





### PIONEER THE INDUSTRY INSIGHT

2017/01 ISSUE **70** 

#### Vinestar

**Publishers** Ninestar Image Tech Limited

> **Editoral** Helena. Huang Ruby. Wei Alex. He

Contact Marketing\_center@ggimage.com www.ggimage.com

Dear Friend.

The dawning of a new year marks a time to evaluate last year's successes and challenges while looking ahead to new possibilities. The past year was very special to Ninestar: we had successful finished the acquisition of OEM giant Lexmark; we have applied over 1,600 patents for our products..... What a wonderful and fruitful year for Ninestar and even the group! Now, the New Year has arrived. We are looking forward an exciting 2017. Are you ready for the success together with Ninestar?

#### **CONTENTS**

Patented Toner Cartridges for Canon 040 Series Products

**News Spotlight** 

**Marketing Activities** 

**Industry Insight** 

Life at Ninestart

**Products & Technology** 

Congratulations to the completion of acquisition between Apex Technology and Lexmark P01-02  Ninestar: Time to Open a New Chapter P03-04
Chinese Firms Take Over Printer Giant Lexmark P05
G&G Wins Customer's Choice Award from Chinese Government P06
Ninestar Appoints Taurus info as New Distributor in Croatia
Epson Takes More Legal Actions
"Voice of Apex Technology" Singing Contest
"We Are Family" Ninestar Christmas Party
"Hiking Zhuhai "-A Happy Hiking Tour
Holiday Notice For Spring Festival
Ninestar Toner Cartridges Survive Samsung Upgrade P12-13

#### **Congratulations**





#### Completion of Acquisition between Apex Technology and Lexmark

We are delighted to share today's exciting news that Apex has taken a great step onto the global business stage with the acquisition of Lexmark. This is not only a milestone development in Apex's history, but a landmark event for the global printing industry as a whole.

Today's big news represents a historic and powerful partnership. For Apex and Ninestar, we are confident in reaching the next level of growth and innovation, to the benefit of all our suppliers and business partners, even faster than we could have achieved on our own. For Lexmark, the transaction not only enables its continual focus on high-end strategic initiatives in order to maintain its position as the leading printing solutions provider in the industry. It also provides Lexmark with new avenues to substantial market opportunities in China and the Asia Pacific region.

We believe today is a day that all Apex and Ninestar staff, partners, suppliers and clients won't forget, and one that deserves to be remembered in the history. From now on, Apex will have a role to play in every aspect of the printing industry: from monochrome to colour devices, with our own technology and intellectual property, from software to hardware, from OEM to compatible consumables, and from components to microelectronic chips. It is a

big possibility that today's events mark the next step towards a global printing empire. That is our goal: to be a leading imaging solutions provider both for the aftermarket and OEM market throughout the world.

One of the great psychologists, Edith Lovejoy Pierce once remarked: "We will open the book. Its pages are blank. We are going to put words on them ourselves. The book is called 'Opportunity'." Today's transaction is Chapter 1 of our book named "Opportunity". Apex and Lexmark are not the only contributors to this book. We believe our partners and clients will no doubt have many chances in the future to fill chapters of their own.





"Lexmark's passion for excellence and unwavering commitments to customers, employees and communities represent a tremendous cultural fit," said Jackson Wang, Apex Technology chairman. "We are excited to work alongside Lexmark as it continues to invest in advanced technologies and solutions to best serve its customers and business partners while simultaneously pursuing additional untapped opportunities for future growth."

"I'm incredibly excited about Lexmark's future," said David Reeder, Lexmark's new president and chief executive officer. "Lexmark has employees across the globe who are truly passionate about technology and helping customers better manage their imaging and output needs."

#### Apex

Apex Technology Co., Ltd. designs, manufactures, and markets inkjet and laser cartridge components including cartridge chips, rollers, toner, ink, and other core parts for remanufacturers and distributors, and is one of the largest manufacturers and solution providers for global aftermarket imaging supplies and cartridge chips. Apex built its global sales network in over 100 countries, leading the industry in its core competitiveness in patents and technologies.

As a sub-company of Apex Technology, Ninestar aims to provide an integrated printing solution with leading technology.

Lexmark International, Inc. is based in Lexington, Kentucky, and employs 13,000 people worldwide.

It was formed in 1991 as a spinoff from IBM and listed on the New York Stock Exchange in 1995. For 25 years, Lexmark has provided innovative printing and imaging products as well as business process solutions and services to customers in over 170 countries across the globe. It offers a full range of high-end laser printing products and document management solutions, and is a pioneer in the managed print services field, helping clients more efficiently maintain, operate and service their printer fleets. Lexmark products are used by some of the world's largest companies, in industries from financial services to logistics to health care.



