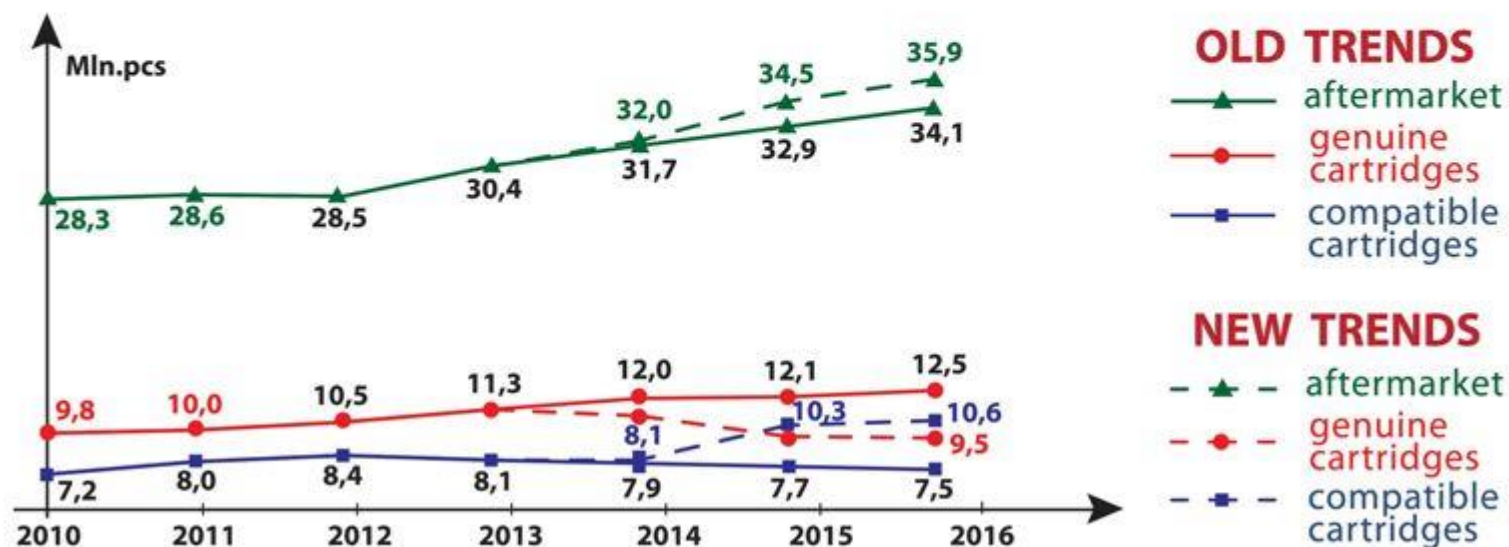




# The Shift to Aftermarket Supplies in Russia: Why is It a Threat?

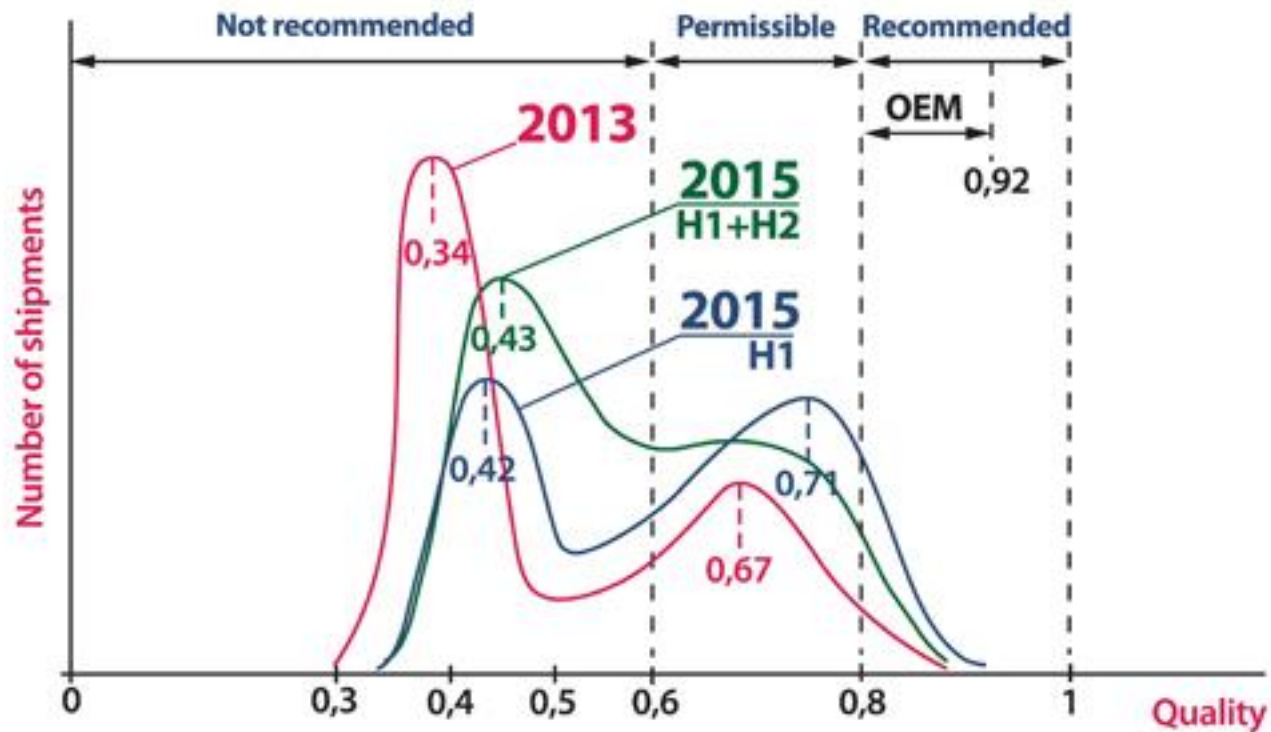
**Dr. Stanislav Malinskiy,  
General Director,  
Information Agency "BUSINESS - INFORM"**

