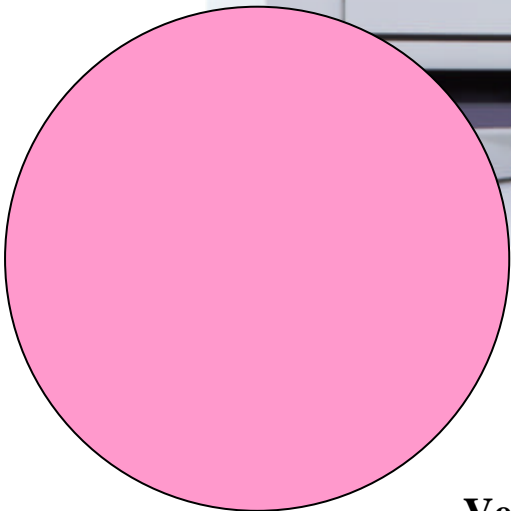


EPSON®

EPL-N2120



Sales Manual

Version 1.0, June 2001

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1. Purpose of this sales manual

The purpose of this sales manual is to introduce the new Epson EPL-N2120 monochrome laser printer. By illustrating the differences among the EPL-N2120, its predecessors and competitors, we hope to illustrate its sales points, and to contribute to its sales.

2. Product concept

Unlike other markets, A3 paper is used in a lot of Asian countries. To meet these needs and to build on its successes in the Asian market, Epson is releasing the EPL-N2120, a speedy A3 monochrome page printer with duplex and 1200-dpi capability.

Concept behind the EPL-N2120

Versatile A3 printer for the Asian market

Target market

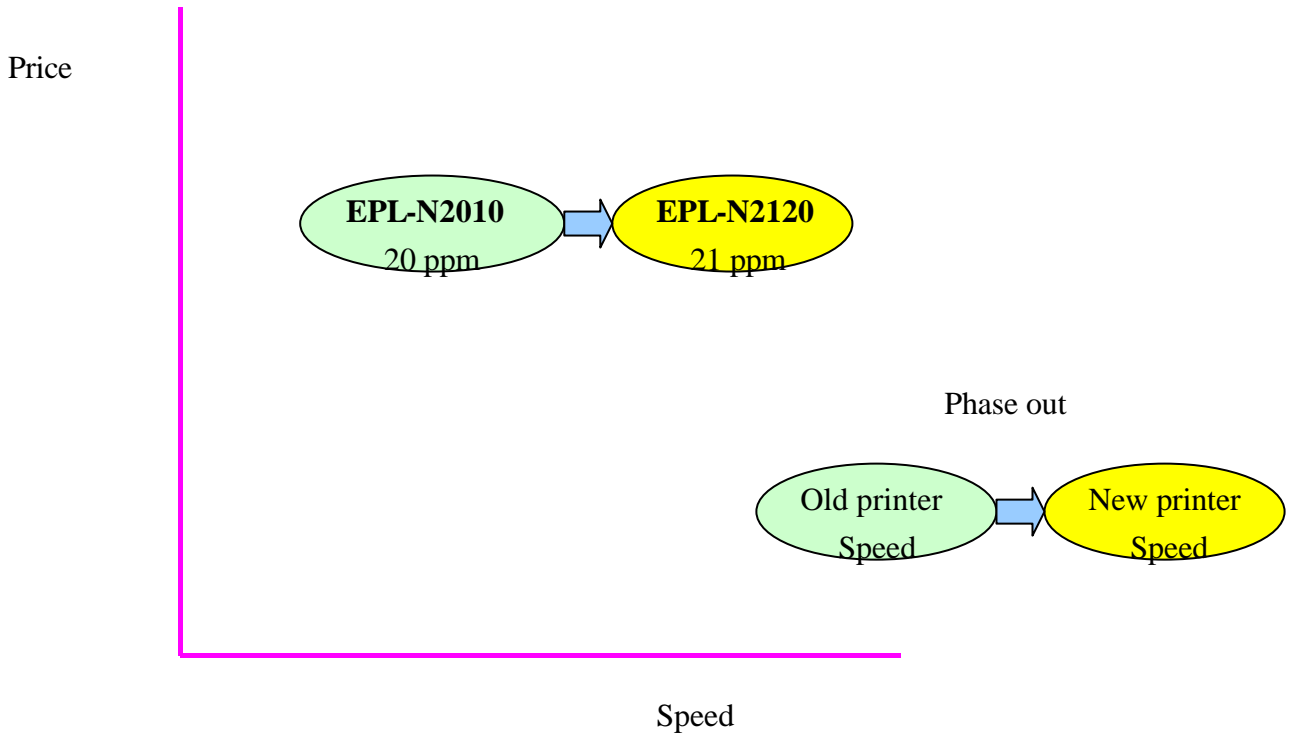
With its speed of 21 ppm, A3 capability, and network compatibility, the EPL-N2120 is ideal for SOHO and small/medium-sized businesses. The target customer may well come from the following industries:

