

Today



West Point Products has grown to become a leading outsourcing partner for the imaging industry by meeting industry challenges and maintaining the commitment to our mission:

“To be the supplier of choice for premium replacement toner cartridges and related services that add value to our customers.”

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This Month's Contributors ● ● ● ●



Jim Bethke is a member of the technical support team at Parts Now!, the nation's largest laser printer parts distributor. For the past 14 years, Bethke has helped solve the most baffling printer breakdowns.



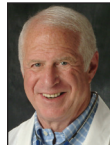
Dr. Dimitris Constantinou is president and founder of Easy Group LLC. Constantinou has more than seven years experience in both the e-commerce and ink and toner industries, having grown his own companies' brands such as 123 Refills, Uni-Kit and others online as well as through traditional channels. Easy Group has developed a central platform from which it is able to leverage its e-commerce infrastructure and share elements of it with strategic partners like www.egaffiliateprogram.com.



Ed Crowley is the founder of the Photizo Group. He began his career in the industry with QMS in the mid-1980s before moving on to key roles at DataProducts, Texas Instruments, and prior to starting the Photizo Group, Lexmark International.



Katherine Fernelius is a freelance writer based in Las Vegas. She has written regularly about the imaging industry the past two years in addition to her numerous contributions to various Las Vegas publications.



John Haskell, aka Dr. Revenue, is a professional speaker, seminar leader, marketing and sales consultant, and author of "Profit Rx."



Sarah Henderson is the director of strategic marketing for the Office Equipment Group at GreatAmerica Leasing Corporation. Henderson has more than 10 years experience in assisting businesses with their brand development and marketing strategies.



Mike Josiah is the East Coast technical director at Uninet East Coast, a global distributor of toner, OPC drums, wiper blades and other supplies.



Tricia Judge is the executive director of the International Imaging Technology Council.



Jiqiang Rong is Lyra's director of primary research. Before joining Lyra, he was a project manager and statistician for two full-service market research companies.