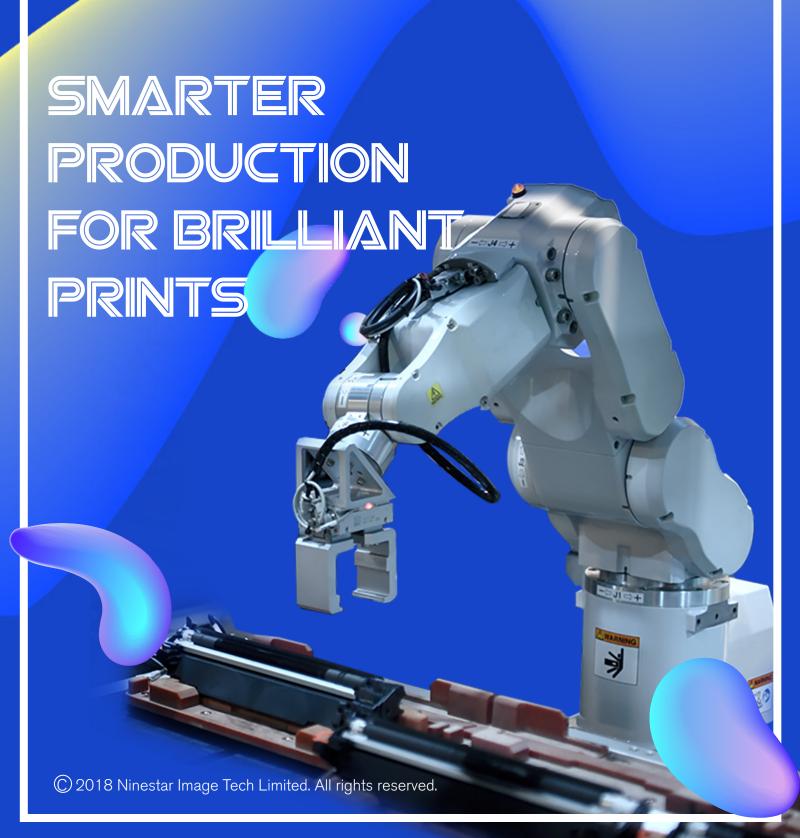




## PIONEER

PIONEER THE INSIGHT

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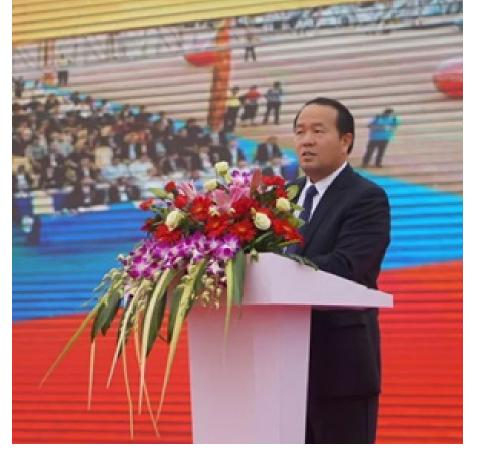
n October 19th, the **Foundation Stone** Laying Ceremony for High-End Equipment Intelligent Manufacturing Industrial Park was held in Pingsha, Zhuhai. The groundbreaking ceremony marked the opening of China's first high-end equipment intelligent manufacturing base for laser printers.

This high-end equipment intelligent manufacturing project has received strong support from the municipal party committee and the municipal government, and has received extensive attention from all walks of life. Lu Xiaofeng, deputy mayor of Zhuhai Municipal People's Government, party secretary of Zhuhai Gaolan Port Economic Zone, director of the management committee Jiang Jianping, Zhuhai Municipal **Development and Reform** Bureau, Zhuhai Municipal Bureau

of Commerce, Zhuhai Municipal Bureau of Land and Resources and relevant leaders of Zhuhai Gaolan Port Economic Zone Attending the groundbreaking ceremony.

Leaders of Export-Import Bank of China, China Citic Bank, China Construction Bank, China computer Industry Association and China Modern Office Equipment Association, as well as media fiends, Ninestar shareholders, customers, suppliers and strategic partners were invited to attend this ceremony and to witness this historic moment.