- Local and national government
- Hospitals
- Government contractors
- Banks
- Insurance companies
- Travel agencies
- Transportation companies
- Workgroups of up to ten people

Ideal for SOHO and small/medium-sized businesses and workgroups

3. Positioning

3-1 Positioning within the Epson lineup



Epson monochrome laser printers * Prices vary from country to country.

Epson is releasing the EPL-N2120, a speedy A3 monochrome page printer with duplex printing available. Capable of printing at 21 ppm(A4) at true 1200 dpi, the EPL-N2120 is faster than the EPL-N2010 and the price is almost same as EPL-N2010.

3-2 Comparison with previous models



Epson EPL-N2120



Epson EPL-N2010

Items	Details	EPL-N2120	EPL-N2010
Engine	Technology	Laser beam browse + one constituent dry electrophotography	Laser + electrophotography
	Engine speed	21 ppm (A4) ,11 ppm(A3)	20 ppm (A4), 10.6 ppm (A3)
	Resolution	True 1200 dpi 600 dpi (1200 dpi class when RITech, Enhanced MicroGray 1200)	600/300 dpi 1200 dpi class when RITech, Enhanced MicroGray 1200
Controller	Processor	R5000 (200 MHz)	VR 4310 (166.7 MHz)
	Memory	16MB SDRAM DIMM expandable to 528 MB	8MB EDO RAM expandable to 256 MB
	Printer language	PCL 5e, Epson GL/2, ESC/P2, FX, IBM	PCL 5e, Epson GL/2, ESC/P2, FX, IBM Adobe PS3 (Std./Option)
	Interface	IEEE 1284 Bi-directional parallel interface (Nibble, ECP), 1 Type B slot, level 3 supported (option)	IEEE 1284 Bi directional parallel interface (Nibble, ECP) RS-232C interface 1 Type B slot, level 3 supported (option)

Paper	Input	250-sheet standard paper cassette (A3, A4, A5, B4, B5, letter, legal) 150-sheet multi-purpose tray (universal, A3, A4, A5, B4, B5, F4, letter, half letter, legal, executive, G-letter, G-legal) Optional: 500-sheet lower paper cassette unit (A4) 250 sheet-lower paper cassette unit (A3 universal, A3, A4, A5, B4, B5, letter, legal)	250-sheet main tray (universal, A3) 150-sheet multipurpose tray (up to A3) Optional: 500 sheet cassette (A4) 250 sheet cassette (to A3) Max 1,150 sheet capacity
	Output	250 face down	250 face down Face up N/A
	Duplex	Duplex unit: C813731 (option)	N/A
	Max sheet size	A3	A3
	Envelope sizes	Monarch, C5 C10, DL	Monarch, C5, C10, DL
	Special media	Transparencies, labels, colored paper, DTP paper, thick paper (90 to 135g/m ²)	Transparencies, labels, card stock, postcards
Dimensions	Sizes (WxDxH)	478 × 454× 320 mm	471 x 487 x 346 mm
	Weight	21.1 kg (including the starter imaging cartridge)	22.2 kg
Supplies	Starter imaging cartridge	6,000 sheets	7,600 sheet cartridge
	Replacement imaging cartridge	10,000 sheets	

