

PIONEER

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INDUSTRY KEEP YOUR

INSIGHT

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In May, we held the 3rd G&G Distributors Conference in Italy. This conference brought together EMEA distributors and industry professionals as well as friends and partners of G&G in an open dialogue, under one roof to discuss the industry environment and to develop possible strategies as to how G&G can become aware and more engaged in initiatives taking place in global. Lock up Pioneer Insight to learn more. Enjoy reading this issue.

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“Reaching the Top, We Are Together” The 3rd G&G Distributors Conference Was Successfully Held in Italy

Themed “With Branding, Target the Top”, the 3rd G&G Distributors Conference was held in Stresa, Italy on May 19th. Over 70 EMEA distributors, guests and media friends were invited to join this party. This was a landmark occasion for all distinguished G&G family members in EMEA.

Mr. Jason Wang, General Manager of Ninestar Image, introduced the integrated pyramid strength of Ninestar and G&G in his welcome speech. He pointed out that Ninestar gradually encompasses the industry core supply chain from “components to consumables, consumables to printers” by integration and optimization of resources after the acquisition of SCC in 2015 and the acquisition of Lexmark in 2016. That is the reason that Ninestar provides different printing solutions from low-end to high-end, with each product line satisfying different customer demands.

Mr. David Connett from Connett & Unland GbR focused on imaging distributors. In his presentation, he presented the history of market disruptors from Guttenberg to the modern era. G&G was also recognized as a disruptor in the aftermarket. Mr. David Gibbons from RT Media gave a speech themed on Why You Need a Brand Not Just a Logo. He expressed that the logo is the tip of the brand iceberg. The invisible part such as product quality and service is more important.



During the conference, Ms. Helena Huang, the Marketing Director of Ninestar Image, announced the official launch of G&G's new website. The new website, www.ggimage.com, offers better user experience and complete product information. In addition, a back-to-school marketing campaign was released for global G&G distributors. For further information about this campaign, please contact your sales manager.



This was the first time that Lexmark & Pantum presented their 2017 business strategy & new product roadmap as a hardware printing solution under one company. Mr. Giovanni Giusti from DOXENSE was invited as a special VIP industry professional expert to share his opinions about the acquisition. He believes that there will be more business opportunities moving forward with Lexmark. The acquisition will create value for both companies and more opportunities for resellers.



Today, G&G is trying its best to cover more ground to offer professional printing solutions to worldwide customers. G&G insists on technology innovation, respects IP, and dedicates itself to providing good products and good service to customers. So far, G&G is a brand with 16 years of history and is well recognized by worldwide customers. If you are interested in G&G and would like more information on how to accelerate and expand your total imaging solution business, please contact us at info@ggimage.com to learn more.



Our European branch Seine (Holland) B.V. focuses on supporting local EU countries agent in the past 16 years. Now it has become a top logistics & warehousing center for G&G cartridges in European market. If you are interested in G&G brand distribution, please also can contact europe@ggimage.com or 0031-297-789-380.



"Lexmark Overview" by Arnaud Maestriperi



"Disruptors in Imaging" by David Connett



"Why You Need a Brand, Not Just a Logo" by David Gibbons



"Business Opportunities Post Merge with SCC and Lexmark" by Giovanni Giustii



"Lead the Pack, G&G Finishes First" by Helena Huang



"How does Seine Holland Put G&G Brand to Work" by Oleg Zhao





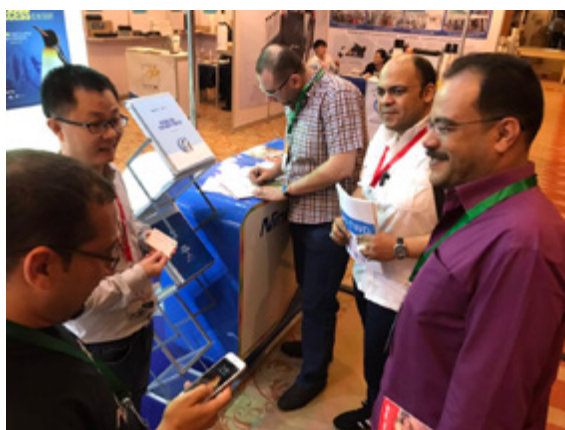
The Shipment of Ninestar Toner Cartridges Achieves New High

We're pleased to share with you that the average shipment of Ninestar toner cartridges from January to April increased 36% compared with same period of last year.

