

Company Fact Sheet

Who is InkTec Zone?

InkTec Zone, in partnership with InkTec Co., Ltd. was established in 2004 to develop the inkjet refilling market at retail outlets across the U.S. and Canada. As the exclusive Ink-O-Matic distributor in North America, InkTec Zone has developed a sales, service and support network for retailers in this fast-growing market.

What is InkTec Zone's mission?

InkTec Zone's mission is to provide retailers with all the equipment, accessories, training and support services they need to enter the lucrative and growing inkjet refilling market.

Is InkTec Zone publicly or privately held?

InkTec Zone is a privately held company.

What are InkTec Zone's key markets?

InkTec Zone's primary market includes national retailers, regional retailers and owner-operated stores with an established customer base and consistent foot traffic. They currently sell original manufacturer, compatible or refilled inkjet cartridges.

How does InkTec Zone's Ink-O-Matic compare to other cartridge refilling solutions?

The Ink-O-Matic represents a significant advance in inkjet refilling technology. By refilling through the print head for both black and color and using advanced control components, we have made it possible for any retailer to refill inkjet cartridges. Unlike other ink refilling systems, employees do not need to crack open the tops of cartridges when refilling with the Ink-O-Matic. This not only reduces the complexity by eliminating the need for cutting tools, but also significantly reduces the processing time. Our system includes everything necessary to provide refilling services for the most popular Dell, HP, and Lexmark cartridges within a single machine, including cartridge tester, sonicator, centrifuge, video-based training, and customer support.

What other products are offered by InkTec Zone?

We offer turnkey solutions for inkjet refilling in any retail environment. In addition to the Ink-O-Matic inkjet refilling equipment, we provide all the labels, clips and other accessories necessary to deliver a finished product to the customer. We also offer a complementary line of replacement Canon and Epson inkjet cartridges to ensure the fulfillment of all the customer's needs in regards to inkjet printing.

Where is your ink manufactured?

All of the inks used in InkTec Zone products are manufactured in the InkTec Co. ISO 9001 and 14001 certified facilities in Ansan, Korea. With more than ten years of experience InkTec has enjoyed exceptional growth and built the reputation for being a leading printer supplies manufacturer. As a world-class ink technology company, InkTec has also created next generation technology such as UV Curing Inks, Conductive Inks and Printed Circuit Board (FPCB, Build-up) based on inkjet technology, enabling InkTec to not only to expand the business but also to contribute toward the development of inkjet applications.

What are the marketing opportunities for ink refilling?

Inkjet refilling is a very lucrative market – earning margins of 85% to 95% for retailers while offering significant savings to consumers. Until recently, refilling services have only been available at specialty stores with highly trained employees. Because the Ink-O-Matic is easy-to-use, it enables any retail employee to refill inkjet cartridges – opening the fast-growing inkjet refill market to any retailer.