### Ninestar: Time to Open a New Chapter

Themed "Cohesion Creates the Future", the press conference for Apex Technology's acquisition of Lexmark was held in Beijing on December 12th, 2016. Over two hundred of distinguished guests and media partners witnessed the historic moment.

ovember 30, 2016 – Zhuhai, China - Apex Technology has recently announced the completion of its acquisition of Lexmark. This acquisition, worth \$3.9 billion (including 100% of stock rights, intellectual products and the brand) has become China's largest overseas acquisition in the printing industry. This was not only a milestone development in Apex's history, but a landmark event for the entire global printing industry.

Some analysts have noted that the merge between Apex Technology and Lexmark is a typical strategic acquisition. One of its goals was to make strides in the international market by obtaining better technology and products. Through acquisition, Apex Technology has won more advanced technologies, access to untapped marketing channels, and a global brand presence.



Mr. Jackson Wang, the Chairman of Apex Technology, spoke about the acquisition, "Many people think this case where 'A snake swallows an elephant', but I would prefer to compare the case to marriage. Apex Technology was a poor young man, but he married a beautiful and successful woman named Lexmark."

The strength and power of the "beautiful and successful woman" is visible to all. Its advanced printing technologies and MPS (Managed Printing Service) are at the forefront of the industry. Alternatively rooted in the emerging market, the "poor young man" is a young but healthy enterprise whose strengths lie with printing cost management and control. Their "marriage" is mutually beneficial and the synergistic effects they bring have been worth the wait.

"If you asked me to describe the history of Apex Technology, I would say it has been a long journey exploring the possibility of our innovations. With ambitious development and research steeped in technology, Apex has seen sustainable and stable development over the years. And I think this is one of the reasons that the 'beautiful woman' wanted to marry the 'young man'." Mr. Jackson Wang added.

Founded in 2000, Apex Technology is devoted to offering its customers printing solutions through compatible consumables chips, printer SoC chips,

toner cartridges, ink cartridges, ribbons and other printing components. Years of dedication and hard work have made it one of the leading manufacturers in the global printing industry. As a sub-company of Apex Technology, Ninestar has been focusing on providing a one-stop printing solution with leading technologies for over fifteen years.



pex Technology and Lexmark's acquisition opens up incredible opportunities for Ninestar. From a marketing perspective, Lexmark has footholds in Europe and America while Apex and Ninestar have established strong channels and a solid customer base in developing countries. It's believed this acquisition will improve both parties' competitiveness in the global market. From a production and supplier chain perspective, production cost will decrease and recourse integration will be strengthened. Apart from the successful merger with SCC in 2015, the completed acquisition of Lexmark made Apex and Ninestar the only aftermarket printing solution provider backed with the original manufacturer's technical support.

"The expansion and development of an enterprise not only increases profit, it increases its core value." Mr. Jackson Wang concluded.

Apex and Ninestar regard loyalty, pragmatism, innovation and win-win as the enterprise's core values. They have never stopped pursuing these core values and are looking forward to starting the new chapter ahead.

#### CHINADAILY 中國中報网

# Chinese Firms Take Over Printer Giant Lexmark

BEIJING - Chinese tech firm Apex announced it has finished joint takeover of global laser printer giant Lexmark, the largest acquisition in the global printer industry.

Apex Technology Co Ltd, a leading supplier of compatible printer consumables based in Zhuhai in south China's Guangdong Province, purchased a 100-percent stake in Lexmark for \$3.9 billion, together with PAG Asia Capital and Legend Capital of China.

"Lexmark is a renowned global laser printer manufacturer and has advanced technology in providing customized services for high-end users. Cooperation between Apex and Lexmark can enlarge our printer business and bring huge business opportunities," said Jackson Wang, chairman of Apex, at a press conference in Beijing on Monday.

After the acquisition, Lexmark's manufacturing and purchasing of raw materials will be partially transferred to China to optimize the industry chain

and reduce production costs. More Lexmark products will enter the Chinese market.

David Reeder, president and CEO of Lexmark, said the new investors will provide sufficient capital support for the company's development and more benefits and opportunities for clients.

Lexmark will continue to strengthen its leading market status in European and US markets and actively tap emerging markets, including China, according to Reeder.