The improvement of the shipment cannot be guaranteed without precise strategy and close cooperation among company departments. Mr. Yuhui Wei, Director of Planning & Delivery Center, expressed that, "We make reasonable and precise strategy; we monitor the market; we promote efficiency; we work closely. And all these made the new record happened."



Ninestar's First Show in Egypt



On 23-24 April 2017, the first RT Imagine Summit & Expo EMEA was held in Cairo, Egypt. This is also Ninestar's first show in Egypt. Many visitors were attracted to Ninestar's booth by its new products and technologies.

Combined with the image of pyramid in Egypt, Ninestar firstly released its Integrated Strength Pyramid to EMEA customers. Ninestar's Pyramid offers a professional printing solution to satisfy customers' different demands.

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



Ninestar Concludes Successful Conference

Ninestar partners from across Europe gathered in Stresa, Italy for the 3rd annual distributor's conference. Jason Wang, Ninestar's General Manager, opened the Conference and the theme of the conference was the role of branding in the challenging office imaging markets.

Ninestar partners heard all the latest news and changes within the group and how the integration of Lexmark was progressing following the takeover. Ninestar partners heard the details of this year's "back to school" marketing campaign and had an early opportunity to find out about the new Pantum printer models that will be released later this year.

Lexmark's Arnaud Maestriperi gave a very informative presentation on the Lexmark business approach and their product roadmap. While DOXSENSE, MD Giovanni Giusti gave a talk on the commercial opportunities post merger with Static Control and Lexmark.

Ninestar Netherlands GM, Oleg Zhao gave a presentation on the Netherlands operation and support and how they put the G&G brand to work with a rather amusing promotional video highlighting how useful and effective a short promo video can be.

The conference ended with Jason Wang making several presentations of awards to partners for outstanding growth across the distribution channel.

In the evening and despite some inclement weather the Ninestar partners were treated to a water taxi trip to visit the Isla Bella a private island retreat that dates back to the 15th century and dinner at a lakeside restaurant.

Source: <https://www.therecycler.com/posts/ninestar-concludes-successful-conference/>



Will Pagewide Inkjet Disrupt the Industry?

Pagewide inkjet printing is set to disrupt the office printing.

So says Tim Strunk, an industry consultant of Photizo, in a 60-min webinar, as reported by opi.net. Strunk emphasized the potential of pagewide printing devices in the workplace and drew parallels with the rise of laser printers in the 1980s.

He believes that pagewide inkjets could do to laser what laser did to daisy-wheel and dot-matrix. In the 1980s, many industry giants such as IBM focussed on daisy-wheel and dot-matrix technologies. HP, however, disrupted the market with its LaserJet products, eventually rendering daisy-wheel typewriters and dot-matrix printers obsolete.

Strunk cautions that the same may happen to anyone in the industry who ignores the increasing demand for pagewide technology.

Strunk pointed out a number of factors why pagewide inkjet would dominate in the future. One of these factors is device consolidation. Pagewide inkjet can let enterprises do away with mono laser machines for that it could do the same thing. On the other hand, it could also fulfill many color needs and therefore only reserve color laser for higher-end jobs.

Moreover, pagewide inkjet can greatly reduce R&D costs for manufacturers. The simpler mechanisms and less power consumption produces much less waste and cost a lot cheaper.

Photizo Group is a U.S.-based market intelligence and consulting firm focusing on the imaging industry,

according to its website.

(Source: <https://www.rtmworld.com/2d/news/will-pagewide-inkjet-disrupt-the-industry/>)



Ninestar Sponsors Walking Donation Activity

April 22 is annual Earth Day. On this special day, what did you do for our motherland?

As one of the leading printing solution providers in the world, Ninestar is devoted to provide professional printing solution to customers without ignoring social responsibility by participating in kinds of commonweal activities. On Earth Day, Ninestar announced that it will sponsor Walking Donation Activity.