Mr. Jackson Wang, the Chairman of Ninestar Corporation, delivered a speech. He reviewed Ninestar's history and talked about the future strategic goals. In the future, the completion of Ninestar's high-end intelligent manufacturing industrial park will accelerate the integration of technology, capital and talents.



**Industry Insight** 

**Marketing Activities** 

**Products & Technology** 

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NEWS SPOTLIGHT I PIONEER INSIGHT

## Ninestar Wins Technology Innovation Award

inestar was presented with Recycling Times' Technology Innovation Award at the RT Media Global Industry Awards Ceremony held on October 18, 2018 in recognition of "Ninestar successfully meets the OEM challenge to innovatively design and develop a market-leading, patented, non-infringing OPC dongle-gear solution."

An Internal Award Ceremony was held on October 25 in headquarter of Ninestar, to honor the technicians and engineers who have made contribution to technological innovation.

At the end of the award ceremony, Mr. Jason Wang, the General Manager of Ninestar Image, joked that he purposely wore a pair of jeans to attend this ceremony because this is engineers' favorite dressing style. "I'm so proud to see all you guys gathering here, coming to the stage and receiving the award you deserve." said Jason. He also emphasized that we must broaden our thinking and keep innovation not only in technology, but also in management, marketing and sales.







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### Ninestar Perfects Production Processes for Its Latest G&G Color Toner Cartridges

Over the past 10 years, the markets for color electrophotographic hardware and supplies have been among the healthiest in the digital imaging industry. As the number of monochrome pages has declined, the number of color pages has grown steadily along with the number of color toner cartridges consumed printing these color pages. Looking to cash in on the popularity of color printing, the leading OEMs, including Brother, Canon, Dell, HP, Konica Minolta, Kyocera, Lexmark, Oki, Ricoh, Samsung, and Xerox, have released over 100 new color printers and MFPs since the start of 2017 along with scores of new toner cartridges

for these machines.

The technical challenges of reverse-engineering and producing color toner cartridges have acted as a barrier to entry for many third-party supplies vendors and prevented them from reaping the profits color consumables offer. As a result, the revenue opportunities the growing population of color printers and MFPs provide, along with all the consumables sales for these machines, have gone almost exclusively to OEMs and their channel partners. Ninestar is working hard to reverse this trend, and its latest G&Gbranded color products are opening the color toner cartridge market up to Ninestar's dealers and other partners in the channel.

#### **Ninestar's Key to Success**

As the market for color cartridges has grown, Ninestar has invested millions of dollars so it can produce new color cartridges that perform as well as the OEMs' products. For more than 18 years, Ninestar has remained committed to the production of only the highest quality third-party ink and toner cartridges, which are marketed worldwide under the G&G brand. Now, the firm is dedicating much of that experience and expertise to

the development of perfect color toner cartridges.

One of the big investments Ninestar made to improve its manufacturing capabilities was the development in 2012 of a new 12-step industrial engineering program for manufacturing. The IE12 program has allowed Ninestar to transition from low-tech, low-input, lowthreshold manufacturing to hightech, high-input, high-threshold production. The infrastructure developed as part of the IE12 program helped pave the way for Ninestar to develop and deploy automated systems as the company further enhanced the performance of its G&G products.

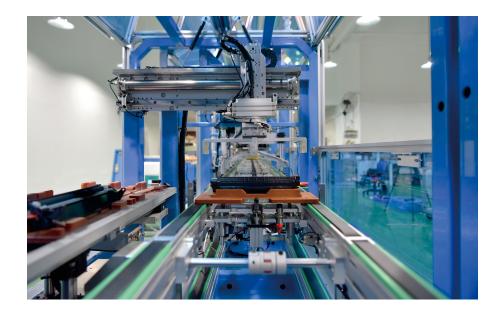
Consistency is key when manufacturing color cartridges and under the IE12 program, Ninestar standardized each step of the production process for G&G cartridges. Employing the

latest measuring instruments and testing equipment,
Ninestar's materials engineers began analyzing all incoming raw materials to qualify each individual component and ensure that there is no deviation in quality. OPCs, doctor and wiper blades, and the various rollers along with the CMYK toners were all qualified to ensure they all worked together.

