



PURCHASING OFFICE

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## **CCNY Procurement Bulletin #1**

To: All Departmental Procurement Liaisons

Subject: Toner Cartridges

Date: September 19, 2008

The Industry for the Blind of New York State (IBNYS), which is a preferred source supplier to the State of New York that supplies commodities and services produced by qualified, charitable, non-profit-making agencies for the blind, approved by the Commissioner of Social Services, currently offers "high efficiency/double yield" toner cartridges from PageMax.

Through advanced technology, these cartridges yield two to three times more pages per cartridge than their OEM equivalent at a very competitive per page cost. These cartridges have a full life guarantee and are in use in high profile city and state agencies, as well as several City College Administration offices.

By utilizing these "high efficiency/double yield" cartridges, departments will reduce downtime, handling, and storage of toner cartridges and also contribute to the sustainable efforts of our campus by (1) eliminating half of the toner cartridges used and (2) by returning used units to PageMax for recycling.

To advance special social and economic goals, State Law provides certain vendors like IBNYS "preferred source" status. NYS Finance Law requires purchasing priority be given to preferred sources and as such, all state agencies are required to purchase approved products and services that meet the form, function and utility of the agency, from preferred source vendors like IBNYS. Furthermore, such purchases are exempted from bidding requirements.

Purchases from IBNYS and other "preferred source" vendors are not restricted to tax levy funding. Departments may take advantage of these vendors' offerings regardless of the source of funding. Please refer to the attached price list when placing your order.

All Toner orders, regardless of dollar amount, must be placed by the Purchasing Department via official CCNY purchase order. Please forward your completed requisition referencing Industries for the Blind of New York State (IBNYS) to the Purchasing Department in Wingate 112.

Please see the attached documentation for more information about PageMax toner cartridges.

