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Lexmark Signs Deal with Russian Distributor

According to *Channel EMEA*, Russian distribution Merlion has officially signed a distribution deal with Lexmark, under which Merlion will offer Lexmark's entire product range. Lexmark expects the new partnership will help extend its reseller channel in Russia, increase sales and improve customer service.

Read more: bit.ly/lexmark5023 ■



08

Counterfeiting Operations Busted in Saudi Arabia

Ink cartridges were among a collection of 36,000 counterfeit products seized from several locations in southern Riyadh, Saudi Arabia.

According to *Arab News*, 36,000 adulterated products from several locations, including ink cartridges, shampoo and beauty creams, were seized by officials from the Ministry of Commerce in Saudi Arabia. The seizures were destroyed, with those responsible being handed over to officials.

Read more: bit.ly/counterfeit5022 ■



09

Panasonic Introduces New Refill Toners for its MFPs

According to *IT-Webquest*, Panasonic India recently released refill toners for its entire range of multifunction printers (MFPs). Priced from Rs 480 to Rs 1,395 (US \$7.9 to \$22.9), the new releases target the wholesaler segment, as well as the small to medium size business (SMB) segment.

Panasonic India believes these new products are an effective solution providing "a heavy-duty, legal size, platen printer and a genuine refill toner to make the copy cost competitive to an A3 size copier". Also, they will not

void the printer's warranty and will provide customers a consistent printer performance.

Read more: bit.ly/toner5001 ■

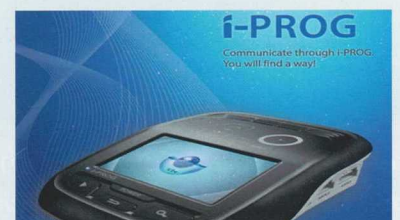


12

New Cartridge Chip Resetting Machine Launched

TN Core, an aftermarket chip manufacturer based in Korea, has launched a new chip reset device called i-PROG, designed to reset and upgrade chips, and change chip information, including region code, color or print yield. i-PROG is a machine featuring the Android system, Bluetooth function and a 4.3 inch touch screen. It can be used for various OEM products, including Epson, Canon, HP, Kyocera, Utax, Xerox and others.

Read more: bit.ly/reset5010 ■



10

Five Arrested for Selling Fake Printer Cartridges

According to *The Times of India*, the Crime Branch of India's police force raided five shops for selling duplicate (counterfeit) printer cartridges in India. After receiving complaints from Canon and HP about duplicate cartridges being sold in Ponda, Margao and Vasco markets, the Crime Branch formed three teams to conduct the raids. Five shop owners have been arrested for selling these counterfeit cartridges.

Read more: bit.ly/arrest5035 ■



11

Pantum Aims for 10% Global Market Share

Jackson Wang (pictured), CEO of Seine, has announced plans to expand Pantum market share of the global printer market to 10% over the next five years. He explained his confidence comes from two aspects. First, Seine is focusing on customized products, which better satisfy the needs of users and channel partners. Second, Pantum printers are now gaining momentum around the world. He noted, "An IDC research shows Pantum printers are sold out of inventory in Iran and USA. Also, our printers ranked among the top three printer brands in South Africa."

Read more: bit.ly/pantum5016

Watch more: bit.ly/pantum10803 ■