"The takeover is the outcome of a strategic review. The laser printer industry has many technical thresholds and latercomers tend to have more patent barriers. Apex gets talent and technology through industry and capital integration, which is very important for Chinese firms in global market competition," said Yan Xiaolang, vice chairman of the China Semiconductor Industry Association.

(Source: http://europe.chinadaily.com.cn/business/2016-12/13/content\_27658495.htm?from =groupmessage&isappinstalled=0)

# G&G Wins Customer's Choice Award from Chinese Government

Recently, G&G brand won 2016 Customer's Choice Award from Central Government Procurement Center. Other brands from different areas such as Lenovo, Haier, KIA and Microsoft were also selected to this honor.

G&G, as a brand of Ninestar, devotes to offering all ranges of printing solutions for customers. Thanks to its good quality and outstanding after-sale service, G&G has successfully won Chinese Central Government's bidding for four years in a row. G&G has become Chinese government and medium-to-large enterprises' first choice.

# Appoints Taurus info as New Distributor in Croatia

Recently, Ninestar has appointed Taurus info d.o.o. as its own brand G&G's new distributor in Croatia.

Taurus info d.o.o. has strong focus on premium printing solution and technical support. The company has over 12 years of experience in toners industry and always fights with cheap price dealers with their premium after sales service and quality. With the effort of Taurus, G&G brand is known as a reliable brand and widely recognized by global companies as loyal and honest business partner in Croatia.

Oleg Zhao, General Manager of Ninestar Holland Branch Company, commented, "G&G represents good product and good service and has been providing the premium quality and service to worldwide consumers for more than 15 years in the industry. Taurus info d.o.o. is a leading printing solution provider and expertise within the Croatia industry. With this relationship, we can combine our advantages to offer local inventory support, fast delivery and stand-by regional customer support."

#### INVITATION

Dear friend,

Ninestar is going to exhibit at Remanexpo@Paperworld 2017 in Messe Frankfurt, Germany. We sincerely invite you to visit us in Hall 6.0 Booth C41 from 28th to 31st January.

On the Expo, more innovative and hot-sale products will be presented to you, including Ninestar's Dongle Gear products, Ninestar's color toner cartridges for HP Jet Intelligence series, and Ninestar's large-capacity ink cartridges for Epson T6941 series and so on. It is also a great chance to have a face-to-face communication between you and us and seek for future success together!

We are really looking forward to meeting you and to be ready to share more industry information with you on the Remanexpo@Paperworld 2017.



## **Epson**Takes More Legal Actions

Seiko Epson Corporation (Epson) has filed 3 complaints against various companies for patent infringement and one motion requesting default judgement against Century21 Electronics.

As one of the complaints revealed, Shoppers Smart LLC (Shoppers Smart) allegedly infringed the OEM's '917 (US6,502,917) and '749 (US 8,794,749) patents by using, importing selling or offering to sell ink cartridges claimed in the patent. The defendant is believed to be selling the aforementioned products through its website, www.shopperssmart.com and www.xofficium.com.

Another company, InkJet2U LLC, allegedly infringed the same Epson ink cartridge and components patents. Epson is seeking compensation including actual and treble damages, lost profits, expenses, interest, etc.

HT Tech has been sued for selling infringing ink cartridge under the "Ink Cartridge Supply" and "Hink" names, involving '917 (US6,502,917) and '749 (US 8,794,749) patents.

In addition to these 3 complaints, Epson filed an action against Century21 Electronics (Century 21) in September. The OEM alleged the Century21



Electronics falsely advertised refurbished Epson products as being brand new Epson products for sale on Amazon.

Both parties held a settlement conference in October. However, "Century21, through its counsel, has made the strategic decision to default in this matter rather than allow this case to proceed on its merits."

Consequently, Epson filed its motion requesting the court to enter a default judgment and permanent injunction against Century21.

(Source: http://www.irecyclingtimes.com/News-Detail?news\_column\_id=9&news\_id=7649) Life at Ninestar Jan.2017



n 9th December 2016, "Voice of Apex Technology" came to a successful end. Over 100 staffs took part in the singing competition. Just as the saying goes, "Music has always fascinated us in the way that it communicates. Without words, without pictures." We felt the passion and love within the songs. Their songs gave us pleasure. Let's have a quick review on this party.





(And Santa Claus is Mr. Jason Wang.)

Although Christmas is not a traditional festival in China, Ninestar was so sweet to surprise its staffs. Merry Christmas!

