftermarket are continually becoming more and more specific and complex. Technical expertise and practical experience are essential for long-term success - not only in our industry.



Stability, composition, permanence - these are the three major groundings of OCP's success. But there is something more: YOU may be more commonly considered to be a customer - we prefer YOU to be our partner. Co-operation is our principle, consultation a matter of course.

Why wait? Enter the World of OCP inks!

## Hip Kiu

Hip Kiu is the leading designer and manufacturer of replacement plastic parts for the remanufacturing industry specializing in conversion kits and jumbo hoppers.



These conversion kits allow the use of previous models of cartridges to be used in the latest machines and standard cartridges to be used in Fax Machines. We have also developed common waste sections or conversion tops to allow the use of one type of cartridge in multiple machines such as the Samsung, and IBM, Xerox and Lexmark.

Hip Kiu is world famous for its innovative series of Jumbo Hoppers allowing remanufactures to compete very aggressively with low "costs per page" for printing. Our Jumbo Hoppers have increases of 50% to 100% on the OEM capacity. Our latest jumbo hoppers for HP printers 1320 and 2400 allow the small starter cartridges to be used to make high yield cartridges.

Hip Kiu also has a large range of inkjet clips, shipping locks, covers and other indispensable items.

The latest conversions are to convert HP1200 cartridges into EP27 cartridges and HP1010 cartridges into FX10 cartridges.

## ETIRA

ETIRA is the European Toner & Inkjet Remanufacturers Association. Founded in 2003, it now unites over 60 major remanufacturers in 15 European countries. ETIRA Members have one common goal: to raise the market share of remanufactured cartridges across Europe. ETIRA helps them by promoting quality remanufacturing, raising the overall industry image and by bringing the industry



together through its regular Members Only networking meetings. ETIRA has a stand at Remax, representing the entire industry in Europe. If you too want to grow your business, just contact ETIRA.

## Recycler Publishing & Events

Recycler Publishing & Events Ltd is a business-to-business media provider, headquartered in Witney, Oxfordshire, United Kingdom. It serves the toner and inkjet remanufacturing industry and the wider imaging supplies industries through a range of well-established, market-leading products and services. The company's portfolio includes specialist trade publications, web platforms, conferences and trade shows, as well as a host of database and research services. Recycler Publishing & Events has an extensive network of employees, editorial contributors and freelancers based in every corner of the globe.



## Shanghai Huatai Digital Control Co., Ltd

Shanghai Huatai Digital Control Co., Ltd is a manufacturer located in Shanghai, China. Being ISO 9001 certified, with a strong and continuous focus on R&D and ensuring high-quality products has helped the company to establish itself as one of the market leaders amongst the biggest international market players in this industry. It uses advanced manufacturing equipment and qualified materials.



For high-standard HP, Lexmark, Canon, and Epson-compatible and remanufactured ink cartridges. Contact us now. OEM partners, agents and distributors are welcome.

## Baiksan

A world leader in quality OPCs for laser printers and faxes. All Baiksan OPCs are made in its own factories in Korea using the latest technology and equipment. Baiksan works through joint ventures to develop complete recycling solutions for colour cartridges. Baiksan always tries to develop new products and get them to market quickly. It is always interested in customer feedback and will look at possibilities to develop niche products.



Baiksan has quality assurance in every phase of production from initial design to finished product, the biggest range of OPC drums worldwide, the newest state-of-the-art coating facility, worldwide recognition for excellent quality and competitive pricing, ISO 9001 and ISO 14001 certification and aims to offer complete cartridge solutions for HP colour lasers.