

- 2012 was a tumultuous year for patent suits, with the most dominant seemingly Canon's action against numerous aftermarket companies including Clover. What do you think was the defining legal moment for 2012, and why?

We are waiting for strong legal actions against import companies and dealers selling clones in Italy! The aftermarket would benefit from replacing illegal clones; the legal business would very appreciate from the aftermarket too. There was no legal action in Italy 2012!

- Historic example indicates that OEMs typically try to maintain momentum following a successful legal action and tend to launch/pursue similar avenues in short succession. What are the benefits and dangers of further OEM involvement?

The target of Remanufacturers is to kick out clones from the market! Only patent owners Companies (OEM) can do that; it isn't a danger for us, we will only benefit with an industry performing legally correct.

- Europe remains a difficult region to legislate in comparison to the US.

Does the aftermarket benefit from the complexity or would it be more agreeable to have a unified approach to patents that stretches across all EU members?

As you know there isn't one number to call Europe by phone (if you call US you digit 01), so we prefer to have a harmonized approach in terms of waste management, law, patents in all our European country. The aftermarket definitely would have a benefit.

- Additionally, how was Italy affected by the 2012 legal suits, in comparison with countries within Europe and globally?

In Italy there was not a big fight against clones; many ex recyclers and dealers are selling clones and they will stop if legal actions would be enforced against their illegal activities.

- A number of OEMs including Canon and Xerox have begun floating concepts of remanufacturing within their own organizations, and attempting to lock them down legally. What do you think this means for the aftermarket?

Competition is competition! All best practices in remanufacturing are welcome if they bring environmental benefits and doesn't infringe patent. Our first target are clones!

- Although the achievements of Print-Rite and Static Control Components with regards to their No-Twist and ZeroTwist technologies are rightly recognised, a number of industry commentators have expressed concern that the aftermarket is forced to respond to OEM pressure/legal developments rather than innovate in other directions. Do you think this statement is accurate, and why?

No, since 1990 the remanufactures industry is innovative, environmental friendly and there are no issues except microchips.

- Please give your predictions of how you think the legal landscape of 2013 will fold out, and what the Italian aftermarket can do to prepare.

Now here in Italy , we have an open discussion on GPP and Environmental printing consumables at the Ministry of Environmental in Rome. ARTI Italia attends and actively participate hoping to achieve good results and insure high quality and true green cartridges. That's because suppliers must stop to offer clones in Public Tenders!