

Hewlett-Packard Company
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USA

hp.com



May 1, 2013

Dear Reseller,

This is to inform you of a change in HP's product classification for original HP supplies.

Change from Open to Authorized Product Classification

Effective November 1, 2013, HP will categorize the following original HP ink and toner cartridges as "Authorized Products" (per the definition contained in the Roles and Responsibilities Addendum to the HP U.S. Partner Agreement):

- Original HP Inkjet print cartridges (HP Product line 1N)
- Original HP LaserJet print cartridges (HP Product line 5T)
- Original HP large format ink (HP Product line UK)

Consequently, in the US, all HP supplies resellers will be required to have a current HP U.S. Partner Agreement or US Consumer Reseller Agreement to purchase and sell the above listed products to end-user customers.

The intent of this letter is simply to inform you of the new policy.

- Prior to November 1, 2013, HP Authorized Partners in the U.S. could purchase original HP supplies from HP Distributors and sell to other resellers (except for other HP Authorized Resellers) as well as end-user customers, without an HP partner agreement
- After November 1, 2013, only HP Authorized Partners are permitted to purchase original HP ink and toner from HP distributors, and can only sell to end-user customers.

Please contact your distribution sales rep with any questions about this change.