

# EPSON PRINTING SOLUTIONS – WAREHOUSE MANAGEMENT

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## ADVANTAGE OF DOT MATRIX TECHNOLOGY

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Long-life performance in harsh environments like hot, cold, dusty or humid warehouses, automotive repair shops or dealerships, and hardware stores.

## MOST COMMON DOT MATRIX INDUSTRIES / APPLICATIONS

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### Warehouse / Transportation

Shipping documents	Labels
Bills of lading	Packing slips
Tickets	Inventory reports

### Manufacturing

Labels	Bar codes
Schedules	Inventory reports
Invoices	Work orders



## #1 EPSON BENEFIT – TOTAL COST OF OWNERSHIP (TCO)

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- The lowest TCO of any print technology
- The lowest TCO in their class when considering costs of acquisition, operation and maintenance.
- Epson's Industry leading 3 year warranty on both printer and print heads
- Epson's lower media cost vs. competition
- Epson offers more interface options - serial, USB, and 10/100 ethernet
- Performance
  - Epson offers higher speed performance and MTBF (Mean Time Between Failure) than competitive models in nearly every business application.

All Epson dot matrix printers feature both Epson and IBM® printer emulations, and some offer a special Oki Microline emulation, making Epson SIDM printers the ideal solution when replacing older Epson, Okidata®, Lexmark®, TallyGenicom® and IBM® dot matrix printers.



**FX-890 (9-pin, 80-column) is ideal for:**

- inventory lists
- purchase orders
- pick tickets
- delivery forms
- service estimates (multi-part)
- invoices and shipping labels
- auto parts stores: receipts and invoices
- banking documents and reports that can be printed at a lower resolution, but where higher speed and lower cost are benefits
- medical records, doctors' offices and hospitals, which need internal reports printed in high volume, but with less need for letter-quality printing
- car dealerships: financial documents, invoice and price sheets, repair invoices



**COMPETITIVE ANALYSIS FX-890**

Items	Epson (FX-890)	Okidata (ML-320T/420)
Speed	680 cps (12 cpi)	435/570 cps (12 cpi)
MTBF (POH)	20,000 POH	10,000/20,000 POH
Warranty	3 yrs	1 yr/3 yrs 2yrs Printhead
Price	\$329*	\$370/\$430*
Ribbon	\$8.99	\$12/\$15
Printhead Life	400 M	200 M/200 M
Paper Paths	4	3**
Multipart Forms	7 Part	6 Part
Ribbon Life	7.5 M	3 M/7.5 M

**FX-2190 (9-pin, 136-column) is ideal for:**

- back office retail applications, including inventory and sales reports
- warehousing
- Any application outlined for the FX-890 but requiring wide carriage printing



**COMPETITIVE ANALYSIS FX-2190**

Items	Epson (FX-2190)	Okidata (ML-321T/421)
Speed	680cps (12 cpi)	435/570 cps (12 cpi)
MTBF (POH)	20,000 POH	10,000/20,000 POH
Warranty	3 yr	1 yr/3yrs 2yrs Printhead
Price	\$473*	\$515/\$620*
Printhead Life	400 M	200 M/200 M
Ribbon Life	12 M	7.5 M
Paper Paths	4	3**
Multipart Forms	7 Part	6 Part
Ribbon	\$26.99	\$12/\$15

**DFX-9000 (9-pin, 136-column) is ideal for customers that need consistent on-time delivery, including:**

- heavy-duty retail back office: spreadsheets, invoices, receipts, expense and inventory reports
- warehouse and distribution center: invoicing, inventory control, pick lists, shipping labels and freight bills
- manufacturing: reports, industry standard bar codes and inventory control
- Federal, State and Local Governments: tax forms, payroll checks, reports
- financial/accounting: month-end reports, spreadsheets and labels
- insurance claim forms



**COMPETITIVE ANALYSIS DFX-9000**

Items	Epson (DFX-9000)	Okidata (PM-4410)
Speed	1550 cps (10 cpi)	800 cps (10 cpi)
MTBF (POH)	20,000 POH	15,000 POH
Warranty	1 yr	2 yr/1yr Printhead
Price	\$2600*	\$3000*
Printhead Life	400 M	400 M
Ribbon Life	15 M	15 M
Paper Paths	2	2
Multipart Forms	10 Part	10 Part
No. Pins	9	9
Interface (Std)	Parallel/Serial/USB	Parallel/Serial
Ribbon	\$32.99	\$42