Walking Donation is an emerging commonweal activity in China. Usually, people are encouraged to walk more instead of driving by third parties organizations or companies. The steps you walked can be transferred into money. The more you walk the more money you get. Finally, these third parties will donate the money to charity in your name. Walking Donation combines the features of charity and environmental protection and becomes very popular in China.

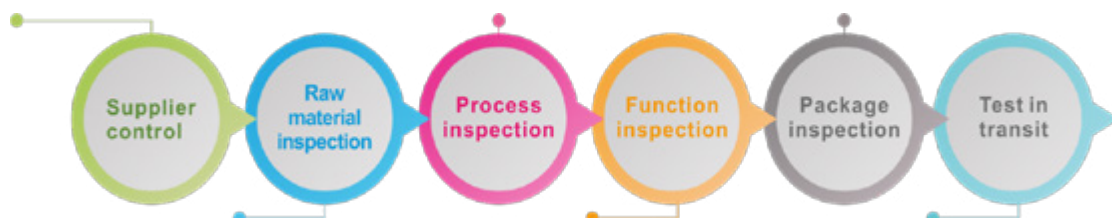
Now, Ninestar is sponsoring this meaningful activity from April 20 to May 20. The donation will be used for planting *Haloxylon ammodendron* to prevent desertification. Come and join us!



Ninestar Holds On-line Quality Quiz

May 5, Ninestar held a special on-line quality quiz to strengthen staff's quality awareness. The participants totaled 499.

All customers care about product quality. So do us. At Ninestar, we have a mature and strict quality control system to ensure product quality. First, before we manufacture, we evaluate the suppliers to ensure the quality of raw materials. We cooperate with worldwide famous raw material suppliers like MITSUBISHI toner from Japan. We call this session Supply Control. Next is the Raw Material Inspection. Even though we evaluate the suppliers, we still inspect the raw material again before the production. During the production, we also have inspection. Then we have a function inspection of the finished products. If the finished products pass the function inspection, they have a package inspection before packing. After packing, they have a transportation test to ensure all products are fit for shipment.



We also have made a huge investment in our automatic production. There is 100% smart checking on site on the automatic production line. It is the most advanced smart equipment in the global market, not only in the consumables market.



Patented Toner Cartridges For Use In **HP Laserjet Pro M102 Series Printers**

G&G Model No.	OEM Model No.	Page Yield		Color	For Use In
		G&G	OEM		
NT-PH217	CF217A	1600	1600	MONO	HP Laserjet Pro M102W ; HP Laserjet Pro MFP M130a/ M130nw/M130fn/M130fw
NT-PH218	CF218A	1400	1400	MONO	HP Laserjet Pro M104 ; HP Laserjet Pro MFP M132snw/M132fp/M132fw/M132nw
NT-PH230	CF230A	1600	1600	MONO	HP Laserjet Pro M203d/M203dn/M203dw; MFP M227fdn/M227fdw/M227sdn
NT-PH230X	CF230X	3500	3500	MONO	

