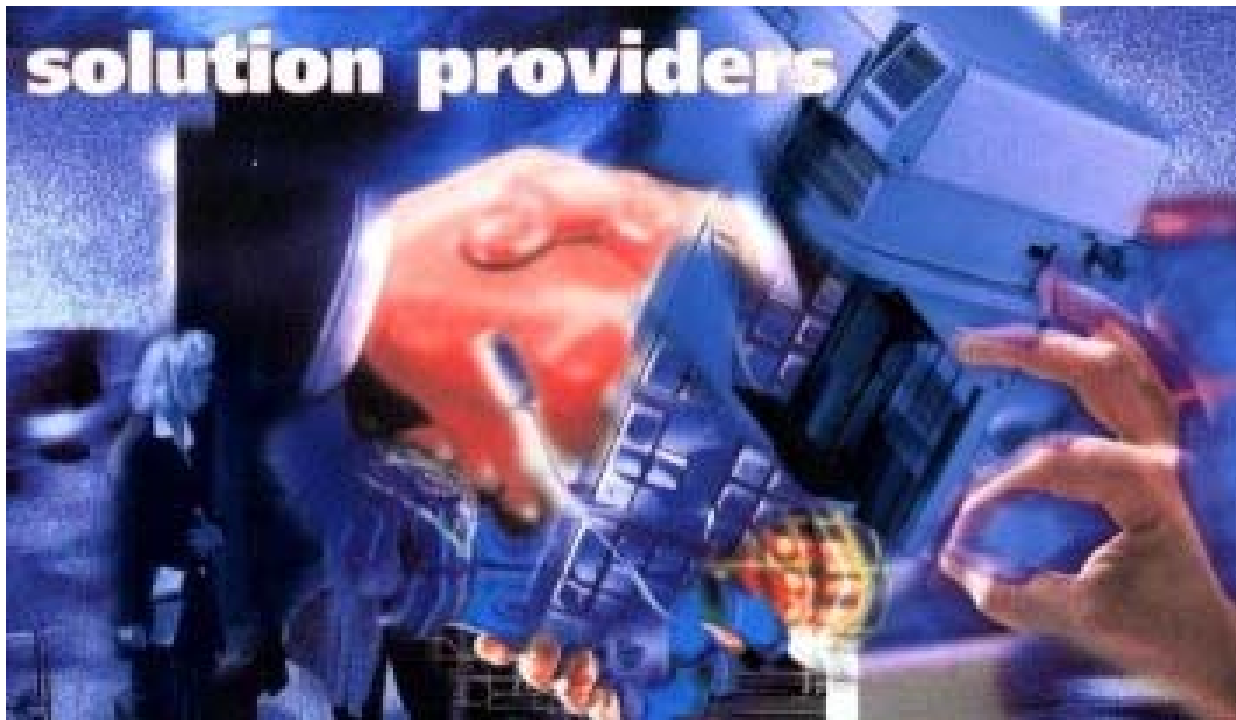


SOLUTION PROVIDERS



P5000ZT Series Zero Tear – Demand Access Line Matrix Printers

P5000ZT Series - High volume individual page solution

The ZT Series is designed for high volume applications, where the output is required in single sheets, or short groups of sheets, and it is unacceptable to lose any forms in between.

Usually, this printing occurs at the point of demand in the production or distribution of goods.

For example, each printer in a typical automotive factory will print a single page for every car as it passes, with an aggregate volume in excess of 500,000 pages per printer per year.



P5000ZT Overview

- Two Speeds
500 1000 Lines Per Minute
1133 2267 Characters Per Second
- PSA - Open Systems Architecture
 - Full application compatibility between all Printronix products
 - Wide range of supported interfaces and emulations

Interfaces:

- 10/100 base T Ethernet
- 802.11b Wireless
- IEEE-1284/Centronics Parallel
- RS-232 / RS-422
- Coax / Twinax
- Dataproducts Long Lines

Emulations:

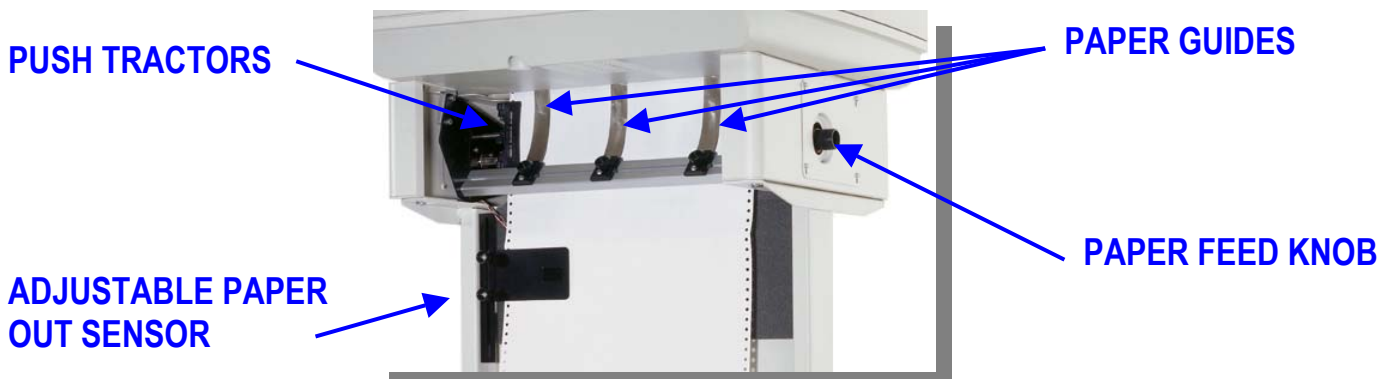
- TN5250/TN3270
- Coax / Twinax
 - True IBM connectivity
 - "Protocol Converter" mode
- Graphic Languages
 - PGL – Printronix workhorse language
 - VGL – QMS developed language
- IPDS
 - ANSI 3.64
 - Epson FX-1050
 - IBM ProPrinter III XL
 - Printronix P-Series

Plug'n'Play with
serial matrix printers



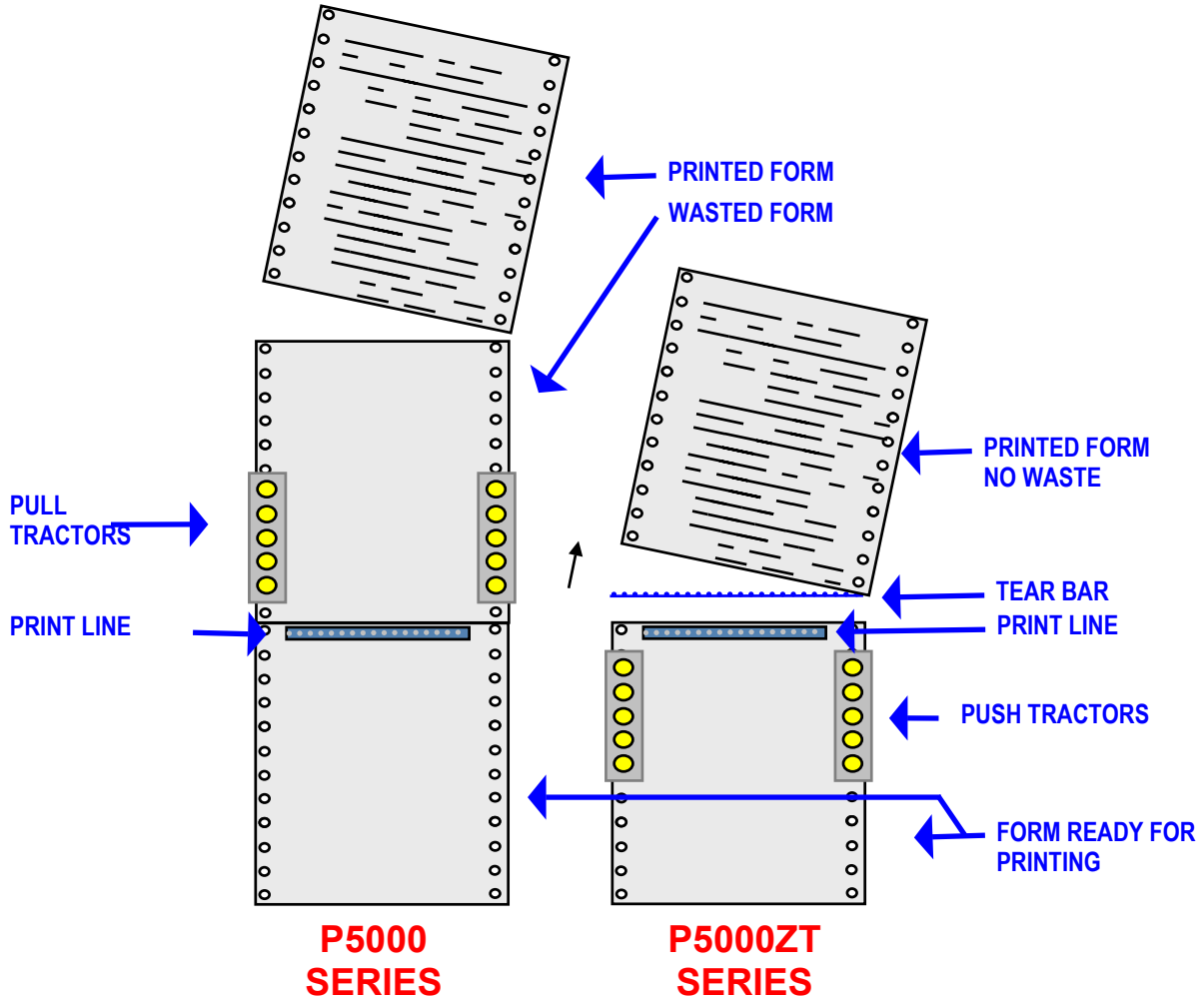
- Dimensions 62.5cm W x 108cm H x 52.6cm D
- Shipping Weight 52.2kg
- Acoustic Noise P5005ZT 68 dBA
P5010ZT 68 dBA