Because of Ninestar's market-

leading position in the industry and its technical expertise, the company could work with its suppliers to ensure its color toners are identical from batch to batch. One problem that has plagued third-party color toner cartridges has been fluctuations in color because of inconsistent toners. By working with its vendors and constantly testing, Ninestar has all but eliminated issues around color inconsistency such as color drift. Toner leakage has also been a big problem for third-party color cartridge producers. By developing special sealants and automated sealing equipment, Ninestar has also eliminated leakage.

Using its IE12 protocols, Ninestar went beyond standardizing parts and has begun standardizing all its assembly lines that are producing the same SKU. For example, today all the same propriety tools are used on each line as well as the same assembly processes. Ninestar also uses only seasoned workers with a year or more experience to assemble



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color toner cartridges. These highly-trained line workers visually inspect every element that goes into G&G color consumables and they are qualified to use Ninestar's various tools to assemble cartridges. At various points, the technicians test the production quality of a cartridge as it is being put together.

#### **Even More Advanced Production**

By embracing the processes in the IE12 program, Ninestar has dramatically improved the quality and consistency of its color toner cartridges. However, in order that ensure that its color toner cartridges perform flawlessly, the company is looking for additional improvements.

Shortly after implementing its IE12 program, Ninestar began automating the production of its ink cartridges. Deploying robotic assembly lines and other smart manufacturing technology, the company has improved the quality of its ink cartridges as well as its manufacturing efficiency. Currently, Ninestar is running 28 fully automated ink cartridge production lines. Ninestar's investment has totaled over \$15 million since it began to make the move in 2013 to fully automate its ink cartridge production.

Ninestar's move toward automation has been more than just deploying robotic equipment. Establishing fullyautomated production lines that operate flawlessly requires the

integration of many complex systems working together in perfect harmony. Ninestar has invested heavily in developing propriety software and hardware systems that can work together to master the various challenges presented by digital imaging. Regardless if the cartridges are based on ink or toner technologies, Ninestar's fullyautomated production lines are capable of mastering the optics, chemistry, electronics, and other advanced engineering challenges that digital imaging represents. No other third-party supplies manufacturer has the infrastructure and expertise that Ninestar has, or the ability to develop and implement the firm's automated systems.

Having successfully automated

much of its ink cartridge manufacturing, Ninestar is now taking its expertise in smart manufacturing and applying it to toner cartridge production. The firm plans to invest approximately \$45 million to automate toner cartridge production. As part of IE12, Ninestar has already streamlined and automated certain simpler tasks such as filling partially assembled cartridges. On the bulk of its toner cartridge production lines, however, Ninestar continues to rely on human workers to perform more complicated production tasks such as installing the OPC drums and doctor blades and applying finishing touches such as sealing and testing finished cartridges. Ninestar plans to migrate all those tasks to robots in the near future.

The transition is already underway. Currently, Ninestar operates a fully-automated monochrome toner cartridge production line as well as a color line. The firm is quite pleased with the results. Ninestar has fully automated the production of its new-build compatible HP 435 monochrome cartridges. The machine-produced cartridges have a near-zero failure rate of about 99.75 percent. The production yield has doubled, jumping from 300 pieces per hour to 600 pieces per hour. Production of cyan, magenta, yellow, and black HP 400 compatible color cartridges also began this year. Aside from workers packaging the cartridges as they come off the automated assembly line, these color cartridges are never touched by a

human being during production.

Over the next few months, Ninestar plans to add five additional fully-automated color toner cartridge lines to its state of the art factory in Zhuhai, China. While the company plans to rely more on robots and automation, it realizes that not every G&G toner cartridge will be produced by an automated line. Ultimately, the market will determine the number of color cartridges Ninestar produces each month. Setting up and maintaining smart production lines is expensive so

the company plans to use smart lines to manufacture products offering the greatest margin opportunities.

One thing is for sure, Ninestar is once again revolutionizing the industry by automating its color cartridge production. By transitioning from human workers to robotic production lines, the company will improve the performance of its color cartridges and that will be welcome news to dealers looking to control a larger share of the color cartridge market.



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### Ninestar Promotes Its Color Capabilities and Dealers' Opportunities

**SEPTEMBER 20, 2018** 

On September 20, Ninestar Co a post on its G&G website abo produce high-quality aftermar cartridges can help dealers an share in a lucrative market se aftermarket has traditionally h gaining share than in the mon cartridge market. This is just the



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### Ninestar Says Consistent OEM-Like Color Is Within Reach

SEPTEMBER 28, 2018

NEWS BRIEFINGS

In a lengthy article Ninestar has published on its website, the Chinese supplies manufacturer discusses the challenge of manufacturing high-quality color laser toner cartridges. Color printing is complicated. Small deviations matter. The solution, Ninestar says, is expert science, precise engineering, and consistent, standardized, uniform production technology —i.e., automation.



