

- The document makes heavy mention of the members' involvement with ETIRA. What benefits will ARTI-Italia see for its activities, as opposed to operating under ETIRA?

Yes, we are proud our companies are all ETIRA members because the European Association leads us in the right way to develop our business. More, the Clone Guide is really helpful in the Italian market where the share of illegal cartridges is drastically increased in the last years with negative effects also on the environmental sustainability too. Last but not least ETIRA is an European association and makes lobby activities at the European Commission in Brussels thanks to Mr. Van Dijk. This is not an endorsement by them but they are like a light for all us.

- ARTI-Italia is primarily comprised of some of the largest European companies. Will smaller companies be able to join, and what is the criteria for membership in ARTI-Italia?

In Italy there are many small companies consisting of 1 to 5 persons, and the biggest one has no more than 50 employees. The remanufacturers in ARTI/Italia have each from 250 to more than 1000 employees. Our aim is to discuss with the Italian companies and find a common way to fight illegal clones! I know a lot of Italian recyclers who have issues how to increase their business legally. I see we can do a good job together and they can become ARTI Italia members if they agree on our Statute and the ETIRA Code of Conduct

- When discussing with Philippe Guenin regarding FCR's probably future actions, he was keen to discuss the idea of collaboration with not only government facilities but also OEMs. Is this a direction ARTI-Italia is considering?

We are going to arrange a lot of meetings with the people involved in this matter. During the last Big Buyer show in Bologna we met the OEM companies Samsung and Epson and we are planning appointments with them in the near future. From my point of view there is not sufficient knowledge in the domestic market about the difference between compatible and remanufactured cartridges, between legal and illegal goods, between correctly recycled and 'drill and fill' cartridges. I see us as competitors and for that reason we can compete and protect our job from those who do not respect any Intellectual Property (IPR) in the World Trade Organisation (WTO) where Italy is an important nation.