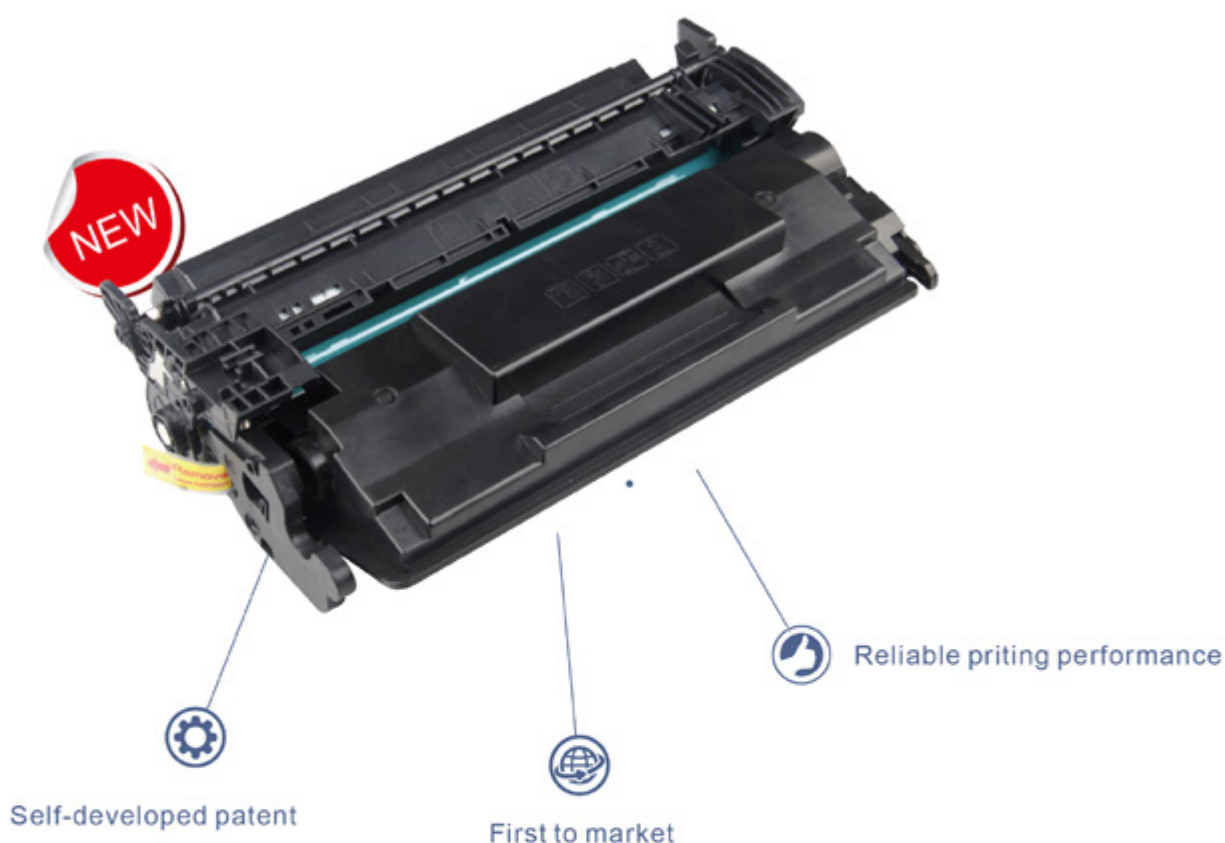


To get more information
about firmware upgrades,
scan to download



Patented Toner Cartridges For Use With **Canon i-SENSYS LBP312x**

G&G Model No.	OEM Model No.	Page Yield		For Use In
		G&G	OEM	
NT-PC041C	Cartridge 041	10000	10000	Canon i-SENSYS LBP-312x
NT-PC041XC	Cartridge 041H	20000	20000	



To get more information
about firmware upgrades,
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Toner Cartridges for Canon 045 Series Printers

Canon imageCLASS MF634Cdw(Canon 045) was released in March 2017, mid-low end printer that aim to SOHO users. It will become popular and take the place of Cartridge 116/316/716

G&G Model No.	OEM Model No.	Page Yield		Color	For Use In
		G&G	OEM		
NT-PC045BK	Cartridge 045	1400	1400	BK	Canon imageCLASS MF634Cdw/MF632Cdw/LBP612Cdw;
NT-PC045C	Cartridge 045	1300	1300	C	
NT-PC045M	Cartridge 045	1300	1300	M	
NT-PC045Y	Cartridge 045	1300	1300	Y	Canon i-Sensys LBP611Cn, LBP613Cdw,
NT-PC045XBK	Cartridge 045H	2800	2800	BK	Canon i-Sensys MF631Cn MF633Cdw/MF635Cx
NT-PC045XC	Cartridge 045H	2200	2200	C	
NT-PC045XM	Cartridge 045H	2200	2200	M	
NT-PC045XY	Cartridge 045H	2200	2200	Y	



- Independent patent design
- Steady quality
- With encryption chip technology

Printer Model: Canon imageCLASS LBP612Cdw
Price: \$245
A4 Printing Speed: 19 /19 ppm
Resolution: 600 x 600 dpi
Monthly Load: 30000



To get more information
about firmware upgrades,
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