3-3 Comparison with competitive models



Epson EPL-N2120



HP LaserJet 5000



HP LaserJet 5000LE

Items	Details	EPL-N2120	HP LaserJet 5000	HP LaserJet 5000LE
Engine	Technology	Laser beam browse + one constituent dry electrophotography	Laser	Laser
	Engine speed	21 ppm (A4) 11 ppm (A3)	16 ppm	16 ppm
	Resolution	True 1200 dpi 600 dpi (1200 dpi class when RITech, Enhanced MicroGray 1200)	1200 dpi HP FastRes1200(1200dpi quality) HPProRes1200(1200*1200dpi)at half engine speed	600 dpi HP FastRes1200(1200dpi quality)
Controller	Processor	R5000 (200 MHz)	100 MHz RISC	66 MHz RISC
	Memory	16MB SDRAM DIMM expandable to 528 MB	4MB expandable to 164 MB	4MB standard RAM expandable to 32MB
	Interface	IEEE 1284 Bi-directional parallel interface (Nibble, ECP), 1 Type B slot, level 3 supported (option)	Bi-directional IEEE 1284 compliant parallel interface, RS-232 serial (9-pin) interface	Bi-directional IEEE1284 Compliant parallel interface

Paper	Input	250-sheet standard paper cassette (A3, A4, A5, B4, B5, letter, legal) 150-sheet multi-purpose tray (universal, A3, A4, A5, B4, B5, F4, letter, half letter, legal, executive, G-letter, G-legal) Optional: 500-sheet lower paper cassette unit (A4) 250 sheet-lower paper cassette unit (A3 universal, A3, A4, A5, B4, B5, letter, legal)	100 sheet paper tray (A3, B4, B5, A4, letter, label, transparencies and special media sizes from 76 x 127mm to 312 x 470mm) 250 sheet paper tray (A3, A4, A5, B4, B5, letter, legal, 11 x 17 inch, executive) Optional: 250 sheet paper tray (A3, A4, A5, B4, B5, letter, legal, 11 x 17 inch, executive) 500 sheet paper tray (A3, A4, A5, B4, B5, letter, legal, 11 x 17 in, executive Custom media size 210 x 148 to 279 x 432 mm)	100 sheet paper tray (A3, B4, B5, A4, letter, label, transparencies and special media sizes from 76 x 127mm to 312 x 470mm) Optional: 250 sheet paper tray (A3, A4, A5, B4, B5, letter, legal, 11 x 17 inch, executive)
	Output	250 sheets face down	300 sheets	300 sheets
	Duplex	Duplex unit: C813731 (option)	Optional	N/A
	Max sheet size	A3	A3	A3
	Envelope sizes	Monarch, C5 C10, DL	Monarch, C5, C10, DL, B5	Monarch, DL, C10, C5, B5
	Special media	Transparencies, labels, colored paper, DTP paper, thick paper (90 to 135g/m ²)	Transparencies, labels	Transparencies labels
Dimensions	Sizes (W x D x H)	478 × 454 × 320 mm	475 × 585 × 375 mm	475 × 585 × 375 mm (With 250 sheet paper tray)
	Weight	21.1 kg (including the starter imaging cartridge)	23 kg	23 kg (With 250 sheet paper tray)
Supplies	Toner cartridge	Starter imaging cartridge lifespan: 6,000 sheets Replacement imaging cartridge lifespan: 10,000 sheets	10,000 sheets	10,000 sheets

