

## Quality, Cost Savings & Service



### About Katun Corporation

- Headquarters: Minneapolis, Minnesota, USA
- In business since 1979
- Operating in 123 countries
- Tens of millions of end user customers
- Over 1 trillion impressions using Katun products
- Online catalog available at [www.katun.com](http://www.katun.com)

### Providing Unsurpassed Value As Your Imaging Supplies Partner

Imaging professionals worldwide, including distributor/dealer principals, service managers and technicians, depend on Katun, the imaging industry leader in quality, cost savings and service. Whether you are an office equipment or office supply dealer, or other business that sells imaging supplies and parts, Katun has everything you require to succeed. We provide the value and choice you need to remain profitable in an increasingly competitive world.

We have a comprehensive selection of products for your copiers and MFP's, as well as a growing offering of supplies for the most in-demand printers in the market today. Monochrome is where we built our legacy of quality and reliability, but color is where we now lead the aftermarket. In addition, our offering of service accessories, managed print service solutions and customer programs, enable you to become the most efficient and profitable organization you can be.

At Katun, we are evolving to meet your needs and the changing state of the imaging industry. We are striving to bring products to market quicker, while still maintaining high quality standards. As MPS becomes a bigger part of the imaging landscape, we are investing in programs and services to help you flourish. As a global company, we continue to explore region-specific product development opportunities that are a perfect fit for your business. Drop shipping, e-commerce tools and auto toner fulfillment are just a few of the unique offerings we provide to our partners in many markets across the globe.

#### NEW OWNERSHIP

In January 2018, Katun was purchased by General Plastic Industrial Co., Ltd. (GPI) of Taiwan. GPI is an established, successful, and highly regarded leader in the imaging industry that develops, manufactures, fills and distributes toner cartridges for imaging equipment. As Katun enters a new chapter under strategic ownership, GPI's high-quality manufacturing and technical capabilities will significantly enhance Katun's value proposition, and present significant, exciting synergies and opportunities for employees, suppliers and customers alike.

Approaching our fifth decade of service, we are growing with you, to serve you. We appreciate the opportunity to be your business partner!

# Product Categories

## Imaging Supplies

Copier toner, printer toner cartridges, solid inks and bulk toner – when it comes to putting images on paper, we're the experts. Our toner products have produced more than a trillion pages on millions of color and monochrome devices worldwide. Providing OEM-equivalent image quality has been our goal since 1979, and proven, reliable performance helps you maintain peace of mind. There are many suppliers providing alternatives to OEM toners, but nobody is better at combining quality, cost savings and value.

## Photoreceptors

As one of the first companies to provide photoreceptors to office imaging equipment dealers back in the 1980's, we have a strong history of providing high-performance, long-life OPC drums at excellent prices. Katun OPC drums – including those in our economical drum unit/cartridges – are installed with confidence in virtually every type of office equipment, including older and new-generation machines, analog and digital, monochrome and color.

## Parts

Reliable, precision parts are a necessity when servicing all types of office equipment. Katun carries the entire gamut of the parts you need – fuser rollers, pressure rollers, cleaning rollers, bearings, staples, maintenance kits, fusing assemblies, waste toner containers, chips, feed rollers, and more. Like all Katun products, they offer a combination of high quality, low cost and great value that is unsurpassed in the imaging industry.

## Service Accessories

Service technicians and engineers need reliable, high-quality tools to do the job right. And service organizations need great value when purchasing accessories to ensure efficient and profitable operation. Katun provides both. The high quality standards used in developing Katun parts and supplies are also applied in developing and assembling Katun's extensive service accessories offering. Whether you need vacuums, cleaning supplies, tools, or other products that are essential for service calls, make Katun your number one source.



## Katun Brands

### Katun Performance™

Katun Performance™ is our premier brand, encompassing our highest-quality products that provide OEM-equivalent life/yields, excellent image quality, and outstanding color reproduction. Product performance is comparable to that of OEM products, but at significant cost savings – thereby delivering your best overall value!

### Katun® Business Color

Katun® Business Color products provide OEM-equivalent life/yields, consistent image quality and color reproduction that meets or exceeds end-user expectations in business color applications. These products combine substantial cost savings, strong product performance and excellent value.

### Katun Access™

Katun Access™ products offer low pricing and consistent life/yields. Solid image quality – similar to that of products offered by other aftermarket companies – enables price-sensitive buyers to purchase imaging supplies that provide dependable performance.

### Katun Select™ *(only available in specific geographic regions)*

Katun Select™ products are only available for printer applications in specific markets. These products are designed to meet or exceed customer expectations, including yields, image density, consistent print quality and overall performance. Best of all, they are available at a very competitive cost compared to OEM printer cartridges.

Katun offers a variety of brands to meet the cost and quality requirements of our customers around the world.

