

TonerCharge

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UPDATE

INFORMATION FOR GETTING THE BEST OUT OF YOUR LASER PRINTER

SPRING 2001

Spring Has Sprung!

Spring Cleaning for your Printers

It's just human nature to take care of the things we value. If you consider how much your printers cost and how thoroughly you depend on them to accomplish your goals, it makes sense to give your printers what they need, a little TLC.

If you've never had professional cleanings done on your printers, or if they haven't been serviced in more than a year, we recommend Total Laser Care (TLC). Total Laser Care is a rigorous technical service and cleaning regimen that removes the most dangerous threats to your printer's well-being. The 15-step process is designed to increase the life of your printer, decrease breakdowns, improve print quality and protect your office environment from the dangerous effects of ozone. Passing inspection, Total Laser Care provides a full one year warranty on your fuser roller assembly, a major (\$) component in your machine.



Three Great Programs

- For just \$79.95, the TLC Bronze provides a complete general technical service and cleaning and a one-year warranty of your fuser assembly, including parts and labor.
- TLC Silver costs \$129.99*, including a complete technical service and cleaning and a one-year warranty on the fuser assembly. Any repairs during the year cost you no more than \$100; your fuser assembly and repair above \$100 are fully insured, parts and labor included.
- TLC Gold includes a complete technical service and cleaning of your printer, with a full one-year warranty (including parts and labor) at a cost of \$199.95*. Under this service plan, loaner printers are available at no extra charge if the repair cannot be performed on-site.

Value Immediately

All of our TLC packages begin with a TLC Bronze cleaning so you receive value immediately. You don't

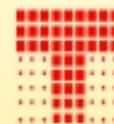
just pay a premium and never see the technician again for another year. You receive value immediately!

To find out more about Total Laser Care, call us up at (803)278-1066 and request a free brochure. You can also download the brochure in .pdf format off our website at www.tonercharge.com.

**Pricing for high speed, high volume network printers or non-Canon based engines is an additional \$100 and excludes the scheduled maintenance kit. Pricing for color laser printers is different. T*

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For More Information, Call Us Today:
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Size, Capacity and Capability Define Laser Printer Types

Which printer do you really need?

Printer manufacturers and magazine writers frequently refer to laser printers as “personal,” “office,” “network,” or “departmental.” Here’s a concise summary of what those designators really mean.



Personal laser printers are relatively inexpensive printers intended for use by one person. They’re small, so that they can fit on a desk with other computer equipment and peripherals. They’re usually quiet, so you won’t have to shout on the phone while they’re operating. Duplex printing usually isn’t an option on personal lasers – it would make them too large.

Most personal lasers have one parallel port, though some have a serial port too. Typically, they come with a single, 100-sheet input tray or bin that can be used for both auto and manual feed. (Some models offer an optional second tray that installs underneath the printer.) For single-person use, personal lasers don’t need to be fast – they normally top out around 6 pages per minute. Nor are they designed for volume output; duty-cycle ratings range from 5000 to 10,000 pages per month.

Office or **desktop** lasers are larger than personal printers, but not so large they won’t fit on a desk with a computer. These printers are “network-capable,” designed to work for a small group of people (10 maximum), printing at speeds between 8 and 16 pages per minute, with duty-cycle ratings up to 35,000 pages per month. Most desktop printers don’t come with duplexing capability, although some models offer a duplex option. Higher-speed desktop printers are sometimes sold as “workgroup” printers, but they lack the job separation capabilities of a higher-end printer and require more attention than a true network machine.



Desktop printers offer more accessories than personal lasers, so as to handle a greater variety of media types, media sizes and applications. Most come with a 250-sheet letter-size paper tray and a separate manual feed tray for other sizes and weights of paper. Often, they have both a parallel and a serial port, which can run simultaneously. They offer a variety of connectivity options and come with expansion slots for multi-user communications cards or network interface cards. **Network** lasers offer print speeds from 17 to 32+ pages per minute and monthly duty-cycle ratings from 50,000 to 100,000 pages per month. The slower, less-rugged machines in this category are called **workgroup** printers while the faster ones are known as **departmental** printers. Network machines are large enough to require their own space. With options such as multiple feed trays and multi-bin output trays, departmental printers are large enough to demand their own rooms.



