

# UKCRA Column



Laura Heywood

## A Dream and a Vision

When I was a teenager, I - along with so many others that day - experienced a life-changing moment. Travelling the short distance from Baltimore with my mom and dad, we stood at the foot of the Lincoln Memorial and listened to Dr. Martin Luther King's 'I Have a Dream speech'. Everyone that summer afternoon knew they were witnessing and taking part in something remarkable. It was the simplicity of the moment - the realisation that whatever challenges were ahead - with dedication and hard work maybe you could make a difference.

This past October we received the very sad news of Lester Cornelius'



passing. The impact he had on our industry through the years is undeniably substantial. He had a vision that the remanufacturing industry could be a successful and profitable industry. He believed that high quality remanufactured cartridges were achievable no matter how small or how large the company making them was.

He had a way of making decision makers believe in his vision and act on it. The many challenges he tackled, the great achievements he had in changing politician's minds, especially in the states of New York, Texas, California and others, by making them aware of the practices by

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Europe contains some of the world's largest and most dynamic economies, and despite the current economic climate the remanufacturing industry expects an average growth rate of 6% to 8% - the region's remanufacturers and channel partners are hungry for knowledge, ideas and innovation to help them meet the fierce demand for remanufactured products.

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printer manufacturers to compromise the remanufacturing industry - at that time very much in its infancy. And he did all this while establishing and running a prosperous company. Today thousands of remanufacturers all over the world benefit every day because of his efforts and successes.

His pride in founding and heading the STMC has made it one of the strongest and universally recognised standards in the world. When remanufacturing associations were very few and far between he helped establish the I-ITC - recognised as the main alliance for remanufacturers throughout the USA and beyond. It was David Connett who put it so aptly that Lester's footprint and DNA will be a part of this industry forever.

I had the privilege of meeting Lester 10, maybe 11 years ago. The first thing that struck me about him was not only his intelligence, humour and energy, but also his dedication and passion for the remanufacturing industry. A few years later UKCRA was lucky enough to have him as a guest speaker- still considered one of the best and informative presentations ever given about the industry.

Being in his company you couldn't help but have some of his enthusiasm and encouragement rub off on you. Lester was my standard on what could be achieved by perseverance and effort. He was always available for advice or information and totally supportive of anyone that shared his vision.

Last year I was so very grateful to have met up with him again, never for one moment thinking it was the last time. Along with a few European colleagues in San Francisco for the EPEAT Face-to-Face meetings, we enjoyed an evening together with him and Tricia leading to a discussion on how the industry had evolved over the last 25 years. Even then his incredibly sharp mind and praise for the work we were doing was ever present.

I sometimes wondered - what was the spark, what 'moment' in Lester's life - had laid the groundwork that drove him and made him so committed to our industry. Whatever it was, weren't we lucky.





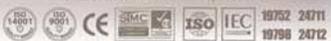
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