



12th Annual Toner & Toner Chemicals Conference

May 4-6, 2009

Crowne Plaza San Marcos Resort
Chandler (Phoenix), Arizona



IMI's **12th Annual Toner & Toner Chemicals Conference** will focus on the technology, market and applications challenges and opportunities that are facing the toner industry.

Dry and liquid toners have been integral imaging materials for over fifty years. These toners have evolved in properties, composition and production over that period. During the past fifty years, other imaging techniques have been introduced. Some of these competitors still exist as specialty imaging devices. However, only ink jet has proven to have the combination of image quality, economics and versatility to challenge toner-based imaging devices.

Improved print quality, expanding applications, higher resolutions, enhanced user expectations, etc. are all requiring improved toner based products to effectively compete in the digital printing marketplace. Additionally, the increased adoption of color digital printing, introduction of chemically produced toners, movement away from light lens based copiers, etc. are all placing new requirements on the toner industry. These improvements all require new or improved chemical raw material products to meet users' requirements as toner based imaging continues to evolve in a competitive marketplace.

This unique conference program, IMI's only program in 2009 focused on the toner and toner raw materials industry, offers a unique opportunity for raw materials suppliers, imaging chemicals manufacturers, hardware developers and end users to join together and obtain a comprehensive assessment of the toner based imaging chemicals industry. There simply is not a better or more cost effective place to obtain the latest information defining **the future of toner and toner raw materials**.

Conference Speakers

Dr. Kevin P. Andrews, NineSigma
Dr. Eui-Jun Choi, DPI Solutions
Frank Evan, NineSigma
Dr. Gordon Hardy, Hunt Imaging
Dr. Michael A. Hopper, Copperas Consulting
John Shane, InfoTrends
Terry Stauffer, Malvern Instruments

Tom Ashley, Pivotal Resources USA
Jeff DeNigris, Malvern Instruments
Mark Hanley, I.T. Strategies
Dr. James A. Hayward, Applied DNA Sciences
Dr. Hou T. Ng, Hewlett Packard Labs
David R. Spencer, Spencer & Associates

Conference Displays & Suppliers' Forum

IMI's **12th Annual Toner & Toner Chemicals Conference** provides the opportunity to have a free display space to exhibit your products, technology or services. Each conference registrant also has the opportunity to give a commercial 5-minute Suppliers' Forum presentation.

IMI will cooperate with all interested parties to provide appropriate space so products can be displayed and demonstrated during the conference breaks and receptions. **There is no fee in addition to the conference registration fee to have a display and/or to give a Suppliers' Forum presentation.**

To reserve your complimentary display space and Suppliers' Forum presentation slot, please register online and check off the box indicating your participation OR complete the registration form on next page and fax to +1-207-235-2226 OR send an email to al@imiconf.com



12th Toner & Toner Chemicals Conference

Defining the Future of the Toner Industry

Crowne Plaza San Marcos Resort
Chandler (Phoenix), Arizona

May 4-6, 2009

Monday, May 4, 2009

12:00 Noon Conference Registration

1:00 p.m. Opening Session
Toner Industry in Perspective

Welcome and Introductions

Alvin G. Keene, President, Information Management Institute, Inc., Carrabassett Valley, Maine

TONER & TONER DEVELOPMENT FORECAST & TRENDS

John Shane, Director, Communications Supplies Consulting Service, Weymouth, Massachusetts

- Economic Outlook for Electrophotographic Printing
- U.S. & Western Europe Forecast
- Installed Base Forecast
- Total Print Volume
- Toner & Developer Forecast
- BRIC (Brazil, Russia, India, China) Observations & Forecast Summary
- World Toner Forecast Summary
- OEM & Aftermarket Trends

CHEMICAL TONERS IN THE 2009

MARKETPLACE: THE FIRST DECADE

Dr. Michael A. Hopper, Copperas Consulting, Toronto, Ontario, Canada

- Chemical Processes Employed to Make Toners (CPT)
- Where is Each Process Today: Changes in each Process over 10 Years - Mainly in Component Ingredients
- Companies in CPT Business
 - All OEM's Making CPT have Stayed with Their Process
 - Significant "Aftermarket" Manufacturing Capability
- Second Generation of CPT Products Reach the Market
 - Toners Refined to Allow Improved Development, Lower Fusing Temperatures & Image Gloss
 - Chemical Processing Techniques Refined to Lower Production Costs & Save Energy
 - Better Understanding of Hardware & Toner Interactions
- CPT is Not Universal even in OEM's with CPT Technology
 - Conventional Toner Processing is Alive & Well
 - Where CPT is Not Used & Why
- The Future of CPT Technology