Network printers are designed to be versatile, offering more input and output options, handling a wider range of media sizes and types and offering more connectivity options. Standard input trays will hold between 1,500 and 3,000 sheets. What you won’t find is a manual-feed tray to interrupt other user’s print jobs. Duplexing is still an add-on option with a workgroup printer, while departmental printers have duplexing built in. Both types ship with larger amounts of RAM memory and may have a built-in hard disk (or offer an optional one) that minimizes printing time by storing fonts, forms and macros right on the printer.

If you’re shopping for a printer, call us today. TonerCharge is an HP Authorized Reseller. We offer new and refurbished laser printers. Let us help you select the machine(s) that will best fit your needs and budget.



i n v e n t

MAINTENANCE TIP OF THE MONTH:

Do’s And Don’ts With Toner & Ink

Getting the most out of your printer cartridges depends, in part, on how you treat them. Here’s how to extend the life of your cartridges and ensure the highest print quality.

Toner Do’s

- Do use TonerCharge recycled toner cartridges to save money.
- Do redistribute toner in the cartridge by gently rocking the cartridge along its long axis, never end to end or toner may rush to one end and leak.
- Do keep toner cartridges in their packages prior to use.
- Do run a print test after installing a new cartridge; you’ll get a page count to help track how many prints you get from the cartridge.
- Do store your empty toner cartridges in their light-proof packaging.

Toner Don’ts

- Don’t expose cartridges to excessive heat, sunlight or prolonged room light.
- Don’t drop or handle your cartridge roughly.
- Don’t turn toner cartridges upside down.

Ink Do’s

- Do make sure you pull all of the sealing tape off the print heads and vents of the cartridge.
- Do use cartridges before their expiration dates.
- Do run a print test when using a new cartridge or one you haven’t used lately.

Ink Don’ts

- Don’t remove cartridges from their sealed containers until you’re ready to install them.
- Don’t expose ink cartridges to air; keep them in your printer or in a storage garage until you’re ready to use them.
- Don’t touch cartridges on the copper area. This could cause connection problems between the cartridge and your printer.

LETTER FROM THE PRESIDENT

I love spring! Everything looks great- the azaleas with their brilliant colors, the dogwoods in bloom, the whippoorwills singing at night. Spring in South Carolina is spectacular. We're right across the river from the Master's Golf Tournament in Augusta, GA. If you had the opportunity to watch any of the tournament on television, you can get an idea how colorful the area is. "And God saw all that He had made and behold, it was very good...." *Genesis 1:31a*

Well, we don't have near the ability of the Creator of the universe but at Toner**Charge**, it's our job to make you look great and save you money at the same time. Perhaps image isn't everything but when someone sees a piece of paper with *your* name on it, that piece of paper better look good. People believe most of what they see, and less of what they hear. If your printed communications are streaked, blurred or hard to read, you could talk all day long about being committed to quality and your target audience would have trouble believing you.

We're here to help make sure that you look great on paper, all the time. That's why we only offer high-quality consumables for your printers, copiers and fax machines. Whether you purchase new OEM products, compatible products or you use our reliable remanufactured cartridges, you can be




assured that we'll supply you with exactly what your machines need to produce crisp, clean prints.

Consumables are only part of the equation. For your laser printer to consistently produce high-quality output, it should receive regular, professional maintenance. Our Total Laser Care (TLC) service programs can substantially reduce printer malfunctions. We remove the dirt and debris that cause most printing problems. We also replace or restore key parts and tighten or replace screws that have worked loose over a period of time. By thoroughly inspecting your printer, we can alert you to developing problems and take care of them before they affect your printing operations. Regardless which level TLC you

choose, you'll find our programs very affordable, especially considering the money you'll save in repair bills.

Call Toner**Charge** whenever you have a printing problem or question. We still offer **FREE** technical support via phone or e-mail, without all the \$2.00 per minute nonsense. If we can't help you over the phone, we'll send out one of our technicians, pronto! They'll make sure that, in no time at all, you'll look fabulous in print.

Wishing you a spring season to remember,

Bill Turner, President 

John Piquette with a few of his creations




Toner**Charge** Profile:

Meet John Piquette

Have you ever laid in bed at night, unable to sleep, wondering who tests and packages your products from Toner**Charge**? The answer to your nagging question is John Piquette.

Originally a cheese-head from Wisconsin, John came to Toner**Charge** in 1999 with 27 years of experience as an Industrial Technology teacher and 3-1/2 years in hardware retail. His main loves in life (other than working here) are his wife, Sandy, working with greenhouse plants and woodcarving. All three require a considerable amount of skill to achieve great results. John applies his skills at Toner**Charge** in the testing, evaluation and packaging of each remanufactured product before it reaches your machine.

