

supply line

march 2001

a concise information source for hp printing supplies

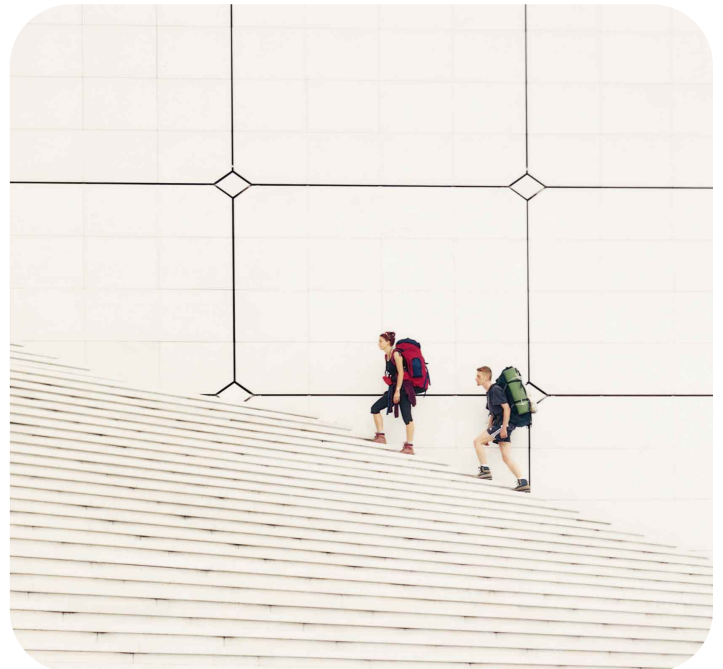


new hp LaserJet printers and print cartridges take smart printing to the next level

In March 2001 HP launches the HP LaserJet 4100 series printers and two new HP LaserJet print cartridges with advanced smart features that will make the lives of users and network managers easier.

The HP C8061X LaserJet print cartridge is the maximum capacity version of the cartridge with an average output of 10,000 pages for high-volume environments. The HP C8061A LaserJet print cartridge is the standard capacity version with an average volume of 6,000 pages for more price-sensitive customers

The new printers and cartridges combine true 1200 dpi resolution, even at full printing speeds, and HP smart printing features to meet the needs of mid- to large-sized companies. They provide high quality, reliable network and work-group printing, with minimal user intervention and support needs. With a blazing print speed of



24 pages-per-minute, the HP LaserJet 4100 series printers are 50% faster than the HP LaserJet 4000 and 4050 printers they replace.

smart features

The HP C8061X/A LaserJet print cartridges were designed to work together with the HP LaserJet 4100 series printers to offer improved supplies management and to reduce the overall cost-of-ownership. Each cartridge contains smart chips and other web-enabled technologies that work with the printer to monitor and display supplies levels, send proactive messaging to designated individuals, and make re-ordering simple and accurate.

These features include:

- status sensing and monitoring
- automatic alerts
- Internet-enabled ordering

- “no-shake” cartridge
 - automatic electrophotographic adjustment
 - usage data
 - cartridge authentication
- (see article for more details of these smart features)

The new HP LaserJet 4100 series printers and the HP C8061X/A LaserJet print cartridges are expected to enjoy strong sales among medium-to large businesses that need reliable network printing with minimal support. It's one more reason for your biggest customers to stay with the quality of original HP supplies. Be sure to have these HP smart supplies in stock as the demand continues to grow.

hp smart print supplies – great value for customers, strong sales for you

Your business customers are looking for ways to make printing easier for users and support staff, and more easily, cost-effectively managed for the company. The latest HP LaserJet printer and cartridge combinations meet these demands by providing some great new smart features that will:

- minimise user intervention with the printer and increase productivity
- simplify print management
- reduce cost-of-ownership
- enhance print quality

For instance, the new HP LaserJet 4100 series printers, when combined with the new HP C8061X and HP C8061A print cartridges, include a series of enhanced performance and management features:



status sensing, monitoring and alerts

These smart features provide real-time data on paper and toner levels with page estimation so users don't have to interrupt big jobs to find and install supplies. Data can be accessed via the printer driver software, an embedded web server in the printer or HP Web Jetadmin. When the cartridge toner supply is low or depleted, alerts appear on the printer control panel, but can also be set up to appear as a pop-up message on the user's PC or even to be sent as an e-mail. Users will be more productive and satisfied and so will network support staff, thanks to remote diagnosis - and fewer calls for help from users.

Internet-enabled ordering

The printer can be set up to notify a user, purchasing department or network manager by e-mail when a cartridge is depleted. This service is offered via an embedded web server in the printer. Alternatively, a “bi-di”

driver (upgrade available from July 2001) can trigger pop-up messages on the user's PC. In some countries, it will then be possible to follow a link to a web-ordering interface showing the product numbers that need to be re-ordered and a connection to qualified resellers who can fulfil the order. This functionality will be rolled out across Europe during 2001.