COUNTERFEITING & DIVERSION: WE MUST PROACTIVELY SAFEGUARD OUR BRANDS & CUSTOMERS

Dr. James A. Hayward, Chairman, President & CEO, Applied DNA Sciences, Stony Brook, New York

- Impact to All of Us: Brand Owners, Business Owners, Office Workers & Consumers
- Putting DNA to Work
 - Can Not be Copied
 - Forensic
 - Absolute
 - Affordable
 - Green
- Marking can be Applied to Any/All of the Following
 - Toner Cartridge
 - Ink
 - Paper
 - Primary Packaging
 - Secondary Packaging
- Applied DNA Sciences
 - Patented Botanical DNA Solution
 - Authentication Throughout the Supply Chain
 - GenoTyping Paper

5:30 p.m. Networking Reception

Tuesday, May 5, 2009

8:00 a.m. Continental Breakfast

9:00 a.m. Session 2
Materials & Processing Enhance Market Development

DEVELOPMENTS, TRENDS & DIRECTIONS IN TONER POLYMERS

Dr. Gordon Hardy, Research Specialist, Hunt Imaging, Berea, Ohio

- Functions & Properties of Toner Polymers
- Polymer Technology Drivers
- Patent Trends
- Polymers for Chemically Prepared Toners
- New Bio-Polymers & Eco-Toners

TONER PRODUCTION & REAL-TIME PROCESS CONTROL: DRY POWDER MILLING & LIQUID POLYMERIZATION

Jeff DeNigris, Sales Manager - Process Systems Group, Malvern Instruments, Westborough, Massachusetts

- Off-Line Sampling vs. Continuous On-Line Monitoring
- PSD - What does it mean for Toner Production
- Effective Measurements for Process Control
- Process Efficiency - Enabling Real-Time Process Control
- ROI & Benefits - Who Wins?

SHAPE ANALYSIS: A TECHNIQUE FOR OPTIMIZING PERFORMANCE OF POLYMERIZED TONER

Terry Stauffer, Morphological Imaging Specialist, Malvern Instruments, Gilbert, Arizona

- Performance Factors
 - Transfer Rate
 - Cleaning Efficiency
- Shape Analysis
 - Method for Capturing Toner Particle Images
 - Pertinent Shape Parameters Measured: Circularity, Solidity & Aspect Ratio
- Setting Specifications
- Size Distribution of Toner Samples - Additional Information from Shape Analysis

12:00 Noon Luncheon

1:30 p.m. Session 3
Liquid & Chemical Toner Production Advancements

HEWLETT PACKARD LIQUID ELECTROPHOTOGRAPHIC DIGITAL PRINTING PRESS TECHNOLOGY

Dr. Hou T. Ng, Research Manager/Technical Lead, Hewlett Packard Laboratories, Palo Alto, California

- Analog to Digital Transformation of Commercial Printing
- HP Indigo Product Portfolio
- HP Indigo Technology Overview
- Recent Technology Advances
- Market Segments & Applications
- Future Outlook

CM TONER TECHNOLOGY: CURRENT STATUS & FUTURE POTENTIAL

Dr. Eui-Jun Choi, Technical Director, DPI Solutions, Inc., Daejeon-si, South Korea

- Proprietary CM CPT Technology: "Chemical Milling"
- Basic Features of CM Toner(R)
- Advantages of CM Toner(R) Compared with other CPT Technologies
 - High Resolution
 - Low Cost
 - Wide Color Gamut
- New Toner Plant Construction
- Recent R&D Progress
- Potential for Future

SUPPLIERS' FORUM: 5-Minute Presentations Related To Technology, Capabilities, Services, New Product Introductions, etc. The Suppliers' Forum is open to all Conference Registrants

5:00 p.m. Networking Reception

Wednesday, May 6, 2009

7:00 a.m. Continental Breakfast

9:00 a.m. Session 4

Future Toner Industry Requirements, Challenges & Opportunities

USING PRE-COMPETITIVE COLLABORATION & OPEN INNOVATION TO FIND SOLUTIONS TO INDUSTRY-WIDE MATERIALS OR PROCESS CHANGES THAT ADDRESS REGULATORY, MARKET OR ENVIRONMENTAL ISSUES