### Ninestar Presents New Opportunities at RemaxWorld Zhuhai

Ninestar, one of the world's largest replacement printing consumables suppliers, was again to impress visitors at RemaxWorld, the world's largest trade fair for printing consumables. The show was held from October 18 to October 20 in the Zhuhai International Convention & Exhibition.





Ninestar was showcasing its new products and new opportunities

The lucky draw winner wins a couple of penguin doll before he set off for his Ninestar's **Automation Tour** 



We are delighted to have such a lot of interests and inquiries for our latest products and technologies, which we've presented this time at our booth.

- Sidewinder Solution for Dongle Gear: Ninestar's latest patented solution for Canon Dongle Gear featuring great user experience.
- Ninestar Automation Tour: a short tour to guickly explore Ninestar's state-of-the art smart equipment and to see how you can benefit from those advanced production.
- MPS Solution: a powerful weapon for you to penetrate highend channels.





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### A Glance at 2018 SGIA Expo

On October 18 to 20, Ninestar attended Specialty Graphic Imaging Association (SGIA) which was held in Las Vegas, USA. It is the trade association of choice for professionals in the industrial, graphic, garment, textile, electronics, packaging and commercial printing communities looking to grow their business into new market segments through the incorporation of the latest printing technologies.

In this show, Ninestar was showcasing its ink solutions for wide-format printing.









### A Glance at 2018 Insight X Expo

Insights-X is the trade fair for paper, office supplies and stationery. Ninestar and its G&G distributors Tonerdumping attended this trade show and showcased its premium quality G&G products.







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# Ninestar Talks about New Dongle Gear Workaround



THE PRINTER AND SUPPLIES INDUSTRY'S LEADER FOR NEWS AND ANALYSIS

Actionable Intelligence | Ninestar Talks about New Dongle Gear Workaroun





Ninestar put the aftermarket supplies industry on notice that it has sued rivals over its aftermarket cartridge designs before and can do so again.

Ninestar, like several other aftermarket supplies firms, may be in the midst of fighting Canon's patent-infringement claims before the U.S. International Trade Commission (ITC), but the company has a new non-infringing design for HP and Canon toner cartridges it is eager to talk about. In a September 19 announcement, Ninestar highlighted the differences between its previous and new dongle gear solutions, flexed its muscles as a research-anddevelopment and intellectual property (IP) powerhouse, and put the aftermarket supplies industry on notice that it has sued rivals over its aftermarket cartridge designs before and can do so again.

#### A Little Legal Background

Since 2014, Canon has filed two distinct waves of patent-infringement lawsuits over patents it holds on a unique pivoting coupling that has come to be known as the "dongle gear" used to connect a toner cartridge to the drive motor inside various HP- and Canon-branded laser printers. The first wave came in 2014 when Canon filed patent-infringement complaints before the U.S. ITC and in district court alleging infringement of its dongle gear patents (see "Here We Go Again: Canon Sues Firms for Infringing Various Gear and Drum Patents," "Canon Requests New ITC Investigation over Coupling Used in Third-Party Toner Cartridges," and "Canon's District Court Complaints against New Defendants

Made Public"). Canon also filed numerous lawsuits in Europe. In 2015, the ITC awarded Canon a GEO in the 337-TA-918 investigation, barring from importation into the United States cartridges that infringed Canon's dongle gear patents (see "ITC Awards Canon GEO in Dongle Gear Investigation").

Aftermarket supplies manufacturers were, however, quick to develop and market solutions that did not infringe the dongle patents Canon was asserting, meaning Canon did not take back significant share of the market. So Canon studied these aftermarket alternatives to the dongle gear coupling and obtained a slew of continuation patents throughout 2017 and 2018 to theoretically make the aftermarket's "non-infringing" design workarounds to the dongle gear infringing. Canon launched its second wave of litigation in the United States in February 2018 with a complaint that led to a new Section 337 investigation before the ITC (number 337-TA-1106) and 36 parallel patent-infringement lawsuits in U.S. federal courts (see "Canon Causes Another Cataclysm: OEM Sues Numerous Aftermarket Firms for Patent Infringement").

