

Ninestar



Spring

PIONEER

PIONEER THE INDUSTRY
KEEP YOUR INSIGHT

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Ninestar

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Ninestar Image Tech Limited

Editorial

Helena. Huang

Ruby. Wei

Alex. He

Contact

Marketing_center@ggimage.com

www.ggimage.com

As the old Chinese saying goes, "The whole year's work depends on a good start in spring." Spring is coming and it's time for us to take a step up. In this issue, we would like to review the key achievements of patented technology Ninestar has got in past 16 years. Ninestar will keep innovation as always to better serve customers. Just a few days ago, Ninestar held a conference to summarize 2016 & award outstanding staffs. Check what happened then and enjoy reading this issue.

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INNOVATION DRIVEN FUTURE

NINESTAR DONGLE GEAR PRODUCTS FOR HP



What Brought On the Acquisition of OEM Giant Lexmark?

People in printing industry might say the successful acquisition of Lexmark by Apex Technology is a huge milestone by the end of year 2016. This acquisition, worth \$3.9 billion (including 100% of stock rights, intellectual properties and the brand) has become China's largest overseas acquisition in the printing industry and has garnered much attention. As subsidiary of Zhuhai APEX Technology, Many people in this industry know that Ninestar was founded 16 years ago. To date, Ninestar has successfully applied over 1,600 patents. With such a strong portfolio, Ninestar's success is inevitable.

Looking back at the historical development of the industry, what brought on steady development and

the successful acquisition of Lexmark was having the right strategy. Ninestar's top management has consistently made the right decisions at exactly the right moments since founding time. Ninestar's team continues to make the impossible happen, and venture where others would not even dare to dream. People like to say whoever owns the real IP, wins the market. The continuous investment in R&D and technology has helped Ninestar grow constantly and shift its focus to innovation. It took many years of investment and faith in the IP and technology to finally become a leading technology-driven company with industry acknowledgement. To respect IP and consistently innovate is the main reason Ninestar has developed steadily and risen to the patent technology leader in

the aftermarket, also it is their big contribution to guide the whole industry to develop with own innovation technology like today OEM and aftermarket can support each other being one stronger group company.

There is a famous article called Winter of Huawei which describes a beginning similar to Ninestar's. The pioneering manufacturers of Huawei managed to profit with making huge investment to R&D and patents, which made Huawei a leading global information and communications technology (ICT) solutions provider. Like Huawei, Ninestar also invested a lot in IP and patent technology. That's one of the important reasons that made the acquisition happened.

Patented Technology of Inkjet Cartridges: Ninestar has been imitated, but never surpassed.

A shipment of 46,200 compatible inkjet cartridges was seized by Chinese Customs for infringing on Ninestar's patents on November, 24th 2011. This was the first case in China's aftermarket that a compatible consumables manufacturer was the infringed party. Indeed, many compatible manufacturers have copied Ninestar's technologies and products. However, Ninestar has been imitated, but never to be surpassed. From 2000 to 2003, with years' development and research, air-control valve patented technology was developed by Ninestar and it became one of the most stable non-sponge pressure controlling methods in aftermarket. In 2004, patented seal was developed and widely used in compatible inkjet cartridges for Epson, HP and Brother printers. This patent has a better sealing effect. Four years later, products with simulate sensor chip for Epson was launched by Ninestar. The piezoelectric sensor has since lost its monopoly in the aftermarket. In 2011, patented pressure control technology used in HP950's compatible inkjet cartridges was developed. This patented technology paved the way for pressurized inkjet cartridges. In 2012, patented chip technology which emits light by ignoring ID information for Canon was developed. This technology is non-infringement and avoids any

potential litigation. Finally, in 2013, patented chip technology which enables the chip to test the short circuit independently was developed.

When look back and review the development footprint of Ninestar toner cartridges, its first patented toner cartridges TN-350 for Brother was released in 2006. After years of development, Ninestar developed patented products for all of Brother's models with more stability and better user experience. In addition, Ninestar's products were not affected by Brother's legal action in Germany in 2016. In 2011, patented non-twisted gear technology was developed to improve overall printing performance. During 2012 and 2013, Samsung took legal action against compatible consumables manufacturers for infringing its CLP310/320/360/409/4072/406/404) patents. Ninestar then released patented products for Samsung which were favored and recognized by the industry. Most importantly, in 2014, patented dongle gear for Canon was developed to ensure stability and lower printing costs. These achievements resulted from Ninestar's dedication and investment in its own patent technology.

What is mentioned above is only the tip of the iceberg. For any company, IP usually requires huge amounts of manpower, materials and financial resources. So there's good reason for Ninestar to respect third parties' IP and protect its own. In the future, Ninestar will continue to offer customers better quality products and aims to be a leading one-stop solution provider in the printing industry.



U.S. Department of Homeland Security
Washington, DC 20229

U.S. Customs and Border
Protection

HQ H272714

July 1, 2016

OT:RR:BSTC:IPR H272714 RES

CATEGORY: 19 U.S.C. §1337; Unfair Competition

Ninestar Held a Conference to Summarize 2016 & Award Outstanding Staffs



On 23th February, Ninestar held a conference to summarize the year 2016 and award outstanding staffs.

