

# supply line

Winter 2000

a concise information source for hp printing supplies



## hp offers choice of cartridge sizes to better match entry- level inkjet customer printing and purchasing needs

**Many HP entry-level inkjet printer users who are price-sensitive or produce a minimal amount of printing are reluctant to purchase a standard size HP inkjet cartridge. These customers want a low-cost alternative for occasional printing that doesn't sacrifice on quality.**

The new **HP No. 49** Reduced volume tri-colour inkjet print cartridge, 51649N, and the new **HP No. 20** Reduced volume black inkjet print cartridge, C6614N, are the latest demonstration of HP's commitment to delivering great value and affordability to even your most price-conscious customers.

The cartridges will be available from November 1, 2000. Check with your local HP account manager for more details on availability in your area.



The new **HP 51649N** contains 11ml and the new **HP C6614N** contains 14ml of ink – half the volume of the standard **HP No. 49** Large Tri-colour inkjet print cartridge, 51649A, and the **HP No. 20** Black inkjet print cartridge, C6614D. Yet, these new cartridges are only slightly more than half the cost. So even the most infrequent home or office users will feel confident of getting good value and reliable performance for the entire life of the cartridge.

The **HP 51649N** and **HP C6614N** are ideal for your customers who replace cartridges no more than once per year. Others will continue to be satisfied with the standard volume **HP 51649A** and **HP C6614D** cartridges. Please refer to the chart for compatibility information.

The **HP C6614N** and the **HP 51649N** offer the same benefits as all HP inkjet print cartridges: precision printheads and HP inks specially formulated to bond quickly to plain paper and HP media for sharp resolution and brilliant, long-lasting colours.

As the price of printers continues to come down, the number of occasional HP printer users will keep going up.

Make sure you have these affordable HP Supplies in stock to give your customers the most economical option – and one more reason to buy HP.

For product information please see table on back page.

### compatible printers for the **hp no.49** tri-colour inkjet print cartridge

**hp deskjet 600c/610c/615c/640c/660c/670c/690c/691c/693c/694c/695c/697c**

**hp deskwriter 600/660c/670c**

**hp deskjet 350c/350cbi**

**hp officejet 500/590/625/635/700/710/725**

### compatible printers for the **hp no.20** black inkjet print cartridge

**hp deskjet 610c/615c/640c**

**hp fax 925xi**

# hp redesigns hp connect online for easier use and better performance

[www.connect-online.hp.com](http://www.connect-online.hp.com)

**HP Connect Online is one of the most popular benefits of being an HP Business Partner (see accompanying article). As a result of listening to partners' feedback about how they use the site and what could be done to make it an even more powerful resource, HP is making a series of major improvements to the site that will begin appearing in January 2001. These include:**

- "re-invented" pages, consistent with the new HP branding and more intuitive to use
- much simpler navigation, for easier access to the HP Supplies information you want. All the HP Supplies information accessible through a single page



- new state-of-the-art architecture for faster site performance to help you get in, out and on with the sale
- consolidation of HP Supplies Literature download page and the HP Supplies Marketing Materials Catalogue Online so that all HP Supplies marketing material, downloads and ordering information are now available in one location

Further improvements to HP Connect Online will follow in the coming months. Amongst other future benefits, partners will have faster access to specific product information through contextual linking into the HP Supplies Reference Guide.

The new design for HP Connect Online has been tested with over 100 partners across Europe. This is to ensure that improvements are made in line with feedback given by the very people that use it.

Watch for these exciting new changes to HP Connect Online and let us know what you think. You have better things to do than search for information on the Internet, and we'll keep working to make sure that you can use HP Connect Online to get what you need, when you need it.



# the hp connect business partner programme – new brand identity, same great benefits

**Over the last few years, the HP Connect Supplies Reseller programme (and, before that, the HP Supplies Reseller programme) has provided HP partners with information, resources, special deals and marketing tools to help sell HP supplies. From December onwards, the programme will have a facelift to bring it into line with HP's new corporate branding.**

The benefits of the programme will remain the same – members will still be among the first to hear about new supplies products, will still have access to supplies marketing imagery and support and will still be able to use HP Connect Online to get up to date supplies information. All that will change is the logo and the programme name.

**business partner**



The new HP partner logo will simply feature the HP Invent logo and the words "business partner." This will be common across all HP businesses and products. The programme name will become the "HP Connect Business Partner programme."

If you are already an HP Connect or Connect Select supplies reseller, you will receive, in the next month or so, details of the new logo, along with a CD-rom and guidelines on how to use it. We'll also be giving a facelift to window stickers and certificates as well as our stationery for partner mailings.

It is our hope that, by improving consistency between our overall HP branding and the logos that our partners use to show their relationship with HP, we will all benefit from the ongoing global effort to reinvent HP and the HP brand.