Now you can sleep well, knowing John is there to assure you're getting a quality product. 

HP Introduces Fresh, New Laser Printers!

The LaserJet 1200, 2200 and 4100 series printers.

The **HP LaserJet 1200** delivers unmatched performance and renowned HP reliability with a variety of print jobs from a typical 2-5 page document to larger multi-page documents.

- 1200 basic model comes with a 15 page-per-minute print engine, 8 MB RAM, (1) 250 sheet paper input tray (or up to 30 envelopes), 1200 dpi resolution, PCL5e printer control language
- 1200N same as the basic model but comes network ready

The **HP LaserJet 2200** series printers maintain HP's high standard for reliability with their fast 19-ppm print speed, 1200-dpi at engine speed, 15 second first page out, 8 MB RAM, duplex printing (two-sided printing), 2 paper trays (100-sheet & 250-sheet), Fast InfraRed wireless receiver, USB port and PostScript Level 2 emulation. The LaserJet 2200 comes in 4 different configurations:

- 2200D basic model comes with a 19 page-per-minute print engine, fast 133 MHz processor, 8 MB RAM, (1) 250 sheet paper tray and (1) 100 sheet multi-purpose tray, 1200 dpi resolution, PCL5e/PCL 6 printer control language and PostScript 2 emulation and 2-sided printing (duplex) is standard
- 2200DT is the base model plus an additional 250 sheet tray
- 2200DN is the base model but comes network ready with 10/100Base-TX connections
- 2200DTN is the 2200DN plus an extra 250 sheet paper tray

The new **HP LaserJet 4100** series features HP's most advanced workgroup laser printer. The HP LaserJet 4100 series is ideal for large workgroups and small to midsize businesses. It replaces the widely acclaimed LaserJet 4050, delivering higher performance, excellent print-quality options and leading-edge features for simpler printer management. The HP LaserJet 4100 series printers keep up with the speed of businesses through an array of enhancements and additional features, including 25-ppm print speeds, increased paper-handling capabilities, optional duplex and wireless printing, increased memory, and enhanced duty cycles. The LaserJet 4100 comes in 4 different configurations:



- 4100 basic model comes with a 25 page-per-minute print engine, fast 250 MHz processor, 16 MB RAM, (1) 500 sheet paper tray and (1) 100 sheet multi-purpose tray, 1200 dpi resolution, PCL5e/PCL 6 printer control language and PostScript 3 emulation.
- 4100N is the base model plus has 32 MB RAM and JetDirect connectivity for Fast Ethernet 10/100Base-TX
- 4100TN is the 4100N with (2) 500 sheet trays and the 100 sheet multi-purpose tray for a total of 1100 sheets of input capacity
- 4100DTN is the 4100TN plus automatic, 2-sided duplexing capability

For more information, specifications and pricing on the LaserJet 1200, 2200 and 4100 series printers, go to the www.tonercharge.com home page and click in the "machines" section.

Let TonerCharge Take You To The Movies!

If you refer a friend or a business associate to TonerCharge and they become a customer, we'll reward you with two free movie tickets good at Regal Cinemas. Just have your referral tell us that you sent them. If you're not local, we'll credit your account \$10.00! What a deal!

Spring 2001



Spring Specials

Note: If you order by phone, be sure to mention the special newsletter pricing.



Refurbished Machines

(while quantities last)

HP LaserJet 5L \$250.00
600 dpi, 4 ppm, nice personal laser!

HP LaserJet 4si \$650.00
600 dpi, 17 ppm, 1000 sheet capacity!

HP Color LaserJet 4500 \$1450.00
~~\$1625.00~~
600 dpi color! **Factory New Warranty!**

Apple Personal LaserWriter NT \$150.00
300 dpi, 4ppm, PostScript!

Canon PC 530 Copier..\$250.00
6 cpm, desktop copier!

*All units are reconditioned with a starter toner cartridge and a 90-day warranty.

New Machines

HP LaserJet 4100 \$1125.00
1200 dpi, 25 ppm, free shipping!

HP LaserJet 4100N .. \$1585.00
Network ready, free shipping!

HP LaserJet 2200 \$775.00
1200 dpi, 19 ppm, 133 Mhz processor!

HP LaserJet 1200 \$395.00
1200 dpi, 15 ppm, personal laser!