Printers	OEM Cart #	Staples ITEM #	OEM Yield	Staples Price	HP CPP	PageMax CPP	PageMax Savings	PageMax Product #	PageMax Yield	PageMax Price
<b>HEWLETT PACKARD PRINTERS</b>										
HP 4V, 4MV	C3900A	638239	8,100	\$ 145.34	\$0.01794	\$0.00913	49.1%	10100	16,327	\$ 149.00
HP 5P, MP, 6P, 6Pse, 6Pxi	C3903A	479592	4,000	\$ 79.79	\$0.01995	\$0.01305	34.6%	10103	8,044	\$ 105.00
HP 3100,3150, 5L, 6L, 6Lse, 6Lxi	C3906A	641571	2,500	\$ 61.74	\$0.02470	\$0.01862	24.6%	10106	5,101	\$ 95.00
HP 5Si, 8000, Optra N, C, C Pro	C3909X	393662	17,000	\$ 177.64	\$0.01045	\$0.00607	41.9%	10109	32,794	\$ 199.00
HP 1300	Q2613X	503708	4,000	\$ 83.11	\$0.02078	\$0.01820	12.4%	10113	7,143	\$ 130.00
HP 1000, 1200, 1220, 3300, 3310, 3320	C7115X	456843	3,500	\$ 80.81	\$0.02309	\$0.01844	20.1%	10115	6,940	\$ 128.00
HP 4000, 4050	C4127X	897894	10,000	\$ 96.61	\$0.00966	\$0.00977	-1.1%	10127	20,376	\$ 199.00
HP 5000, 5100	C4129X	365454	10,000	\$ 126.29	\$0.01263	\$0.01333	-5.6%	10129	19,051	\$ 254.00
HP 4200	Q1338A	493372	12,000	\$ 145.32	\$0.01211	\$0.00961	20.6%	10138	27,670	\$ 266.00
HP 4300	Q1339A	493373	18,000	\$ 193.17	\$0.01073	\$0.00671	37.5%	10139	41,010	\$ 275.00
HP 4100	C8061X	452338	10,000	\$ 98.48	\$0.00985	\$0.01127	-14.5%	10161	19,429	\$ 219.00
HP 4L, ML, MP, P, PJ	92274A	402560	3,000	\$ 93.09	\$0.03103	\$0.01411	54.5%	10174	6,307	\$ 89.00
HP IIP, IIIP,	92275A	253179	3,500	\$ 98.79	\$0.02823	\$0.01126	60.1%	10175	7,016	\$ 79.00
HP 8100, 8150	C4182X	380469	20,000	\$ 145.43	\$0.00727	\$0.00702	3.5%	10182	42,468	\$ 298.00
HP 3Si, 4Si, 4si MX	92291X	280511	13,500	\$ 131.09	\$0.00971	\$0.00661	32.0%	10191	16,500	\$ 109.00
HP 1320 / 3392	Q5949X	577282	6,000	\$ 122.48	\$0.02041	\$0.01264	38.1%	10949	12,581	\$ 159.00
HP 1100, 3200	C4092A	378593	2,500	\$ 45.57	\$0.01823	\$0.02101	-15.3%	10192	4,998	\$ 105.00
HP II, III (D)	92295X	220996	6,000	\$ 98.79	\$0.01647	\$0.01053	36.0%	10195	8,450	\$ 89.00
HP 2100, 2200 DN, DSE, DT, DTN	C4096A	381015	5,000	\$ 77.47	\$0.01549	\$0.00975	37.0%	10196	14,250	\$ 139.00
HP 2300	Q2610A	503701	6,000	\$ 111.78	\$0.01863	\$0.01278	31.4%	10110	14,399	\$ 184.00
HP 2400, 2420, 2430	Q6511X	577280	12,000	\$ 195.12	\$0.01626	\$0.00835	48.6%	10511	26,338	\$ 220.00
HP 4250, 4350	Q5942X	577297	20,000	\$ 211.50	\$0.01058	\$0.00711	32.7%	10942	42,037	\$ 299.00
HP 1160*, 3390*	Q5949A	577281	2,500	\$ 73.99	\$0.02960	\$0.01338	54.8%	10549	8,969	\$ 120.00
HP 1320, 3392	Q5949X	577282	6,000	\$ 122.48	\$0.02041	\$0.01264	38.1%	10949	12,581	\$ 159.00
HP 9000,9040,9050	C8543X	456866	30,000	\$ 256.76	\$0.00856	\$0.00445	48.0%	10543	74,188	\$ 330.00
HP P2015*	Q7553X	656500	7,000	\$ 134.36	\$0.01919	\$0.01209	37.0%	10105	19,931	\$ 241.00
HP P3005*	Q7551X	656149	13,000	\$ 197.05	\$0.01516	\$0.01085	28.4%	10505	27,568	\$ 299.00
<b>LEXMARK PRINTERS</b>										
10R	1382150	597476	14,000	\$ 288.75	\$0.02063	\$0.00661	68.0%	3014049	22,550	\$ 149.00
Optra N240, N245	140409X	397531	15,000	\$ 125.95	\$0.00840	\$0.00607	27.7%	10109	32,794	\$ 199.00
Optra S, IBM 4059	1382925	882276	17,600	\$ 180.53	\$0.01026	\$0.00671	34.6%	301000S	34,002	\$ 228.00
Optra Se 3455	12A0825	383881	23,000	\$ 237.36	\$0.01032	\$0.00913	11.5%	3013455	34,503	\$ 315.00
E320, E322	08A0478	486899	6,000	\$ 136.50	\$0.02275	\$0.01675	26.4%	301E320	12,000	\$ 201.00
E321, E323	12A7405	506801	6,000	\$ 117.76	\$0.01963	\$0.01490	24.1%	3010321	11,747	\$ 175.00
Optra T, 610, 612, 614, 616	12A5845	431296	25,000	\$ 255.73	\$0.01023	\$0.00818	20.0%	301000T	42,667	\$ 349.00
T520, T522	12A6835	463457	20,000	\$ 256.22	\$0.01281	\$0.01070	16.5%	3010520	40,000	\$ 428.00
T620, T622	12A6865	463452	30,000	\$ 302.47	\$0.01008	\$0.00843	16.4%	3010620	50,787	\$ 428.00
T630, T632, T634	12A7465	516646	32,000	\$ 372.06	\$0.01163	\$0.00933	19.7%	3010630	45,870	\$ 428.00
T420	12A7415	506528	10,000	\$ 195.00	\$0.01950	\$0.01208	38.0%	3010420	19,784	\$ 239.00
T640, T642, T644	64015HA	614567	21,000	\$ 279.39	\$0.01330	\$0.00704	47.1%	3013640	60,783	\$ 428.00
<b>DELL PRINTER</b>										
Dell M5200/W5300	310-4585	N/A	27,000	N/A	N/A	N/A	N/A	6015200	43,599	\$ 315.00
<b>IBM PRINTERS</b>										
IBM 4312	63H3005	380186	6,000	\$ 134.10	\$ 0.02235	\$ 0.01291	42.3%	4014312	12,320	\$ 159.00
IBM 4317	63H2401	380183	10,000	\$ 195.30	\$ 0.01953	\$ 0.01287	34.1%	4014317	21,050	\$ 271.00
IBM Infoprint 1125, 1120	28P2494	487503	20,000	\$ 294.80	\$ 0.01474	\$ 0.01078	26.9%	4011125	40,000	\$ 431.00
IBM Infoprint 1140, 1130	28P2010	503998	30,000	\$ 338.80	\$ 0.01129	\$ 0.00764	32.3%	4011140	50,000	\$ 382.00
<b>CANON FAX MACHINES</b>										
Canon FX1 700/20/60/70/75/77/80/85	1551A	N/A	4,000	N/A	N/A	N/A	N/A	201FX1	6,123	\$ 79.00
Canon FX2 5000, 5500, 7000, 7500	1556A	800201	4,000	\$ 81.00	\$ 0.02025	\$ 0.01109	45.3%	201FX2	8,028	\$ 89.00
Canon FX3 L3500, 4000, 6000	1557A	838284	2,700	\$ 82.80	\$ 0.03067	\$ 0.01315	57.1%	201FX3	7,987	\$ 105.00



PREFERRED SOURCE

NYC Requirements Contract 9887256.

