

By now you have all seen the recent propaganda released by the aftermarket remanufacturers in response to the latest Canon complaint. These sources have always used the “Fear Factor” to manipulate the dealer into paying more for a remanufactured cartridge. **Don’t drink the Kool-Aid!**

Do your own research and find out for yourself. Knowing your vendor source will keep you safe without having to sacrifice your profitability.

## HERE IS WHAT THEY ARE NOT TELLING YOU...

This latest complaint is a rehashing of the 2014 Dongle Gear case, involving many of the same SKUS. As a result of the 2014 case, the factories redesigned the cartridges in question, were ultimately granted exemption by Customs and the ITC to legally import the IP Safe product into the U.S. SW also attained the opinion of a U.S Patent attorney verifying the product was non-infringing.

The 6 patents Canon is now enforcing were just awarded in December 2017 and January 2018. SW will work diligently with our factories to make sure Canon’s IP is respected.

SW has **never experienced** a supply interruption and has always protected the customer, never exposing any customer data.

## HERE IS THE REALITY OF WHAT KINDS OF TONER ARE OUT THERE...



### *Remanufactured*

Used OEM cartridge that has been taken apart, refilled and reassembled. This is like buying a used car that has been in an accident.



### *Counterfeit*

This is a newly built cartridge designed to mimic the appearance of the OEM and intentionally deceive the consumer.



### *Clones*

This is a newly built cartridge typically produced by tier 2 or tier 3 factories. These factories put no resources towards research and development to produce an IP safe product and have no regard for the OEM patents. They use low quality components in the build. These are the cheap import cartridges that hurt the marketplace for all aftermarket suppliers.



### *IP Safe New Build Compatibles*

These are newly built compatible cartridges produced by vetted tier 1 factories. Unlike the clone manufacturers, these factories respect the OEM intellectual property, have a significant investment in research and development and an extensive team of engineers that work to design around the OEM patents to produce a safe OEM alternative.

## SUPPLIES WHOLESALERS ONLY SOURCES FROM VETTED TIER 1 FACTORIES



All SW sourced product comes with a 1 Year warranty on defects, including machine protection. Also, per the Magnuson-Moss Act, a non-OEM cartridge will not void the manufacturer warranty.



All cartridges are manufactured to OEM specifications and in some cases exceed OEM performance.



We have MSDS sheets available for all toner cartridges supplied.



SW’s overall defective rate on toner cartridges is less than 2%

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