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# Press Release

## Cartridges Are Us announces major expansion in Ithaca Inkjet cartridge remanufacturer plans to more than double its workforce

Ithaca, Michigan – Ithaca-based Cartridges Are Us announced its decision today to expand its existing manufacturing operations in the South Ithaca Industrial Park / Renaissance Sub Zone in Ithaca, Gratiot County, Michigan through the purchase and rehabilitation of a nearby existing building, as well as the addition of new equipment and shifts at both facilities. Cartridges Are Us, a division of Illinois-based Clover Technologies Group, is a global remanufacturer of inkjet cartridges and has been in Ithaca since 2003. The company expects to create 75 direct jobs next year, and up to 186 within 5 years through its \$1.6 million expansion project.

Steve Iocco, President of Cartridges Are Us notes, “We are very pleased with the support we have received from state and local authorities; they have made it possible for Cartridges Are Us to bring jobs from Mexico to Ithaca, MI. A special thank you goes to Don Schurr and his team who did an outstanding job in accommodating our company needs and securing these jobs for Gratiot County.” Brad Heffner, Ithaca City Manager comments, “We are thankful for the continued investment by the company as they continue to be a great corporate citizen in Ithaca. The additional jobs will have a direct benefit to the Ithaca area. We are proud to continue to be the home of Cartridges Are Us.”

Governor Jennifer Granholm announced the State of Michigan’s support for the expansion in the form of a Michigan Economic Growth Authority (MEGA) Credit valued at \$1.2 million over 7 years. The City of Ithaca and County of Gratiot came forward with proposed tax incentives including an Industrial Rehabilitation Credit on renovations of the additional facility, and an Industrial Tax Abatement on all new equipment.

Don Schurr, Greater Gratiot Development, Inc. President comments, “This is an example of perfect collaboration between a company, State, and local authorities to secure substantial new investment and jobs for Michigan in Gratiot County.” The company will begin renovations on the 40,000 square foot building and installation of new equipment immediately.

The Ithaca facility is Clover Technologies Group’s 9th North American assembly facility, adding to its Mexicali, Mexico; Calexico, CA; Thousand Oaks, CA; Ottawa, IL; and Ithaca, MI locations. Cartridges Are Us is headquartered in the South Ithaca Industrial Park, a Michigan Certified Business Park and Tax-Free Renaissance Sub Zone. Gratiot County hosts four Michigan Certified Business Parks and five Tax-Free Renaissance Sub-Zones, with hundreds of acres of available property. Visit [www.gratiot.org/ggdi](http://www.gratiot.org/ggdi) for more information. To learn more about Cartridges Are Us and Clover Technologies Group visit [www.cartridgesareus.com](http://www.cartridgesareus.com) and [www.clovertech.com](http://www.clovertech.com).

## **Frequently asked Questions- Cartridges Are Us (CAU)**

**What is the history of Cartridges Are Us (CAU)?** CAU was founded by Steve Iocco in 1997 out of the basement of his St. Johns, Michigan home. Mechanical by nature, Steve was looking for ways to help Federal Mogul, the company he worked for at the time, save money and reduce waste by remanufacturing their toner cartridges. Eventually, co-workers started asking him to do their inkjet cartridges. By word of mouth, CAU business grew and Steve enlisted the help of his family members. By 2000, additional help was needed and the company purchased its first building. CAU became a strictly wholesale company and moved 3 times in 3 years, eventually ending up at their present location in Ithaca's South Industrial Park Renaissance Zone. In 2007, CAU formed a strategic alliance and combined synergies with Clover Technologies Group (CTG), headquartered in Ottawa, Illinois. CTG acquired CAU and is the parent company. Combined with CORE Recycling, and Data Products, two other divisions of CTG, CAU/CTG is internationally recognized as one of the largest remanufacturers of toner and inkjet cartridges. CAU has been recognized nationally for the past four years by Recharger Magazine as a Quality Leader in Inkjets.

**What is CAU's product?** CAU remanufactures inkjet cartridges for computer printers. Currently the CAU Ithaca location remanufactures approximately 200,000 inkjets per month. If approved for the MEGA, plans would be to increase this to approximately 1,000,000 inkjets per month.

**How is CAU's product produced?** Empty inkjets are first collected, visually and electrically inspected, sorted, taken apart, thoroughly cleaned, remanufactured with new or recycled parts, refilled, weighed, tested, put through vigorous QC, packaged, sold and shipped all over the world.

**What are CAU's distribution channels?** CAU/CTG sells and distributes through many channels including big box, internet, and retail. Most recently, the company was selected by the United States Postal Service to be the exclusive distributor for the USPS brand.

**How many employees does CAU have?** Currently, CAU employs 79 full-time employees in Ithaca, Michigan. World-wide, CAU/CTG employees approximately 2500. If approved for the MEGA, CAU plans to add approximately 75 more jobs in the near future and 180 more in the next few years.

**Why is CAU bringing jobs from Mexico back to the U.S.?** The extremely hot, dry climate in Mexico is not the optimal environment for remanufacturing inkjets. Fortunately, Michigan has a much more environmentally friendly and easier controllable climate for inkjet production.

**Who helped CAU with the MEGA initiative process?** Mr. Don Schurr, President of Greater Gratiot Development, Inc., was instrumental in helping CAU. Without his help and speed of response, not only would the new jobs not be coming to Michigan but the 79 jobs currently here could have been in jeopardy of leaving Michigan. Additionally, Brenda Flory and Chelsey Foster helped greatly.

### **About Steve Iocco, CAU President**

Steve Iocco graduated from Saint Johns High School in 1974. He went directly into business and has owned and operated several businesses, along with his business partner and wife, Angie Iocco. Steve also worked as a supervisor for Federal Mogul Corp. for 17 years before leaving in 2000 to devote full-time to CAU. In 2006, he was awarded the Ernst and Young Entrepreneur of the Year Award for Western Michigan. Since 2007 when the company joined Clover Technologies Group, Steve has served on the CTG Senior Leadership Team and as the Executive Vice President of Inkjets.

***For further information, please contact Angie Iocco, CAU Vice President, at 888.525.2322 or email at [info@cartridgesareus.com](mailto:info@cartridgesareus.com)***