#### "We Are Family" Ninestar Christmas Party



Life at Ninestar Jan.2017







#### "Hiking Zhuhai"-A Happy Hiking Tour







#### Tired but happy



Recently, Apex Technology held a hiking tour to encourage staffs to experience the nature and live in a healthy lifestyle. More than 200 staffs were attracted to participate in this outdoor activity.



#### Vinestar

#### Holiday Notice for Spring Festival

Dear friend,

As the Chinese New Year that known as "Spring Festival" is coming, please be warmly reminded that our office will be closed from 26th January to 3rd February 2017 and will re-open on 4th February for holidays. We are sorry for any inconvenience that may cause.

We really thank you for your trust and support as always.

Ninestar Image Tech Limited January 2017



#### Ninestar Image Tech Limited









Tel: +86-756-8539886 Email: info@ggimage.com

Holland
Tel: +31-297-789-380
Email: europe@ggimage.com

Tel: +1-626-965-6662 Email: sales@ggimageusa.com Japan
Tel: +81-48-871-7501
Email: infoin@ggimage.com

### Ninestar Toner Cartridges **Survive Samsung Upgrade**

According to the market feedback, OEM chips that for use in Samsung CLT-406 series toner cartridges may trigger firmware upgrade. Therefore, some compatible toner cartridges cannot be recognized by upgraded printers. After testing, Ninestar's relevant toner cartridges can be recognized by the upgraded printers, please feel free to use.

G&G Model No.	OEM Model No.	Page Yield(p)	Color	For Use In			
NT-PS406BK	CLT-K406S	1500	BK	Samsung CLP360/362/363/364/365/365W/3 66W/367W/368			
NT-PS406C	CLT-C406S	1000	С	Samsung CLX- 3300/3302/3303/3303FW/3304			
NT-PS406M	CLT-M406S	1000	M	Samsung CLX-3305/3305W/3305FW/3305F N/3306FN/3307FW			
NT-PS406Y	CLT-Y406S	1000	Υ	Samsung SL-C410/413W Samsung SL-C460W/C460FW/C463W			

#### Patented Toner Cartridges for Canon 040 Series Products

Ninestar released patented toner cartridges for Canon 040 series products on 30th November 2016.

G&G Model No.	OEM Model No.	Page	Yield	For Use In	
G&G Model No.	OEM Model No.	G&G	OEM	FOI USE III	
NT-PC040BK	Cartridge 040BK	6300	6300		
NT-PC040C	Cartridge 040C	5400	5400		
NT-PC040M	Cartridge 040Y	5400	5400		
NT-PC040Y	Cartridge 040M	5400	5400	Canon imageCLASS LBP712Cdn/	
NT-PC040XBK	Cartridge 040HBK	12500	12500	LBP712Cx;i-Sensys	
NT-PC040XC	Cartridge 040HC	10000	10000	LBF / 10CX/LBF / 12CX	
NT-PC040XM	Cartridge 040HM	10000	10000		
NT-PC040XY	Cartridge 040HY	10000	10000		

#### Remanufactured and Brand New Inkjet Cartridges for

#### **HP OfficeJet 6900 Series Printers**

#### **COMING SOON**Pre-orders are welcomed!

Classic	G&G Model	OEM CODE	For Use With		
Reman	NH-R0907XLBK	T6M19AE	HP OfficeJet Pro 6960/6970 AIO;OfficeJet 6950AIO		
	NH-R0903XLBK	T6M15AE			
	NH-R0903XLC	T6M03AE			
	NH-R0903XLM	T6M07AE			
	NH-R0903XLY	T6M11AE			
Reman	NH-R0906XLBK	T6M18AN			
	NH-R0902XLBK	T6M14AN	HP OfficeJet Pro 6975/6978/6960/6968;OfficeJet 6954		
	NH-R0902XLC	T6M02AN			
	NH-R0902XLM	T6M06AN			
	NH-R0902XLY	T6M10AN			
New	NP-H-0907XLBK	T6M19AE	HP OfficeJet Pro 6960/6970 AIO;OfficeJet 6950AIO		
	NP-H-0903XLBK	T6M15AE			
	NP-H-0903XLC	T6M03AE			
	NP-H-0903XLM	T6M07AE			
	NP-H-0903XLY	T6M11AE			
New	NP2-H-0906XLBK	T6M18AN			
	NP2-H-0902XLBK	T6M14AN			
	NP2-H-0902XLC	T6M02AN	HP OfficeJet Pro 6975/6978/6960/6968;OfficeJet 6954		
	NP2-H-0902XLM	T6M06AN			
	NP2-H-0902XLY	T6M10AN			

Ninestar



# 2017 多机

HAPPY NEW YEAR