

## Ferhut, Faridoon

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**From:** Ron Giuntini [rgiuntini@reman.org]  
**Sent:** Saturday, June 04, 2005 7:14 PM  
**To:** Ferhut, Faridoon  
**Subject:** EPP Standard for Cartridges

Fareed:

Read with interest the subject. I think you missed one Objective; Supply Chain Management (Retrieve, receive and reuse). I would hire a contractor who would be a "bounty hunter" for cartridges. Create a data base of all serial #s sold and have an exchange program (sort of like Netflix) for their return. The data base would be funded by a small fee, of let us say \$.25/cartridge, but all cartridges sold must be registered through the database. Cartridge manufacturers would have to have remanufactured 50% of the number of cartridges they had sold in any one year. If the manufacturer can not show thru an audit of serial #s that this was done, they would pay \$2.00 for each quantity below 50%...this would become a "closed loop" system. Again the above is just a "taste" of what would have to be done.

Note that 50% of HP's business is their printer operation, and that generates 90% of their profits and 90% of the profits of the printer operation is generated by cartridges...so cartridges generate 80% of HP's profits.. this is a very lucrative business for them and others such as Lexmark.

The government is so focused upon "controlling" the environment through mandates, that they miss out that "good old capitalism" can make enterprises do the right thing..if there is a profit to be made...or profits to protect!!

Give me a call if you would like to discuss Warm regards, Ron Giuntini Executive Director The Remanufacturing Institute (TRI) rgiuntini@reman.org  
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Warm regards,

Ron Giuntini

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Sent via the WebMail system at reman.org

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