New Mechanism Supports Individual Page Printing



- **Paper Out Sensor** – Adjusts to insure one full form is remaining
- **Paper Guides** – Guides and stabilises paper flow into printer. Adjustable to support different form widths
- **Tractors** – Push from below print station. Horizontally adjustable.
- **Paper Feed Knob** – Accessible without opening cover

Zero Tear Capability – How the new configuration works



- Paper is pushed, instead of pulled
- Print from the first to the last line
- No forms lost in between

Is form loss absolutely zero?



- No form is lost during loading
- No forms are lost between pages
- Last form of box cannot be used unless form is "chained" to next box
The very last form is used to push the last printable form into the print station. It will be lost unless a new box of forms is loaded and attached to this last form. Then, the new forms will push the last form through.
- Paper out sensor setting is critical to eliminating form wastage at end
Proper setting insures printing does not start on a page that cannot be finished

Form Capabilities

- Most form sets and media types fit within the specifications
- The narrower the stock the wider the range of media will work
- Very limp or light weight media provides the toughest challenges
- Features such as raised peel off labels may present problems if form is light weight

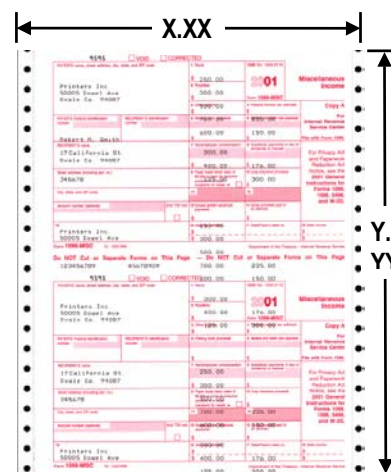
SPECIFICATIONS:

Form length - 76mm (3") to 305mm (12")

Form width - minimum 152mm (6")
- maximum is a function of paper type
305mm (12")max. 419mm (16.5")max.

Carbon multipart	4 copies max.	3 copies max.
Carbonless multipart	6 copies max.	4 copies max.
Single part	8.2kg min.	9.1kg min.