# hp offers choice of cartridge sizes cont.

product	product number	dimensions (h x l x w)	weight	UPC codes
hp no. 49 reduced volume tri-colour inkjet print cartridge (11ml) (single unit)	51649N	141mm x 117mm x 37mm	86g	7 25184-55624 1
hp no. 49 reduced volume tri-colour inkjet print cartridge (11ml) (50 units)	51649S	594mm x 210mm x 205mm	4800g	1 07 25184-55624 8
hp no. 20 reduced volume black inkjet print cartridge (14ml) (single unit)	C6614N	141mm x 117mm x 37mm	67g	7 25184-55625 8
hp no. 20 reduced volume black inkjet print cartridge (14ml) (50 units)	C6614S	594mm x 210mm x 205mm	3730g	1 07 25184-55625 5

## web information

Have you visited our HP Supplies website yet?  
[www.hp-go-supplies.com](http://www.hp-go-supplies.com)

For more information please check HP's Channel Partner website HP Connect Online at:  
[www.connect-online.hp.com](http://www.connect-online.hp.com)



## impressum

Responsible for content:  
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## hp consumables top 20

no.	p/n	description
1	51645A	hp large black inkjet print cartridge, deskjet 710c, 720c, 800 series, 900 series, 1100 series, 1600 series, officejet 1100 series, photosmart p1000/p1100, designjet 750 series
2	51629A	hp large black inkjet print cartridge, deskjet 600, 660c, 670c, 690c series, 695c, deskwriter 600, 660c, 670c
3	C4127X	hp ultraprecise maximum capacity print cartridge, LJ 4000 & 4050 series
4	92298A	hp LaserJet print cartridge, black, LJ4/4m/4+/4m+/5/5m/5n
5	C4092A	hp ultraprecise standard capacity print cartridge, LJ 1100 series
6	51626A	hp large black inkjet print cartridge, deskjet 400 series, 500 series, deskwriter 520, 540, 550c, 560c
7	C1823D	hp no. 23 tri-colour inkjet print cartridge, deskjet 710c, 720c, 815c, 880c, 895cxi, 890c, 1120c
8	51649A	hp no. 49 large tri-colour inkjet print cartridge, deskjet/deskwriter 600 series
9	C4096A	hp ultraprecise standard capacity print cartridge, LJ 2100 series
10	C3906A	hp LaserJet print cartridge, black, LJ5L,6L,3100
11	C3903A	hp LaserJet print cartridge, black, LJ 5p, 5mp, 6p, 6mp
12	C6578A	hp no. 78 tri-colour inkjet print cartridge, deskjet 970cxi/ hp photosmart p1000/p1100
13	C3909A	hp LaserJet print cartridge, black, LJ 5si/5si mx/nx/5si mopier, mopier 240, 8000 series
14	C6614D	hp no. 20 black inkjet print cartridge, deskjet 610c
15	92274A	hp LaserJet print cartridge, black, LJ 4L, 4ml, 4p, 4mp
16	C4127A	hp ultraprecise standard capacity print cartridge, LJ 4000 & 4050 series
17	C4129X	hp ultraprecise maximum capacity print cartridge, LJ 5000 series
18	92298X	hp maximum capacity print cartridge, black, LJ 4/4m/4+/4m+/5/5n/5m
19	51641A	hp tri-colour inkjet print cartridge, deskjet 820cxi, 850c, 870cxi, 1100c, officejet pro 1150c
20	C6615A	hp no. 15 black inkjet print cartridge, deskjet 810c

Calculated by value of sales across Europe.

## hp small format media top 5

no.	p/n	description
1	C6040A	hp premium photo paper, A4-size (15 sheets)
2	C1825A	hp bright white inkjet paper, A4-size (500 sheets)
3	51634Z	hp premium inkjet coated paper, A4-size (200 sheets)
4	C1847A	hp photo paper, A4-size (20 sheets)
5	C3837A	hp premium inkjet glossy paper, A4-size (50 sheets)

## hp lfp/cad media top 5

no.	p/n	description
1	C6036A	hp bright white inkjet paper (36 in. roll)
2	C6020B	hp coated paper (36 in. roll)
3	51631E	hp special inkjet paper (36 in. roll)
4	C6030B	hp heavyweight coated paper (36 in. roll)
5	C6035A	hp bright white inkjet paper (24 in. roll)

## hp storage media top 3

no.	p/n	description
1	C5707A	hp DDS-2 120 m, 8 GB single data cartridge
2	C5708A	hp DDS-3 125 m, 24 GB single data cartridge
3	C5141F	hp DLTape™ IV, 40 GB/80 GB data cartridge

## current literature

description	pub-no.
hp supplies reference guide	5968-8112
hp supplies marketing materials catalogue	5980-8012
hp compatibility guide	5980-2007
hp lfp family brochure	5980-8001
hp lfp swatchbook	5980-0879
hp C4182X ultraprecise maximum capacity print cartridge datasheet	5980-2008
hp color LaserJet 8550 printer supplies datasheet	5980-0454
hp no. 11 ink cartridges datasheet	5980-2019
hp no. 15 black inkjet print cartridge datasheet	5968-9564
hp no. 17 tri-colour inkjet print cartridge datasheet	5968-9565
hp no. 19 black inkjet print cartridge datasheet	5968-9566
hp storage media marketing materials cd-rom	5980-2466
hp storage media A4 telesales tool	5980-2465

Available in different languages. To order literature, please contact your distributor.