Various Ninestar companies were named as respondents/defendants in both the 2014 and the current litigation. Ninestar ultimately settled with Canon in the initial dongle gear litigation (see "Déjà Vu All Over Again: Ninestar and Others Settle

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ACTIONABLE



Ninestar seeks to distinguish its OEMalternative solution from others on the marketplace.

with Canon, ITC Hearing Suspended"). The aftermarket cartridge maker is still defending itself in the current litigation.

Ninestar released its first dongle gear workaround cartridges in 2014 (see "Ninestar Announces 'Non-Rotating' Workaround to Canon's Dongle Gear"). This solution later came to be known as BlueDrive technology (see "Ninestar Promotes BlueDrive Solution to Canon's Dongle Gear").

Ninestar announced its latest design workaround to avoid infringing the newer Canon patents in June of this year (see "Ninestar Releases Replacement HP Toner Cartridges with New Dongle Gear Workaround"). In the course of the current Section 337 investigation, Canon has admitted that this new Ninestar solution does not infringe the patents Canon is asserting (see "Canon Indicates Ninestar Cartridges Featuring New Dongle Gear Workaround Do Not Infringe").

#### **Ninestar Flexes Its Muscles**

In its new announcement about its new workaround, Ninestar seeks to distinguish its OEM-alternative solution from others on the marketplace. Two of Ninestar's biggest rival makers of newbuild toner cartridges, Aster and Print-Rite, have also announced solutions of their own (see "Aster Announces Patented, Non-Infringing Dongle Gear Alternative" and "Print-Rite Unveils PR3 Gear Design It Says Is Patent-Safe").

According to Ninestar, "many companies in the aftermarket have brought new designs to the market to avoid these [Canon] patents," but Ninestar claims it is "the first to develop two different designs which avoid infringement of these patents and still provide a smooth and proper engagement."

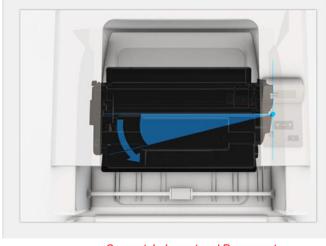


Ninestar's new announcement about its Sidewinder cartridge design shows the firm flexing its muscles—and warning rival aftermarket rivals against infringing Ninestar IP.

the cartridges employing the BlueDrive gear-employed a "piston-style" gear in which a button or lever caused the gear to move in and out of the drum. Ninestar says, "This gear has been widely recognized by the market as providing high-quality, stable performance with a great user experience." The company says it has "continued to improve the performance of this design and has received over 53 patents, with additional 36 patent applications still pending."

Ninestar also makes an overt reference to a lawsuit one of its subsidiaries, Static Control Components, filed against one of its rivals, Aster Graphics, when the firm says, "Some competitors were so impressed that they copied this proprietary design, forcing Ninestar to file litigation to enforce its patents." In 2017, Static Control filed suit against Aster. claiming its dongle gear cartridge workaround infringed a pair of patents developed by Ninestar on Ninestar's "piston-style" alternative cartridge design (see "Static Control Sues Aster Graphics for Patent Infringement"). The litigation was resolved after Aster agreed to a consent judgment and permanent injunction that bars it from selling certain toner cartridges (see "Aster Agrees to

3



Ninestar explains Infringement Suit"). how the Sidewinder solution differs from the previous one: "It uses a technology that assists the user in putting the cartridges into or out of printers at an angle, some with a

**Consent Judgment and Permanent** Injunction to End Static Control's Patent-

Ninestar says that its second design "has been in the works for some time at Ninestar." The firm also unveiled its new name for this design: the Sidewinder. Ninestar explains how the Sidewinder solution differs from the previous one: "It uses a technology that assists the user in putting the cartridges into or out of printers at an angle, some with a special gear that moves parallel to the axis of the drum rather than in and out." Ninestar sent us the image above, which demonstrates how the new gear enables users to install and remove the cartridge at an angle. Ninestar says it has filed several patents and patent applications for the Sidewinder design. The company also

says it "recently made further improvements to this design."

