

The Advantages of Impact Printing

Factors to consider

- Paper Handling Versatility
- Multipart Forms
- Reliability & Ease of Use
- Printing Environment
- Cost of Ownership

Paper size

- Laser printers limited to “standard” cut sheet sizes
- Impact printers accept wide range of form sizes

Paper path

- Laser printers typically have serpentine paper path
- Impact printers offer straight paper path

Paper capacity

- Laser printers require optional high capacity input bins – still limited capacity

“Loose leaf” vs. continuous forms

- Laser output requires binding operation
- Continuous forms reports are easy to leaf through without losing page order

Lasers only print on single part paper

Impact capable of up to 6 part forms

- Higher security than multiple “copies” from laser
- Some applications require signature on form
 - Multipart form registers signature on every copy
- Higher throughput
- Preprinted multipart forms with color create a high quality professional image
 - Color logos, shading for emphasis

Impact printers offer the highest reliability

- Designed for high workload environments
- Proven, very mature technology

Ease of Use

- Impact printers require less operator interventions
 - High capacity paper input/output
 - Lasers have paper capacity limitations
 - Single consumable – Ribbon
 - Lasers have toner, photoconductor, fuser, rollers, cleaning pads,
 - Lasers require periodic maintenance kit replacement
 - Straight paper path provides low risk of paper jams
 - Lasers have complicated serpentine paper paths with multiple feed and alignment rollers

Impact printers are designed to tolerate abusive conditions

Lasers do not perform well in harsh environments

- Statements found in operators manuals provided by leading laser printer manufacturers:

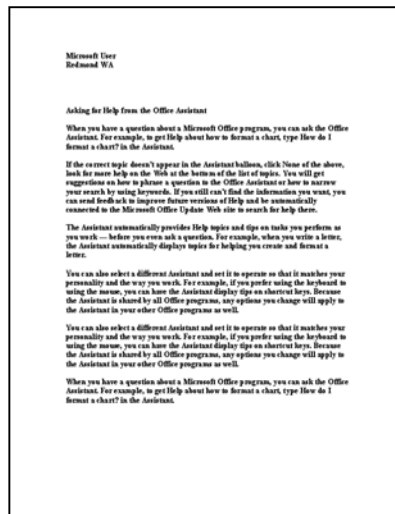
“To maintain print quality, follow the cleaning procedure below every time the toner cartridge is changed or whenever print quality problems occur. As much as possible, keep the printer free from dust and debris.”

AND

“Regular insertion of a maintenance kit helps eliminate repeat service calls and maximizes paper feed and print quality performance”

Laser printer consumable life rated at 5%

- Appropriate for low density office documents only
- Most industrial applications output higher density documents



**Typical correspondence
Type document with
5% coverage**

Impact vs. Laser Migrating Legacy Applications




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Tally T6218 – 1800 LPM line printer
2-up AIAG labels
Equivalent 12,400 character page
Cost to print: .4 cents

HP9000 – 50 PPM laser printer
8.5 x 11 cut sheet
22% page density
Cost to print: 3.8 cents


Impact vs. Laser Cost Savings

Green Bar Report 	Tally T6200 Series (1200, 1500, 1800 LPM)	HP 9000 50 PPM Laser
Paper Size	14 7/8 x 11 Continuous	8.5 x 11 Cut Sheet
Ribbon/Toner List	\$85	\$249
Ribbon/Toner Capacity	250 M Characters	30,000 pages (@ 5%)
Maintenance Kit	Not Applicable	\$436 (350,000 pages)
Cost/Page - Rated	\$.0010 (@ 3000 characters)	\$.0096 (@ 5% density)
Page Coverage	3018 Characters	13%
Cost/Page - Actual	.1 cent	2.5 cents
Pages per Month	100,000	100,000
Consumable Cost per Year	\$1,200	\$30,000
Annual Impact Printer Cost Savings	\$28,800	


Impact vs. Laser – 5 Year Total Cost of Ownership

Green Bar Report 	Tally T6218 (1800 LPM)	HP 9000hns 50 PPM Laser
Acquisition Cost	\$11,999	\$7,519
Consumable Cost X 5 Years	\$6,000	\$150,000
Service Contracts for 5 Years	\$8,550	\$2,796
Total Cost of Ownership – 5 Years	\$26,549	\$160,315
Tally Impact Printer Savings	\$133,766	

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Page Coverage	12,400 Characters (approx)	22%
Cost/Page - Actual	.4 cents	3.8 cents
Pages per Month	100,000	100,000
Consumable Cost per Year	\$4,800	\$45,600
Annual Impact Printer Cost Savings	\$40,800	

Impact vs. Laser 5 Year Total Cost of Ownership

Bar Code Labels 	Tally T6218 (1800 LPM)	HP 9000hns 50 PPM Laser
Acquisition Cost	\$11,999	\$7,519
Consumable Cost X 5 Years	\$24,000	\$228,000
Service Contracts for 5 Years	\$8,550	\$2,796
Total Cost of Ownership – 5 Years	\$34,549	238,315
Tally Impact Printer Savings	\$203,766	