\*OGS Approval Pending

Industries for the Blind of New York State, Inc.  
296 Washington Avenue Extension  
Albany, NY 12203-5346



PAGE MAX

Print more for less

DOUBLE YIELD LASER TONER

Phone: 518.456.8671

Toll Free: 800.421.9010

Fax: 518.456.3587





**Industries for the Blind of New York State, Inc.**

296 Washington Avenue Extension  
Albany, NY 12203-5346

Industries for the Blind of New York State (IBNYS), has been a Preferred Source supplier to the State of New York for over 60 years. IBNYS provides office, janitorial, medical, safety, and other products as well as services to state entities including schools and government agencies. The sales of our products provide meaningful employment opportunities to our fellow New Yorkers who are blind, and the quality and value of our products rival those available in the private sector.

IBNYS - PageMax Cartridges are double yield cartridges for HP, Lexmark, Dell, IBM and Cannon. PageMax Cartridges deliver quality print at the lowest cost per page. Ordering from IBNYS, PageMax Laser Toner Cartridges will save money and contribute to a healthier environment for all New Yorkers.

- **Preferred Source Meets NYS Finance Laws 162 & 165**
- **Hard dollar savings - no bidding required**
- **Save 25% on your annual toner budget**
- **Procurement Cards Accepted**
- **No Delivery Charges & No Minimum Order**
- **Reduced Inventory Space by 50%**
- **Reduce the time of changing cartridges by 50%.**
- **Full Life Guarantee**
- **Full line of cartridges**
- **Environmentally Friendly (return empty cartridges with an easy return label)**
- **Purchases create employment for blind New Yorkers**
- **PageMax Cartridges are tested and certified by the Rochester Institute of Technology**

Thank you for considering PageMax Toner Cartridges from IBNYS.

For your convenience there are 3 ways to order:

By phone, call 800-421-9010

By fax, 518-456-3587

Online [https://www.ibnys.org/products\\_list.asp?clD=361](https://www.ibnys.org/products_list.asp?clD=361)

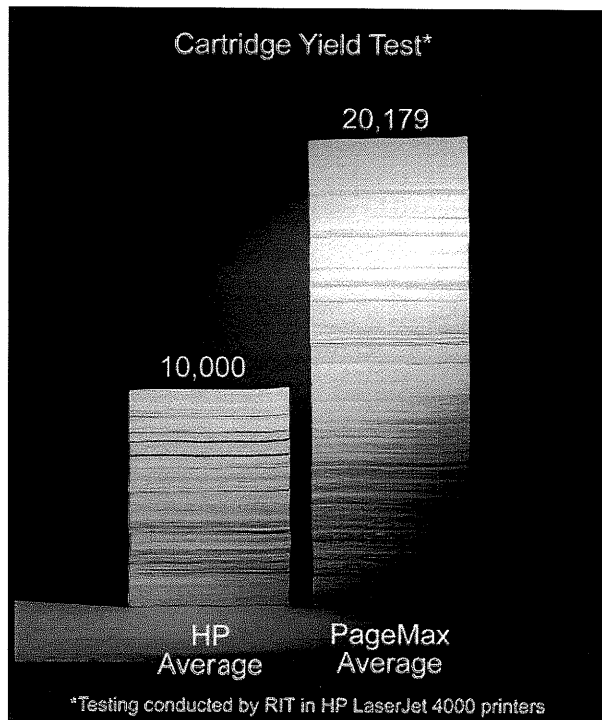
Larry Mirro

IBNYS

800.421.9010

FAX 518.456.3587

[www.ibnys.org](http://www.ibnys.org)



Independent Testing Confirms It:  
PageMax Yields Double Pages

## New York State Preferred Source for Laser Toner

- *Hard dollar savings - without competitive bidding*
- *Savings averaging 25%*
- *Meets NYS Finance Law 162 & 165*
- *Reduction in operational activities*
- *Reduced Inventory*
- *Full Life Guarantee*
- *Full line of cartridges*
- *Better for the environment*

**Your Purchases Create Employment  
for Blind New Yorkers!**



## PageMax Laser Toner Cartridges

### Save You MONEY!

IBNYS is proud to offer New PageMax high efficiency toner cartridges! PageMax cartridges use less toner per page and last twice as long as Hewlett-Packard and Lexmark cartridges while providing comparable quality and reliability. NYS agencies report 20% to 35% savings on total cartridge costs!