4. Specifications

Specifications	
Printing method	Laser beam browse + one constituent dry electrophotographic printing
Resolution	True 1200 dpi 600 dpi (1200 dpi class when RITech, Enhanced MicroGray 1200)
Printing speed	21 ppm (A4), 11 ppm (A3)
Standard paper cassette (universal)	250 sheets
Paper size	A3, A4, A5, B4, B5, letter, legal
Multi-purpose tray	150 sheets
Paper size	A3, A4, A5, B4, B5, F4, letter, half letter, legal, executive, G-letter, G-legal, monarch, com 10, DL, C5
Paper type	Normal paper, labels, transparencies, colored paper, DTP paper, thick paper (90 to 135g/m ²)
Options	
250 sheet-lower paper cassette unit	250 sheets
A3 universal	
Paper size	A3, A4, A5, B4, B5, letter, legal
Paper type	Standard paper, normal paper
500-sheet lower paper cassette unit	500 sheets
Paper size	A4
Paper type	Standard paper, normal paper
Feedable paper dimensions	Width: 87mm - 297mm, Length: 98.4mm - 508mm
Paper eject /capacity	Face down (maximum 250 sheets)
Printer control language	PCL® 5e, EPSON G/L2, FX, ESC/P2, IBM® mode
Fonts	PCL® mode 80 Scramble Fonts + 7 Bitmap Fonts ESC/P2 mode 8 Scramble Fonts + 2 Bitmap Fonts FX mode 8 Scramble Fonts + 2 Bitmap Fonts IBM® mode 8 Scramble Fonts + 1 Bitmap Fonts
Interface Standard	IEEE 1284 Bi-directional parallel interface (Nibble, ECP)
Interface option	1 Type B slot, level 3 supported
Memory	16MB (expandable to 528 by SDRAM DIMM)
Warm up time	Less than 13 seconds
First print time	Less than 10.4 seconds (A4)
Acoustic noise	
Stand by	Below 32 dB (A)
During operation	Below 50 dB (A)
Durability	

	5 years or 300,000 sheets whichever comes first
Environmental conditions (operating)	
Temperature	5-35 °C
Humidity	15 - 85%RH
Power requirements	
Power supply/frequency	AC 110/220V/240V ± 10%: 50/60Hz ± 3Hz
Power consumption	
Maximum	Less than 800W (110V): 840W (220-240V)
Operation	Less than 360Wh (110V): 380Wh (220-240V)
Standby mode	Less than 65Wh (110V): 55Wh (220V), 70Wh (230V), 85Wh (240V)
Power save mode	Less than 10Wh (110V), 12Wh (220-240V)
Dimensions	
Width × Depth × Height	478 × 454 (625) × 320 mm () = when paper cassette extended
Weight	21.1 kg (including the starter imaging cartridge)
Printer driver/utility	Microsoft® Windows NT® operating system ver. 4.0, Microsoft® Windows® 95/98/Me/2000, Epson status monitor 3
Consumables	
Starter imaging cartridge	Lifespan: 6,000 sheets*
Replacement imaging cartridges	Imaging cartridge: lifespan 10,000* sheets: S051077
Options	
	500-Sheet lower paper cassette unit A4: C813711
	250-Sheet lower paper cassette unit A3 universal: C813721
	Duplex unit: C813731
	EpsonNet 10/100 Base Tx Int.Print Server 2 : C12C823914

*Approximate number of sheets under conditions of continuous printing on A4 size paper with 5% page coverage.

5. Sales points

Faster!

5-1 Faster

Capable of printing at 21 ppm(A4) at 1200 dpi, the EPL-N2120 is faster than the EPL-N2010. The EPL-N2120 also prints A3 at an impressive 11 ppm.

Paper size	EPL-N2120	EPL-N2010
A4	21 ppm	20 ppm
A3	11 ppm	10.6 ppm

Fast warm up!