Dr. Kevin P. Andrews, Senior Program Manager & Frank Evan, Director of Business Development, NineSigma, Inc. Cleveland, Ohio

- History of Several Suspect Materials including Ingredients in Toner, Packaging & Other Components
- Regulations Negatively Affecting Industry
- Concerns Regarding our Industry's Impact on Health, Safety & Environment
- What is "Open Innovation" and How Can it Help?
- Pre-competitive Collaboration Overview
- Other Potential Topics of Interest - Ask the Audience
- Next Steps



CAN INK JET COMPETE WITH TONER?

Dr. David R. Spencer, President & CEO, Spencer & Associates Publishing, Melville, New York

- Independent Printer Comparison Process
 - Print & Image Quality
 - Toner/Ink Yield, Cost per Print
 - Throughput Speed
 - Functionality, Usability & Reliability
- Key Market Segment Products to Watch
 - Desktop: Small/Medium Businesses & Photo
 - Office/Enterprise
 - Graphic Arts: Kiosks, Large/Grand Format & Labels
 - Production: Digital & Web Presses
- The Future: Threats & Limitations of Ink-based Competition

WHERE DOES TONER-BASED PRINTING FIT BEST?

Tom Ashley, Director, Pivotal Resources USA, Lexington, Kentucky

- As a Competitor in In-plant & Commercial Printing?
- As A Competitor in Desktop & Office Printing?
- How Bright is the Future?

TONER & INK JET: IS IT A CONFLICT OR ARE THEY SEPARATE MARKETS?

Mark Hanley, President, I.T. Strategies, Hanover, Massachusetts

- Ink Jet's Foothold in the Office
- The Longer Term Future in Documents
- Ink Jet & Toner in Industrial Markets

12:30 p.m. Adjournment

The Crowne Plaza San Marcos Resort address is

Crowne Plaza San Marcos Resort

One San Marcos Place

Chandler, AZ 85225

Phone: +1-480-812-0900

Phone: +1-800-528-8071

www.crowneplaza.com/chandleraz

Information Management Institute

Information Management Institute, Inc. (IMI) is a leading worldwide sponsor of conferences designed to assist the digital printing industry in understanding technology developments, markets and applications requirements. IMI conferences offer a unique opportunity for leading hardware, consumables, software and user companies representatives to network and develop a more comprehensive understanding of current as well as future developments in the digital printing industry.

IMI conference programs are designed to enable attendees to obtain the latest technical, market and application information while allowing time to network with other attendees in a time and cost efficient manner. Attendance at an IMI conference enables attendees to meet with the digital printing industry's leading experts on the specific conference topic in a single location over a short period of time thus maximizing information transfer efficiency and minimizing travel and time expenses.



Don't Miss IMI's & IMI Europe's Upcoming Programs Visit www.imiconf.com

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May 4-6, 2009

2nd Digital Printing Presses - The Next Era Conference

May 6-8, 2009

Crowne Plaza San Marcos Resort
Chandler (Phoenix), Arizona, USA

20th Annual Thermal Printing Conference

May 11-13, 2009

Radisson Resort Orlando-Celebration
Kissimmee (Orlando), Florida, USA

Ink Jet Technology Showcase 2009

June 2-3, 2009

Ink Jet Academy: Theory of Ink Jet Technology

June 4-5, 2009

Swissotel - Zurich, Switzerland

Ink Jet Academy: Practice of Ink Jet Technology

June 15-18, 2009

Letchworth, Herfordshire, UK

Digital Printing Summer Camp 2009

Ink Jet Academy: Theory of Ink Jet Technology

July 27-28, 2009

Surface Tension, Wetting & Capillarity

July 29-30, 2009

Color & Color Management

July 30-31, 2009

Managing Product Development for Value

July 30-31, 2009

Additional Courses to be Announced
Sugarloaf Hotel - Carrabassett Valley, Maine, USA