## The Russian Market of Supplies for b/w laser printers



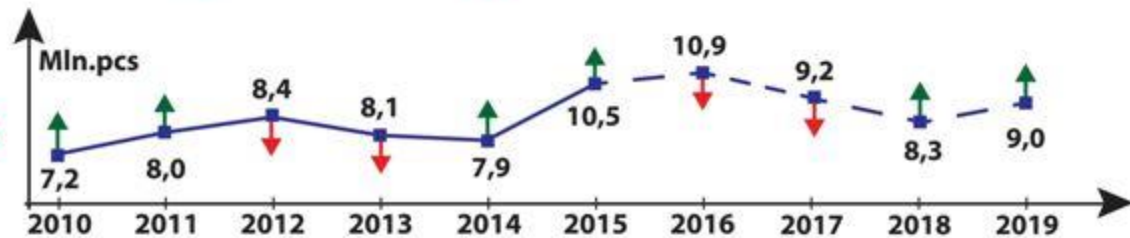


## Compatible laser cartridges quality (in Russia)

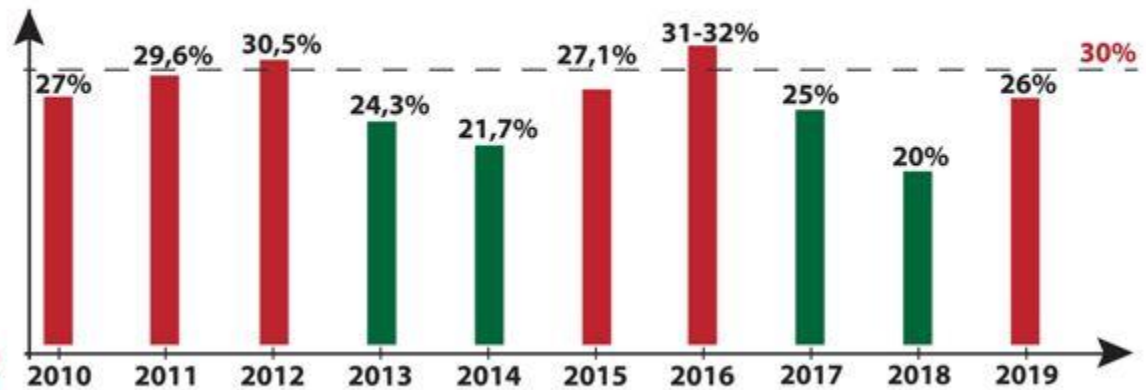


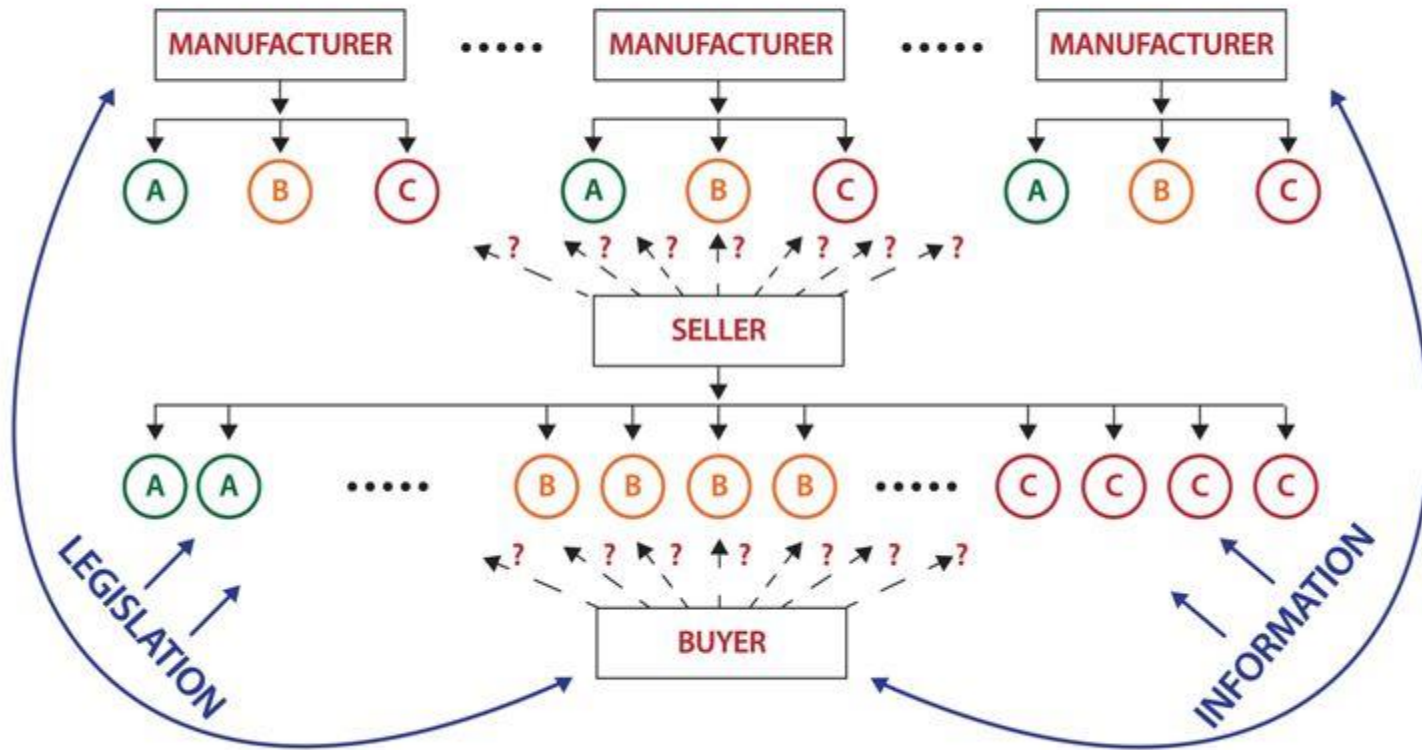
## The Russian Market of Supplies for b/w laser printers

The Russian Market of Compatible Cartridges



"Compatible Cartridges = Poor Print Quality?"





**Who will explain to the buyer the advantages of quality products?**



# WELCOME!



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