PageMax cartridges come with a FULL LIFE™ Satisfaction Guarantee, which means they will be replaced, if for any reason, you're not satisfied.



IBNYS offers a full line of PageMax toner cartridges. These cartridges are fully compatible with the most popular printers from Hewlett-Packard, Lexmark, Canon, IBM, Dell and other well known manufacturers.

### Reduced Handling and Storage

Using 1/2 of the toner cartridges means 1/2 of the handling, 1/2 of the downtime, 1/2 of the repackaging and returning of old cartridges, and 1/2 of the lost productivity associated with changing cartridges. These so-called "soft costs" aren't soft at all and they do add up quickly. Some companies have found that these soft costs easily represent 20% or more of the cost of the cartridge.

**IBNYS offers a full line of  
PageMax toner cartridges.**

**Call today for complete  
ordering information.**

**518-456-8671 or 800-421-9010**

**Fax: 518-456-3587**

## FACTS

### PageMax® Double-Yield Toner: Great Quality. Outstanding Savings.

PageMax incorporates a proprietary U.S. patented technology into a family of premium laser toner cartridges. PageMax cartridges are a category all their own. We deliver twice as many pages as Original Equipment Manufacturer (OEM) cartridges. Because we do not manufacture printers, we cannot be considered an OEM. And our quality beats remanufactured cartridges, because every wearing component is replaced every time. PageMax is the first alternative to offer substantially lower costs with high print quality and cartridge reliability.

### PageMax Lasts Twice as Long as OEM Cartridges

PageMax's patented "high efficiency toner transfer technology™" applies toner more efficiently than OEM cartridges. Since toner affects both yield and quality, PageMax technology means you can double your page yield while delivering exceptional quality. After an OEM cartridge would have run out of toner, PageMax cartridges continue to deliver maximum quality, page after page after page.

### Print Quality. Cartridge Reliability.

PageMax's manufacturing process is ISO9001 certified to ensure consistent high-quality products. PageMax specified components are designed to work as a system and are new in every cartridge every time. 100% of PageMax cartridges are tested for print quality and print density prior to packaging. In addition, destructive testing is done on selected cartridges from every manufactured lot. Coupled with an independent audit function, called in-line testing, PageMax's toner cartridge reliability is outstanding.

### State-Of-The-Art Research and Development Lab

Our R&D lab enables us to apply our double yield technology to new printers as they are introduced. Our R&D lab also allows us to incorporate new technologies into our current offerings. Innovative proprietary equipment allows us to qualify incoming components, test electrical and magnetic properties, and conduct performance-indicating tests on finished products. PageMax cartridge testing uses environmental chambers to replicate operating environments and test the cartridges under high and low humidity conditions.

### Independent Testing Verifies Double the Output

In independent tests conducted by the Rochester Institute of Technology (R.I.T.), PageMax toner cartridges delivered twice as many pages as OEM laser toner cartridges. R.I.T. studies confirm that some test results determined that PageMax delivered even more than double the yield. We invite you to learn more about our testing process at R.I.T.'s web site: [www.RIT.edu](http://www.RIT.edu).

Print More for Less



## Would You Like Your Child To Play Here?

Over 500 million toner and inkjet cartridges are manufactured every year. If not recycled, these cartridges end up buried in landfills, incinerated, or dissolved with hazardous chemicals. These processes contaminate the air, soil, and groundwater.

## A Better Solution

PageMax toner cartridges deliver twice the yield. PageMax helps the environment because double yield translates to 50% fewer cartridges to print the same amount of pages. When PageMax cartridges are returned, they are completely recycled right down to grinding the plastic shells for use in other products.

## Help the Environment

Reduce the number of toner cartridges your company uses in HALF for a positive impact on our environment! Using PageMax toner cartridges allows for:

## Print More for Less

- HALF the Number of Outer Master Cartons
- HALF the Amount of Inner Packing, Cushions and Labels
- HALF the Emissions from Deliveries

## PageMax Toner Cartridges make Recycling as Easy as 1-2-3

1. Box It
2. Label It
3. Ship it - FREE!

When you are done with your PageMax cartridge (PageMax lasts twice as long, but it doesn't last forever), put the empty cartridge in the original shipping material and carton, use the pre-paid shipping label that came with it, and return it to the recycling center at no cost to you or the environment.

Interested in helping the environment? Use the only double yield toner cartridge available today, PageMax. Call PageMax today for more information.

Clarity Imaging Technology, Inc.  
460 Totten Pond Road, Suite 660  
Waltham, MA 02451  
1-800-35-TONER (358-6637)  
[www.ClarityImaging.com](http://www.ClarityImaging.com)