Form thickness – 45.6kg Up to 0.64mm (0.025") maximum



High Mobility Solution

Printing at the point of demand requires even greater flexibility which the P5000ZT Series provides:

- High mobility casters - standard
 - Locking brakes
 - Oversized 76mm (3") diameter
 - Rolls easily over cords and uneven floors
- Wireless - optional
 - Dual NIC - combined Ethernet / 802.11b
 - Compatible radios (not included):
 - Lucent™ (Proxim) Orinoco Gold
 - Cisco™ AIR-LMC352 (MMCX connectors)
 - Symbol™ LA-4121 (MMCX connectors)
- Remote management



Special Menu Settings

ZTO Function

- * Controls whether or not auto eject function operates
- * Default is enable

ZTP Data Time

- * Controls how long before paper is ejected after data stops
- * Default is 500 ms
- * Range is 500 ms to 3,000 ms

Tear distance fine adjustment

- * Adjustable in increments of 1/144th of an inch
- * Factory preset

ZTP Wait Time

- * Controls how long printer pauses at tear bar
- * Default is 2 seconds
- * Range is 1 to 10 seconds
- * Only important if new data arrives before form is torn off, otherwise paper stays at tear position indefinitely

Technology Comparison



Single sheet delivery
 Operating costs
 Environmental range
Proper function in hot/cold - humid/dry extremes
 Resistance to contaminants
I.e. dust and airborne oil
 Ruggedness – ability to survive abuse
 Page volume
 Bar code quality
 Print quality
 Suitability for mission critical applications

ZT SERIES
Yes
Excellent
Excellent

Excellent
Unlimited
Very good
Good
Excellent

SERIAL MATRIX
Yes
Poor ≥10X
Good

Good

Poor
Low
Poor
Good
Good

LASER
Yes
Poor ≥10X
Poor

Poor

Poor
Medium
Excellent
Excellent
Good

Up to 12X Savings on Consumables

- P5000ZT uses low cost spool ribbons that offer big savings over cartridge ribbons
- Unlike serial matrix print heads, P5000ZT shuttle does not need regular replacement
- As volume increases, line matrix's consumable savings grows dramatically
- For high volume applications line matrix is the clear choice

	Epson DFX-8500	Genicom 3811	Tally T2280	IBM 4247-VO3	Printek 8000se	NDR ND3207	Oki 4410	Printronix P5000ZT
Ribbons								
List price	\$26.50	\$34.65	\$31.50	\$41.00	\$23.00	\$35.00	\$42.00	\$11.00
Life (million char)	15	15	20	20	23	30	15	30
Cost per million characters	\$1.77	\$2.31	\$1.58	\$2.05	\$1.00	\$1.17	\$2.80	\$0.37
Ribbon savings factor	5	6	4	6	3	3	8	
Replacement Heads								
Head List Price	\$495	\$578	\$743	\$400	\$379	\$400	\$395	n/a
Head Life	400	400	500	400	500	400	450	n/a
Service call cost	\$250	\$250	\$250	\$250	\$250	\$250	\$250	n/a
Cost per million characters	\$1.86	\$2.07	\$1.99	\$1.63	\$1.26	\$1.63	\$1.43	\$0.00
Total cost per million characters	\$3.63	\$4.38	\$3.56	\$3.68	\$2.26	\$2.79	\$4.23	
Line matrix savings factor	10	12	10	10	6	8	12	

Total Savings in Consumables Over Three Years

Monthly Page Volume

2,500	\$1,586	\$1,950	\$1,552	\$1,608	\$919	\$1,179	\$1,879
5,000	\$3,171	\$3,901	\$3,105	\$3,216	\$1,838	\$2,357	\$3,758
10,000	\$6,342	\$7,802	\$6,210	\$6,431	\$3,677	\$4,714	\$7,517
20,000	\$12,685	\$15,604	\$12,420	\$12,863	\$7,354	\$9,428	\$15,034
50,000	\$31,712	\$39,010	\$31,049	\$32,157	\$18,384	\$23,571	\$37,584

Which pedestal model is best for the application?



Both models are equal in terms of:

- Speed
- Reliability
- Connectivity
- Application compatibility
- Consumable costs



Use a **P5000** for applications where:

- Printing is in batches
- Quietness is critical
- Forms loss between jobs is not critical
- Printing very light forms, a high number of multipart copies, or forms that have particular features that make feeding difficult (i.e. peel off labels)

Use a **P5000ZT** for applications where:

- Printing is individual sheets or short runs
- Pre-numbered or high value forms make waste unacceptable
- Forms loss between jobs is not allowable

How to determine if a ZT is the right solution?