Ninestar's announcement notes that its new design was "was the first to be cleared by Canon in the most recent ITC proceeding." This is true; however, Aster has since obtained a similar admission from Canon that Aster's new cartridge design does not infringe (see "Aster Announces That Canon Has Admitted Aster's New Workaround Does Not Infringe").

We found it especially interesting that Ninestar concluded its announcement by warning competitors that it may take legal action against those that infringe the patents it holds on its Sidewinder design. "Competitors have recently introduced similar designs, and Ninestar will enforce its patents as necessary," cautions Ninestar. Even Ninestar's GIF of the Sidewinder in action bears the warning, "Ninestar reserves the right to take any legal action necessary against those infringing Ninestar patented products."

At Actionable Intelligence, we will be watching to see if the race to offer aftermarket toner cartridges that avoid infringing Canon's new patents sparks another lawsuit similar to the one between Static Control and Aster that was resolved this summer.

#### About Actionable Intelligence

special gear that

axis of the drum

out."

rather than in and

moves parallel to the

Actionable Intelligence is the leading source for news, analysis, and research on the digital printer and MFP industry and the original and third-party consumables business. Actionable Intelligence provides clients with customized research and consulting, as well as up-to-date news and strategic analysis on Action-Intell.com, the industry's leading destination site visited by tens of thousands of printer and supplies executives worldwide. Global printer OEMs, thirdparty supplies vendors, distributors, resellers, and a diverse mix of other companies rely on Actionable Intelligence to deliver timely and accurate information about the trends shaping the printer hardware and supplies markets. To learn

The Zhuhai, China-based supplies manufacturer says that its first designmore about Actionable Intelligence, visit www.action-intell.com.

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## Why Choose Ninestar Solution for Canon PGI-580/CLI-581/PGI-280/CLI-281 Series

#### **Product Background:**

On 22nd August 2017, targeted at SOHO and office workgroup printing market, Canon release a new generation of PIXMA desktop models. For the new generation of PIXMA printers, Canon introduced original IPGI-580/CLI-581XXL series inkjet cartridges.

**Ninestar Solution:** 

- Canon increases ink volume on its original consumables, which means an increase in page yield. Ninestar also releases super capacity inkjet cartridges accordingly.
- Due to the structure feature of OEM's original inkjet cartridges, Ninestar found that other competitive products in the market cannot guarantee the same amount ink volume as well as OEM's. Ninestar's unique cartridge structure design effectively solve the problem and guarantees enough ink volume and page yield.
- Unlike other competitive products in the market, Ninestar has specially developed a patented chip frame structure for this

- product, which greatly improves the performance of the product to decrease the risk brought by firmware upgrade. Once the firmware upgrade occurs, it can effectively reduce customers' economic loss.
- Ninestar's inkjet cartridges are equipped with high-end pigment ink and dye ink.
   Abundant color performance, sharp text and natural color transition.

Now Ninestar replacement patented inkjet cartridges with chip for used in Canon new generation of PIXMA series printers are on hot sale! Email to info@ggimage.com for further product information.



### Replacement Toner Cartridges For Used In

## CANON/RICOH COPIERS



Patented technology



100% compatible with OEM products







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Key Product Recommendation: Reman toner cartridges for HP CF410-3XF series products



Ninestar adds a mixer to solve the problem of irregular vertical lines and torque rise etc. error



### Advantages of Ninestar Reman Products

- Stable global empties supply
- Advanced manufacturing technique.
- Quality raw material like Mitsubishi toner and drums.
- SCC has a better understanding of component and years of technical experience in components and formula.
- Smart combination between leading patent technology and remanufacturing technique, which can effectively cut cost.



Key Product Recommendation: Reman toner cartridges for HP CF226/CE505 series products.

In this series products, patent technology is smartly combined with our remanufacturing technique. Ninestar offers patent-free and costeffective products.



### Kyocera: the new opportunity

Speaking of imaging equipment, the brands that first come to mind may be HP, Canon, Samsung and Lexmark, etc. In fact, there is one brand that is worthy of attention-Kyocera.

Why is Kyocera worthy of attention? Let's take a look at Kyocera from the following aspects.