"no-shake" cartridge

A mechanism in the cartridge automatically redistributes toner in the reservoir to ensure full use of toner. It also ensures a uniform distribution of toner on the cartridge's developer roller giving consistent print quality from first page to last. Users will no longer need to shake the cartridge to get the last pages out of it once the toner low message has appeared.

automatic electro-photographic adjustment

Towards the end of its life, the sensitivity of the OPC drum (a vital part of the imaging process) can fluctuate. To ensure consistently high performance, the smart chip in the cartridge monitors the performance of the OPC drum and compensates for changes in its sensitivity. This helps to maintain a high level of print quality: constant line widths, solid blacks and clear greyscales.

usage data

The smart chip in the cartridge tracks and collects usage data on pages printed and toner consumption. Customers can then precisely monitor the usage of each cartridge and allocate resources more accurately. This functionality works even if the cartridge is switched to a different printer.

cartridge authentication

This feature gives users the assurance that when they buy an HP LaserJet print cartridge, this is exactly what they get - the chip will notify the user if the cartridge installed is not an original HP supply.

HP plans to continue enhancing our printing technology in the future for even greater ease-of-use, automated supplies management, enhanced print quality and lower cost-of-ownership. HP smart features will feature in many of our future LaserJet printers and print cartridges, starting with our high-end and mid-range models. We are convinced that providing customers with a better printing experience will increase demand for original HP printing supplies - and therefore will increase your HP supplies business.

new hp LaserJet tough paper – the durability of plastic with the printability of paper

New HP LaserJet Tough paper is an exciting addition to the hp LaserJet media portfolio. This paper is:

- tear proof
- waterproof
- satin finished on both sides
- easily scored and folded

The new paper is compatible with both monochrome and colour LaserJet printers and offers rich colour printing, coupled with excellent contrast, for striking results. It will hold its shape and retain print colour and clarity even when exposed to moisture. This makes HP LaserJet Tough paper a great solution for documents that otherwise would have needed lamination.

cont →



HP LaserJet Tough paper is designed to meet the needs of business users who want the convenience and flexibility to produce their own in-house print runs or who need prints for special applications. These might include:

- sales tools, manuals, business cards and brochures
- outdoor usage such as maps, signs and flyers
- documents that would have otherwise been laminated

Be sure to stock this great new product for when your customers need longer-lasting durability from their LaserJet prints.

product specifications

product number	size	pack	weight	UPC code	dimensions (h x l x w)
q1298b	A4	50 sheets per box	.63 kg	7 25184 63444 4	16 mm x 308 mm x 219 mm
q1302a	A4	5 boxes per carton	3.4 kg	1 07 25184 63444 1	179 mm x 318 mm x 230 mm

web information

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For more information please check HP's Channel Partner website HP Connect Online at:
www.connect-online.hp.com



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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	c1823d	hp no. [23] tri-colour inkjet print cartridge, deskjet 710c, 720c, 815c, 880c, 895cxi, 890c, 1120c
4	c4127x	hp ultraprecise maximum capacity print cartridge, LJ 4000 & 4050 series
5	c6578a	hp no. [78] tri-colour inkjet print cartridge, deskjet 970/990/ hp photosmart p1000/p1100
6	51649a	hp no. [49] large tri-colour inkjet print cartridge, deskjet/deskwriter 600 series
7	51626a	hp large black inkjet print cartridge, deskjet 400 series, 500 series, deskwriter 520, 540, 550c, 560c
8	c4092a	hp ultraprecise standard capacity print cartridge, LJ 1100 series
9	c4096a	hp ultraprecise standard capacity print cartridge, LJ 2100 series
10	92298a	hp LaserJet print cartridge, black, LJ4/4m/4+/4m+/5/5m/5n
11	c3903a	hp LaserJet print cartridge, black, LJ 5p, 5mp, 6p, 6mp
12	c3906a	hp LaserJet print cartridge, black, LJ5l, 6l, 3100
13	c6614d	hp no. [20] black inkjet print cartridge, deskjet 610c
14	c3909a	hp LaserJet print cartridge, black, LJ 5si/5si mx/nx/5si mopier, mopier 240, 8000 series
15	c6615a	hp no. [15] black inkjet print cartridge, deskjet 810c
16	c4127a	hp ultraprecise standard capacity print cartridge, LJ 4000 & 4050 series
17	c4129x	hp ultraprecise maximum capacity print cartridge, LJ 5000 series
18	c6625a	hp no. [17] tri-colour inkjet print cartridge, deskjet 816/840/843
19	51641a	hp tri-colour inkjet print cartridge, deskjet 820cxi, 850c, 870cxi, 1100c, officejet pro 1150c
20	c4182x	hp ultraprecise maximum capacity print cartridge, LJ 8100 series, hp mopier 320

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	c6832a	hp premium plus photo paper, glossy, A4-size
3	c1825a	hp bright white inkjet paper, A4-size (500 sheets)
4	c1847a	hp photo paper, A4-size (20 sheets)
5	c3837a	hp premium 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

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