# Products

## Printer Products

Dealers have depended on Katun quality and cost savings for copiers and MFP's; for the past decade they have been discovering the same great value in Katun's comprehensive and growing line of toners and parts for their printer fleets. Katun provides monochrome and color laser toner cartridges for the most widely placed and popular laser printers in the world today, including both new-build and remanufactured cartridges. Katun offers products for virtually every major OEM printer line including Brother, HP, Lexmark, OKI, Samsung and more. In some markets, Katun provides bulk toner, parts and components to help remanufacturers produce the highest quality, cost-effective toner cartridges possible.

## Copier/MFP Products

Our company started as the global "go-to" provider of alternative imaging supplies and parts for analog copiers. As technology has evolved, and analog copiers have been replaced by digital copiers and MFP's, Katun has made product development and quality assurance investments to ensure we are always at the leading edge. We've focused on providing products for newer digital applications, while still offering options for dealers with large analog copier fleets, all the while maintaining our position as the best value alternative to the OEM.

## Color

We estimate that more than 30 billion pages have been produced using Katun brand color toner for copiers and printers. Color is where we truly stand apart from our competitors in the aftermarket. Providing high quality color imaging supplies is a great technological challenge; Katun meets the challenge with advanced product development processes and adherence to stringent testing standards. Dealers who switch to Katun color are pleased to find an aftermarket company can produce color products as good as OEM products, yet still provide significant cost savings.

## Monochrome

Although the business world is rapidly shifting to color prints and copies, monochrome still makes up the largest percentage of office imaging output today. We cut our teeth on monochrome imaging and we're still providing the best value in monochrome printer and copier parts and supplies. It never gets old for us – we still strive to provide you the best monochrome value possible.

## Managed Print Services

If you are already counting on MPS as a reliable revenue stream, or if you are just exploring the possibilities, choose Katun as your MPS partner. We offer the software programs, systems and support you need to execute a comprehensive MPS program.

Katun is the optimal MPS provider for supplies - offering one-stop shopping, 24/7 online ordering and the industry's broadest selection of high-quality compatibles. We've got you covered for copiers, printers and MFPs, for all the major OEMs within each platform, the vast majority of the models within each OEM line (monochrome and color), and the majority of parts and supplies required to service each model.

With KDFM - Katun Dealer Fleet Management (available in many markets worldwide), you'll find a robust MPS portfolio that includes software solutions and more, including automated toner fulfillment. Offered in a growing number of select markets, our MPS programs are highly efficient, easy to install, access, use and manage – plus we offer optional IT support. Katun will help you leverage your MPS program to land new customers, retain existing customers and generate revenue. And, unlike programs offered by the OEMs, KDFM keeps you independent.



# KATUN®



## Quality

We built our reputation by consistently providing OEM-equivalent quality copier parts and supplies; today we are equally focused on providing you with reliable products across numerous machine platforms that deliver excellent performance and unsurpassed value. Enabling you to maintain high levels of customer satisfaction is our goal; we must earn your trust in order for you to confidently switch from costly OEM products. This level of quality also ensures our product performance unfailingly exceeds that of cheap aftermarket competitors.

More than 50,000 dealers have trusted Katun with their imaging supplies business for years. We have great confidence in our products, and demonstrate that by backing all of our copier, printer and MFP products with a no-risk warranty that offers customers the choice of credit or replacement.

At the heart of our quality commitment is Katun's state-of-the-art research and development laboratory in Minneapolis, Minnesota, USA, where products are tested to ensure high quality and consistent performance. The lab, which features hundreds of imaging devices, millions of dollars in testing and diagnostic equipment, and a staff of experienced product development personnel and laboratory technicians, is dedicated to ensuring you and your customers are completely satisfied with Katun products.

Decades of experience have afforded us the opportunity to develop relationships with world-class suppliers from across the globe. These relationships not only ensure an uninterrupted flow of high-quality products from a variety of sources, but they allow us to collaborate with other technology leaders to further establish our position at the forefront of the industry as innovators and problem solvers. More than any other factor, quality separates Katun from other companies seeking to become your alternative parts-and-supplies partner.

## Cost Savings

When you are looking for an alternative to parts and supplies offered by the original equipment manufacturer, cost savings are paramount. Katun products offer significant cost savings versus OEM products, typically 20% or more. Helping you increase your organizational profit is a core principle of our value proposition – offering substantial savings versus the OEM products and competitive pricing versus other aftermarket companies.

## Service

At Katun, service means excellent technical support, efficient delivery, friendly customer service and knowledgeable sales people. Our friendly and experienced customer service and sales representatives and our online catalog are key components of our customer service strategy. Our technical staff ensures you receive the top notch technical support you need, and our global distribution provides timely, reliable and efficient product delivery.

## Katun Online:

Our website and our online catalog have become a primary resource for industry professionals looking for tools and resources, and to search for and place orders for high quality products. The site is available 24/7, offering quick and easy access to thousands of products in English, French, German, Italian, Spanish, Portuguese, and Russian. The site offers real-time stock availability, order history, customer-specific dashboards, shipment tracking and dozens of helpful resources.

[www.katun.com](http://www.katun.com)