1. The developing trend of Kyocera in recent years

Installed base of major secondtier manufacturers from 2014 to 2017

\*Data comes from IDC

According to IDC, over 2 million machines with Kyocera engine have been shipped in 2017, making Kyocera the fourth biggest vendor after Canon (HP),

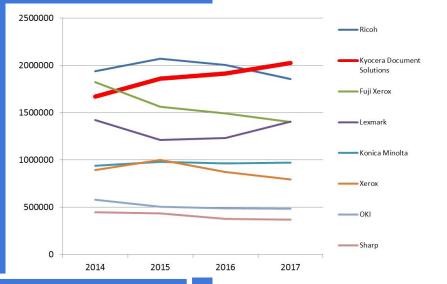
of the new machines is about 1.3 million units.

- In 2018, in order to further expand market share, Kyocera introduced over 30 new machines.
- It is expected that Kyocera will launch 29 new machines in 2019, including the production printers TASKalfa 9600, 11100 and 1360; and high-speed inkjet printer TASKalfa Pro 15000c. It's worth mentioning here that Kyocera has never set foot in the field of production printer.

Obviously, Kyocera is not only steadily expanding its original product line, but also actively exploring the new market.

3. Kyocera: the big player in MPS business

According to IDC's 2017 MPS report, Kyocera is a big player in MPS channel. MPS is a highend channel in this industry. Kyocera's production line mainly focuses on MPS channel. For our distributors, it's a good way to penetrate high-end channels by paying more attention to Kyocera products and selling Kyocera products.



Installed base of major second-tier manufacturers from 2014 to 2017
\*Data comes from IDC

Brother and Samsung. Compared to the data in 2014, Kyocera has a 20% increase rate in shipment in 2017.

At the same time, Kyocera overtook Ricoh in shipment in 2017.

- 2. Kyocera's product layout
- Kyocera released more than 40 new machines from the end of 2016 to 2017. Up to 2018 Q2, the installed base

4. Kyocera's ECOSYS technology brings lower cost and more competitive products

ECOSYS's core technique is a-si OPC. Kyocera is the first company that installs a-si OPC into smallsized commercial printers to replace the PRODUCTS & TECHNOLOGY I PIONEER INSIGHT PRODUCTS & TECHNOLOGY

traditional OPC. The surface hardness of the a-si OPC is 30 to 50 times higher than that of the OPC in the traditional drum unit. Therefore, Kyocera's produts  In 2016 Q4, Kyocera launched its seventh-generation products. Encryption chips were employed in the new products. This increased

IDC MarketScape: Worldwide Security Solutions and Services Hardcopy 2017



featuring ECOSY technology is more durable.

99% of Kyocera's consumables are made up of toner kit and developer unit. Because a-si OPC is used in developer unit, the life of developer unit can reach 10,000, 30,000 or higher page yield. The developer unit is more durable and the cost per page is decreasing. Hence, Kyocera maintains a cost advantage to their competitors in marketing activities.

5. Kyocera's innovative technology increases the threshold for compatible products.

the development cycle and difficulty.

At the beginning of 2018,
 Kyocera introducd TK-1200
 series of new products,
 featuring one of the
 technology named "Gradual
 Cavity Compression"
 in Russian market. This
 technology continuously
 compresses the cavity of
 toner hopper during the
 printing process. Gradually,
 there is less and less cavity/

space for customer to refill the toner.

As we have seen Kyocera's market potential, Ninestar has invested huge resources in developing replacement consumables for Kyocera product line. Ninestar's advantages are as below:

- Ninestar offers replacement consumables for the whole line of Kyocera products.
- Ninestar adopts imported quality toner for our products.
- Ninestar's brother company-Apex offers quick and responsible chip support.
- Ninestar provides customers with specific compatibility tests to ensure that our products are compatible with OEM products and will not do harm to customers' machines.
- Ninestar provides customers with specific compatibility tests to ensure that our products are compatible with customers' last purchased products.

For further information, please email to info@ggimage.com.
Remember to follow Ninestar and stay tuned for more products!



Ninestar Patented Replacement Toner Cartridges for Use in Brother HL-L3210 Series

### **Available Now**

Prother launched its first with-chip mono toner cartridges in October 2017 with the release of HL-L2375 series mono printers. Since then, the market has been wondered whether Brother will introduce a color product with chip. The answer is YES. On August 15th 2018, Brother officially released medium-to-low-end HL-L3210 series color printers, targeting at small office and home office users. Significantly, the consumables for use in the new series color printers will be Brother's first with-chip color products. Brother HL-L3210 series printers will replace HL-3140 series printers.