5-2 Fast warm up/first print out

Warm up time has been greatly reduced on the EPL-N2120. Now users can switch on the printer, which will be almost ready to print by the time they return to their seats.

Time taken from switch on to ready

EPL-N2120	EPL-N2010
13 secs.	45 secs.

True 1200 dpi resolution!

5-3 Higher resolution

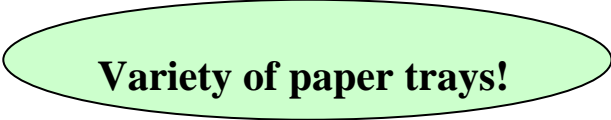
Ideal for Chinese fonts, users can set the resolution of the EPL-N2120 to 1200 dpi. It is possible to print at true1200dpi without slowing down the print 21ppm speed!


Duplex!
5-4 Duplex available

Allowing printing on both sides of the paper, users are provided with a duplex option that increases the range of printing possibilities and saves paper.


A3 capability!
5-5 A3 capability

An exciting new development for the Asian market, the EPL-N2120 offers users new possibilities with A3 capability.


Variety of paper trays!
5-6 Versatile paper capacity

With a variety of paper trays, the EPL-N2120 gives the user a variety of paper tray options to satisfy his or her precise needs.

Available paper trays

Standard/Option	Capacity
Standard	250 sheets
Standard multi-purpose tray	150 sheets
Optional 250-sheet unit	250-sheets
Optional 500-sheet unit (A4)	500-sheets

Paper tray combinations

Tray 1	Tray 2	Tray 3	Total capacity
Main unit (400 sheets)			400 sheets
Main unit (400 sheets)	250-sheet unit		650 sheets
Main unit (400 sheets)	250-sheet unit	500-sheet unit	1150 sheets
Main unit (400 sheets)	250-sheet unit	250-sheet unit	900 sheets
Main unit (400 sheets)	500-sheet unit	500-sheet unit	1400 sheets

* Main unit includes 250-sheet standard paper tray and 150-sheet multi-purpose tray (total of 400 sheets)

** The duplex unit is located behind the main unit, and can be used in combination with any of the optional paper trays.

Maximum paper capacity of 1400 sheets



EPL-N2120 with 250 and 500-sheet unit

Usability!

5-7 Easy to use and maintain

The EPL-N2120 is easy to use and maintain for even the most inexperienced of users.



The EPL-N2120 features easy to replace imaging cartridges

6,000 sheets starter cartridge!

5-8 Starter imaging cartridge

Upon purchasing the EPL-N2120, users are provided with a 6,000-sheet starter imaging cartridge (not for sale). Replacement imaging cartridges are capable of printing 10,000 sheets.

Starter imaging cartridge	6,000 sheets
Replacement imaging cartridges	10,000 sheets

Network!

5-9 Network capability (option)

The EPL-N2120 can be used as a standalone or as part of a network. A multi-protocol interface means that it can fit easily into mixed network including operating systems such as Windows, or Unix. (but do not support Macintosh)

Fits into a mixed network

6. Options and consumables

6-1 Consumables



Imaging cartridge

Name	Component	Toner lifetime *1	Dimensions (mm)	Weight (kg)
Imaging cartridges	<ul style="list-style-type: none"> • OPC drum (organic photoelectric conductor) • Electrification roller • Cleaning blade • Developer • Black single component magnetic toner • Waste toner collector 	Average of 6,000 printed sheets *2	(W) 386 (D) 101 (H) 96	1.8
		Average of 10,000 printed sheets *3		2.0

*1 Number of sheets is the approximate number of printable images using A4 landscape continuous printing at 5% occupation rate.

*2 Bundled cartridges

* 3 Replacement cartridges

6-2 Options

500-Sheet lower paper cassette unit (A4)

250-Sheet lower paper cassette unit (A3 universal)

Duplex unit

EpsonNet 10/100 Base Tx Int.Print Server 2