- **Is this print volume high?**
It varies by application and printer type, but generally the breakeven point is at about 7,500 pages per month. At this volume, the cost of printer and supplies is roughly the same between a P5000ZT and a high end serial matrix printer. As volume grows beyond this figure, the P5000ZT delivers increased savings.
- **Is the printer critical to keeping any work flow moving?**
What type of impact does it have, if the printer fails? Does a production line stop? Can products not go out the door? Will critical filing or reporting requirements not be met? The greater the impact, the greater the benefit of a P5000ZT. These printers are dramatically more robust and provide higher up time than serial matrix alternatives.
- **Is the printer in a harsh environment or subject to rough handling?**
Typical serial matrix printers are loaded with fragile plastic parts and overall light duty construction. As volume, handling, and environmental extremes increase a P5000ZT becomes the lead solution. A P5000ZT will hold up excellently to outright abuse.
- **Is form loss between sheets or jobs acceptable?**
If they cannot tolerate lost forms and meet the conditions above, the P5000ZT is the ideal solution.

Which applications typically need a P5000ZT?

- **Distributed printing**
Instead of printing in batches and delivering to the point of demand, printing is done right where it is needed and copy is taken as soon as it completes
- **Expensive or special forms**
- **Pre-numbered and special security forms**
These type of forms must be fully accounted for. These often include cheques or requisitions.
- **Expensive forms**
Some form sets use multipart, colour, peel off labels, pockets, or other features that make them costly and makes waste financially unacceptable
- **Where is type of application found**
- **Manufacturers** - On the production line – Especially automotive
Production processes often require printed instructions, check sheets, or other documentation to flow with the products down the line. The best processes print these sheets right as they are needed. The result is a combination of high volumes and total intolerance to downtime, making this application ideal for a P5000ZT
- **Distribution Centers** – printing dispatch notes and other transaction documentation
- **Business Departments** - printing checks, invoices, bills, or purchase orders

Great opportunity for loyal Printronix users

- Printronix customers are typically very satisfied
 - Their line printers are incredibly reliable
 - The cost of operation is very low
 - The printers work hard and don't require hard work to keep running
- Problem – they may already be set up fine with their current line printers
- P5000ZT creates two great new opportunities

- **Current P5000 pedestal user suffering forms loss**

These customers have already opted to benefit from line matrix's low cost of operation and reliability, at the expense of lost forms. Now with a P5000ZT there is a great opportunity to trade these units out and solve this last problem.

- **Happy P5000 customer that wanted, but could never user line matrix**

Many customers may have an application using a laser or serial matrix printer that's costing a fortune in consumables and downtime, but could never switch to a line printer because the application could not tolerate forms loss. With a zero tear printer, they can now get the line printer benefits they are already well aware of in these applications.

P5000ZT Consumables

- **P5000ZT uses the same proven spooled ribbons**

- **Gold Series 50 – recommended**
- Gold Series 30
- Extended life text – 60 yard
- Bar Code/OCR – 60 yard
- Any other specialty ribbons using 4" (102mm) spools



- **Printronix consumables provide the best balance between life and performance**

- Third party ribbons are typically over inked, causing the shuttle to fail due to ink migration
- Under inked ribbons don't provide sufficient life
- Poor quality ink fails to lubricate mechanism and again leads to shuttle failure
- Printronix genuine supplies are designed to deliver the best overall performance

GENUINE
PRINTRONIX®
SUPPLIES

Manufacturer and Distributor Status:

- UK: Manufacturer of Newbury Data Serial Impact Printers
- UK: Manufacturer of Newbury Data Thermal Ticket & Encode Printers
- Europe's No:1 Distributor of Citizen Thermal Printers
- UK: Leading Distributor of CPG (Compuprint / Genicom) Printers
- UK: Leading VAR for HHP Data Capture Terminals and Scanner
- UK: Accredited Reseller for Datalogic Scanners
- UK: Leading Solutions Partner for Kyocera Mita Laser & Multi Function Printers
- UK's No: 1 Distributor of Printronix Industrial Printing Solutions
- UK's No: 1 Distributor RJS Scanners/Verifiers
- UK: Leading Distributor of Televideo Thin Client Terminals
- UK: Gold Business Partner for Zebra Thermal Printers
- UK's 1st: System Integrator of "Genesis" Network Software for Zebra Printers

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