Ink Jet Academy: Practice of Ink Jet Technology

October 19-22, 2009

Letchworth, Herfordshire, UK

17th Annual European Ink Jet Printing Conference

Fall, 2009

Dates & European Location to be Announced

6th Annual Security Printing Conference

Fall, 2009

Dates & U.S. Location to be Announced

Ink Jet Academy: Theory of Ink Jet Technology

February 1-2, 2010

19th Annual Ink Jet Printing Conference

February 3-5, 2010

Crowne Plaza San Marcos Resort
Chandler (Phoenix), Arizona, USA

Visit www.imiconf.com
for updated program
and
registration details

REGISTRATION INFORMATION: 12th Annual Toner & Toner Chemicals Conference



Registration Fees: \$1095 per registrant
\$995 for each additional registrant from same company when registered as a group

The registration fee includes attendance at all sessions, all scheduled program functions and the program reference binder/CD. Cancellations will receive a 100% refund if made 72 hours prior to the start of the program. Substitutions may be made at any time. Cancellations made less than 72 hours prior to the start of the program will be charged a \$300 cancellation fee, but will receive a copy of the conference binder/CD.

To register, submit the registration form with payment to Susan Meldrum, Conference Administrator, Information Management Institute, Inc., 1106 Valley Crossing, Carrabassett Valley, ME 04947 USA. You may reserve space by calling +1-207-235-2225, sending a fax to +1-207-235-2226 or by sending an email message to imi@imiconf.com or visiting our web site www.imiconf.com

REGISTRATION FORM

12th Annual Toner & Toner Materials Conference
May 4-6, 2009

Check here to reserve a free display space.

NAME _____

JOB TITLE _____

COMPANY _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

COUNTRY _____

PHONE _____ FAX: _____

EMAIL _____

I Want to Pay by Credit Card Please Invoice Me

Crowne Plaza San Marcos Resort

IMI's **12th Toner & Toner Chemicals Conference** is at the Crowne Plaza San Marcos Resort (www.sanmarcosresort.com), an impressive property that's listed on the National Register of Historic Places in Chandler Arizona. Hotel reservations are the responsibility of each meeting registrant. To receive the special conference rate of \$109 for single or double occupancy – **Call +1-480-812-0900 – Ask for Reservations AND REQUEST GROUP BOOKING CODE J3W. Early booking is advised as the reduced rate is guaranteed only until April 13, 2009. To make hotel reservations online**, go to the Crowne Plaza San Marcos Resort web site

- www.crowneplaza.com/chandleraz and
1. Under "Check Availability" on left side of screen - Insert Requested Information AND
 2. Enter **J3W** in the "Group Code" field
 3. Click on "Check Availability"
 4. This takes you to screen where you may select room and proceed through reservation procedure.

The Crowne Plaza San Marcos Resort is located on 123 acres of in downtown Chandler (www.downtownchandler.org) just twenty minutes southeast of Phoenix Sky Harbor International Airport.

The Crowne Plaza San Marcos Resort was the first golf resort in Arizona (1913) and offers restaurants/shopping just steps from the resort. The 295 guestroom feature private patios or balconies overlooking luxuriously landscaped courtyards and offer complimentary in-room internet plus Crowne Plaza's Sleep Advantage program. The 18-hole, 6,626 yard golf course was the first course in Arizona with grass greens.

Special conference golf rates are:
\$79.00 including green fees and cart for Friday-Sunday
\$69.00 including green fees and cart for Monday - Thursday

All checks should be in U.S. dollars drawn on a U.S. bank and made payable to Information Management Institute, Inc. An invoice with bank transfer details for IMI's U.S. or European bank account will be provided upon request.

THE NUMBERS

Special Notice - Worldwide Printer & Supplies Market Report to be provided to all Conference Registrants

IMI, Inc. is pleased to announce that it has commissioned I T Strategies of Hanover, Massachusetts to prepare a confidential study report entitled "**The Numbers - Worldwide Printer and Supplies Market Report**" for distribution to all registrants to IMI's programs.

This exclusive market report is updated on an ongoing basis and provides a source of market information based on a consistent methodology and reporting structure. The report authors, I T Strategies, generate this report from their worldwide model of the printer industry.

All registrants to the **12th Annual Toner & Toner Chemicals Conference** on May 4-6, 2009 at Crowne Plaza San Marcos Resort in Chandler, Arizona will receive a complimentary copy of the latest edition of the "**The Numbers - Worldwide Printer and Supplies Market Report.**"



For Latest Program Updates & To Register Online

Visit IMI Web Site
www.imiconf.com