Brother HL-3210 Series VS Brother HL-3140 Series

Printer Model	Brother HL-L3210CW	Brother HL-3140		
Time to Market	2018.08	2013.03		
Toner Cartridge Model	TN-223BK/C/M/Y TN-227BK/C/M/Y	TN-221 BK/C/M/Y   TN-225C/M/Y		
Page Yield	BK:1.4K/3K C:1.3K/2.3K	BK:2.5K C:1.4K/2.2K		
A4 Print Speed	19 PPM	19 PPM		
Resolution	2.400 x 600 dpi	2.400 x 600 dpi		
Monthly Load	40000	40000		
RAM	256MB	256MB		
Consumables With Chip	Yes	NO		

From the above comparison chart, we can see the new series printers have an improvement in page yield which meets the need of customers who demand a large number of printing.

Ninestar has always been keeping eyes on OEM's

movements. So far, Ninestar has integrated its R&D team and supplier resources, trying to offer our customers first-to-market products. Ninestar's replacement toner cartridge for use in Brother HL-L3210 series color printers will be Available Now!

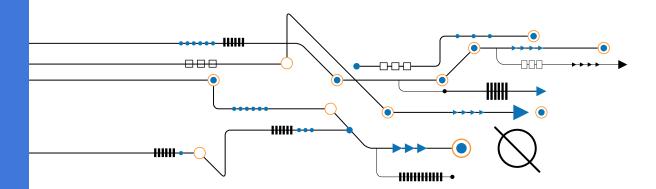
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#### Ninestar Products List for Brother HL-L3210 Series Printers:

G&G Model	OEM Model	Area	G&G Page Yield	OEM Page Yield	For Use In
NT-PB223BK	TN-223BK	US	1400	1400	
NT-PB223C	TN-223C		1300	1300	
NT-PB223M	TN-223M		1300	1300	Brother HL-L3210CW,
NT-PB223Y	TN-223Y		1300	1300	HL-L3230CDW, HL-L3270CDW,
NT-PB227BK	TN-227BK		3000	3000	HL-L3290CDW,MFC-L3710CW, MFC-L3750CDW,
NT-PB227C	TN-227C		2300	2300	MFC-L3770CDW
NT-PB227M	TN-227M		2300	2300	
NT-PB227Y	TN-227Y		2300	2300	
NT-PB243BK	TN-243BK		1000	1000	
NT-PB243C	TN-243C		1000	1000	Brother HL-L3210CW,
NT-PB243M	TN-243M	EUR	1000	1000	HL-L3230CDW, HL-L3270CDW,MFC-L3710CW,
NT-PB243Y	TN-243Y		1000	1000	MFC-L3730CDN,
NT-PB247BK	TN-247BK		3000	3000	MFC-L3750CDW, MFC-L3770CDW;
NT-PB247C	TN-247C		2300	2300	DCP-L3510CDW, DCP-L3550CDW,
NT-PB247M	TN-247M		2300	2300	DCP-L3517CDW
NT-PB247Y	TN-247Y		2300	2300	

For more details, please contact your sales manager or email to info@ggimage.com.

About Ninestar & G&G For nearly two decades, Ninestar has been recognized as the leading firm in the third-party supplies industry thanks to its commitment to innovation. Since 2000, Ninestar has invested extensively in abilities to quickly bring to market the industry's technologically advanced products. Today, Ninestar's G&G-branded products are recognized around the world for their superior performance and reliability.







### Compatible Toner Cartridges For Use In **Canon LBP-913W Series Printers**

Targeted Market: SOHO Time to Market: Sep, 2018

G&G Model No.	OEM Model No.	Page Yield		For Use In	
Gad Wodel No.		G&G	OEM	FOI USE III	
NT-FC050	CRG-50	2500	2500	Canon LBP913w/iC MF913w,Canon imageCLASS LBP113w/MF913W;	
NT-PDC50C	CRG-50 Drum	10000	10000		



- First to Market
- Stable and outstanding printing performance



A4 Print Speed: 22ppm

Resolution: 1200 x 1200 dpi Monthly Load: 20000 pages/month

















