



---

# Roxbury Technology Corporation

## Creating “Second Chances” for Economic Development

Presented to  
ARC, Appalachian Regional Commission  
Tupelo, Mississippi

**Elizabeth A. Williams, President & CEO**

October 23, 2008

- Mission/Vision/Value
- Who We Are
- Growth
- The Roxbury Technology Difference
- Return on RTC's Investment
- What's In It For You?

## Mission

Remain socially and economically responsible by providing jobs and opportunities in an underserved community and to support the environment by promoting the use of recycled products.

## Vision

To be a leader in the imaging supplies and technology recycling solutions market by providing the highest quality products, service and recycling solutions to meet the evolving needs of our customers.

## Value

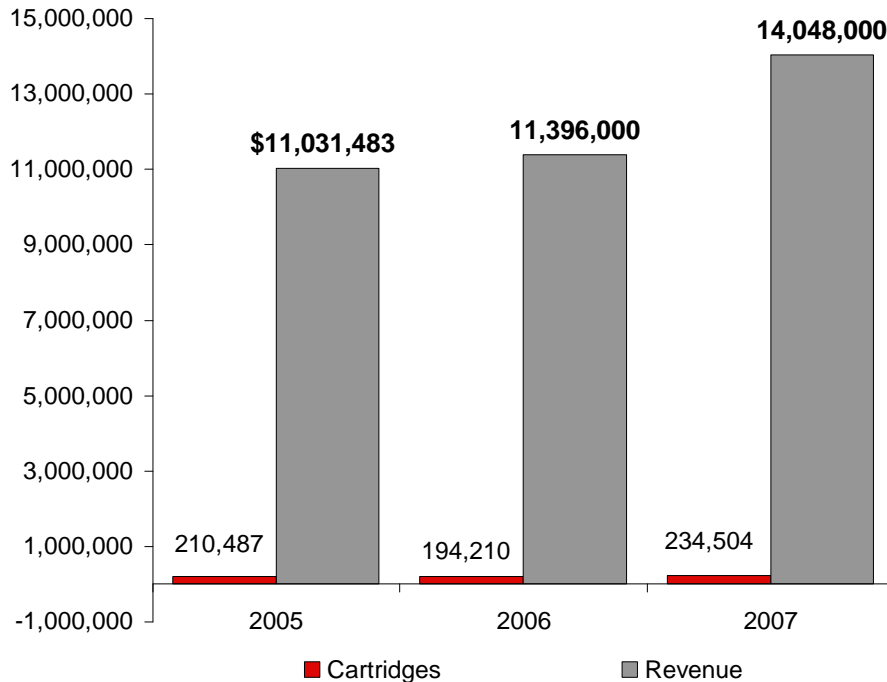
- Create Jobs and Economic Development
- Create Opportunities Where Few Exist
- Impact Social and Environmental Change
- Model of Success

## Roxbury Technology:

- Provides quality products to Staples for over 10 years
- Provides products to numerous corporations and major universities
- Has a robust product line
- Remanufacture and distributes premium toner cartridges and imaging supplies
- Sold 234,908 cartridges in 2007
- Grew revenue in 2007 to \$14M from \$567K in 2004
- Is dedicated to helping businesses maximize their imaging equipment
- Is dedicated to providing jobs and economic development
- Transformed from a 3 person distribution operation solely, to a full service manufacturing and distribution company

## Growth has been successful across multiple dimensions

### RTC Revenue and Cartridges Sold



### Substantial Impact

#### Key Metrics

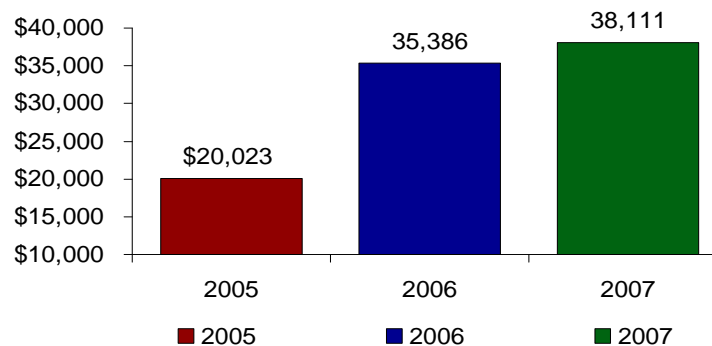
- 23% RTC revenue growth in 2007
- 21% unit volume growth in 2007
- Nearly 1M total cartridges sold since 1999
- 40% customer savings vs. OEM products
- Continued job creation and economic development: 43 full-time RTC staff

## Business Perspective

- **High Recycled Content**
  - Approximately 80% of a Roxbury cartridge is manufactured from recycled materials
- **100% Quality Guarantee**
  - We guarantee not only the product, but also the equipment where it is used should our cartridge cause damage
- **Excellent Customer Service**
  - Our product support number is on every box and we deal with the issue or question on the spot!
- **Certified Technicians**
  - We have a network of certified technicians ready to assist you in case of printer trouble occurrence

## Community Perspective

- **Charitable Donations**



- **Workforce Demographics**

- Diversity
- Cori Records
- Special Needs
- Skills Training & Development
- Bilingual

- **Sustainable Business Leadership Program**

- Inner City Conduit
- Environmental Economic
- Employment

- Dedicated, loyal staff
- Local, often overlooked talent
- Very low attrition rate...
- Cost Savings
- Tax Credit/ Incentives
- Civic Collaboration, Cooperation
- Job Creation
- Involvement from Mayors and Governors



# What's In It For You?

“You can make a **difference**,  
while making a **profit**.”



+



=





## Thank You !

Elizabeth A. Williams, President & CEO

[beth.williams@roxburytechnology.com](mailto:beth.williams@roxburytechnology.com)