Mr. Yan Wei, the CEO of Apex Technology Co., Ltd, summarized the achievement that the whole group has got in 2016. It's a rewarding year for the whole group and Ninestar. After the successful merge with component leader SCC in 2015, Ninestar's parent company-Apex Technology has smoothly completed the acquisition of OEM giant Lexmark.

In the meantime, with the increasing investment of R&D and enhancing quality control during production process, products quality has been improved which is well recognized by customers. Ninestar also optimized the product packages to save cost and increase transportation efficiency for customers.

Linda Fan, European Sales Director of Ninestar, was awarded as Advanced Staff due to her large contribution to company. Her and her team's patience, sincere and careful service to customers brought business opportunities for Ninestar. Alan Hu and Louis Yang were also awarded Outstanding Staff with their excellent



Jason Wang/Celia Wu/Linda Fan/
Helena Huang/Junno Gong/Michelle
Ye/Alex Xiao

performance in sales.

Ninestar will offer quality products and service to our customers as always in 2017, and provide better opportunities to staffs with stronger confidence!



Linda Fan



Alan Hu & his
lovely daughter



Louis Yang

Chinese Ministry of Commerce's Magazine Reports Apex's Acquisition of Lexmark



(Cover Story)

Business Bureau of Zhuhai and Zhuhai Foreign Economic Cooperation Association reported Apex Technology's successful acquisition of Lexmark in a press release.

This acquisition, worth \$3.9 billion (including 100% of stock rights, intellectual properties and the brand) has become China's largest overseas acquisition in the printing industry and has garnered much attention. The article described that "A transaction of this size is rare in global printer industry, amounting to approximately 26 billion RMB, more than 3 times the price of Lenovo's acquisition of IBM PC business. The value of the acquisition is beyond its price."



Ninestar Has a Successful Exhibition in Paperworld 2017

On 28th – 31st January, Ninestar exhibited at Remanexpo@Paperworld 2017 in Messe Frankfurt, Germany. Many visitors were attracted to Ninestar’s booth by its new products and high technologies.

Although the expo coincided with Chinese Lunar New Year, the whole Ninestar staff kept the passion for customers as always. During the expo, Ninestar brought its latest marketing strategy and 3D product-3D pen to the customers. Old and new friends had a wonderful and interesting experienced with the 3D pens. In the meantime, Ninestar’s patented 2D consumables were most popular with customers such as dongle gear products for Canon and compatible consumables for HP Jet Intelligence series products.

Ninestar sincerely thanks for customers’ support and promises them to provider better printing solutions in return. It’s believed that the good connection between Ninestar and customers will keep going on after the expo.





Two More Dongle-gear Related Seizure and Forfeiture Orders Issued

USITC has issued separate seizure and forfeiture orders to two companies in regard to dongle gear patent infringement.

Products imported to the USA by Michigan-based company Manoj Dora and Connecticut-based A Smart Choice have allegedly violated the general exclusion order related to No.337-TA-918 investigation.

The U.S. Bureau of Customs and Border Protection has denied entry of the articles and notified the companies that any further attempt to import the involved articles would result in seizure and forfeiture.

The No.337-TA-918 investigation regarding toner cartridges and components was filed by Canon in 2014. The US International Trade Commission has issued 3 seizure and forfeiture orders in 2017 with the first one issued to CBD Group Inc. in California in January.



Source: <https://www.rtmworld.com/2d/news/two-more-dongle-gear-related-seizure-and-forfeiture-orders-issued/>

Ninestar Invites Calligraphers to Write Spring Couplets

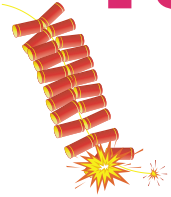


You may wonder what Spring Couplets is. Well, it's a traditional decoration that is frequently used during Chinese New Year. People put Spring Couplets in the doorways to create jubilant festive atmosphere since the phrases written on it means good luck and prosperity.

Before the Chinese New Year, Ninestar invited calligraphers to write Spring Couplets for the staffs. Ninestar wishes its staffs a lucky start to the year of Rooster.



Ninestar Held Spring Festival's Eve Diner



In China, Lunar New Year's Eve is celebrated at evening social gatherings, where families or friends eat, drink beers or light fireworks to mark the New Year. Ninestar welcomed its staffs and their families to join Spring Festival's Eve Diner and celebrated the coming 2017 together.



Remanufactured and Brand New Inkjet Cartridges for **HP OfficeJet 6900 Series Printers**

COMING SOON
Pre-orders are welcomed!

Classic	G&G Model	OEM Model	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	HP OfficeJet Pro 6975/6978/6960/6968;OfficeJet 6954
	NH-R0902XLBK	T6M14AN	
	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	HP OfficeJet Pro 6975/6978/6960/6968;OfficeJet 6954
	NP2-H-0902XLBK	T6M14AN	
	NP2-H-0902XLC	T6M02AN	
	NP2-H-0902XLM	T6M06AN	
	NP2-H-0902XLY	T6M10AN	

TOGETHER SUCCESS IS IN SIGHT

WANTED: G&G Qualified
Agent Worldwide



Supported by:

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Lexmark

For further information, please contact

✉ marketing_center@ggimage.com

☎ Tel: +86-756-8539886

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