

ILG increases HP alternative cartridge production to meet OEM shortage demand.

As a result of the terrible earthquake and tsunami in Japan, HP has warned its resellers that in response to potential shortages it is restricting distribution of some toner cartridges.

ILG has stepped up production of HP alternative cartridges in both color and monochrome.

This is an opportunity for ILG and ILG resellers to showcase the quality of technologically advanced engineering color cartridges. According to industry sources, nearly 96% of color toners sold today are HP OEM products. This represents an enormous market opportunity for color OEM alternative.

The addition of ILG's advance color technology "The Smart Color System," and the wide selection of HP color have created a demand for ILG's quality products. ILG is still the only manufacturer in the world to produce HP color alternative **JUMBO Color®** cartridges. Yielding 20-30% more prints, providing the solution at substantial cost savings and higher profits for the reseller."

The list of HP toner cartridges allocation list issued by HP.

C4127A	CB542A	CE250A	CE278A
Q5949X	C8061D	CB543A	CE250X
CE285A	Q5949XD	C8061X	CC364A
CE251A	CE314A	Q6460A	CC364X
CE252A	C9730A	Q1338A	Q6463A
CE253A	C9733A	CC364XD	Q1339A
CB382A	CC530A	CE255A	CE255X
Q7553X	CB385A	CC530AD	CE260A
Q2610D	Q7553XD	CB387A	CC531A
CE259A	Q5942A	Q7581A	CB390A
CC532A	Q5945A	Q7582A	CB540A
CC533A	CE263A	Q5949A	Q7583A
CB541A			



Gary Michaels
Chief Operating Officer

"The HP toner shortages have left some resellers very concerned and out of stock. ILG is challenging our resellers to take this opportunity to capture the untapped color OEM market (96%), and educate OEM color users to try our Color challenge by placing ILG's advanced technology and engineering color products in their key locations. We have had tremendous success demonstrating our quality and technology."



Joe Shulman,
V.P. of Client Relations

"ILG has a wide selection of HP OEM alternative cartridges currently in stock. To meet upcoming demand we have increased the production on all HP mono and color cartridges. Our pro-active R & D and engineering teams study trends and forecasts, and are first to market with new releases. Maintaining strong inventories in all five distribution centers across the nation is imperative to meet our client's needs."



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