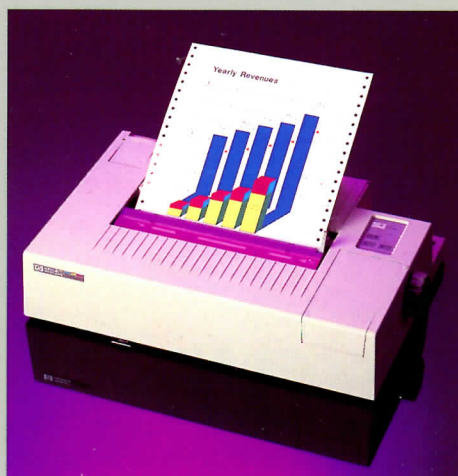


# HEWLETT-PACKARD

*the* **PaintJet**  
*Color Graphics Printer*

**Sales Guide**



**A4**

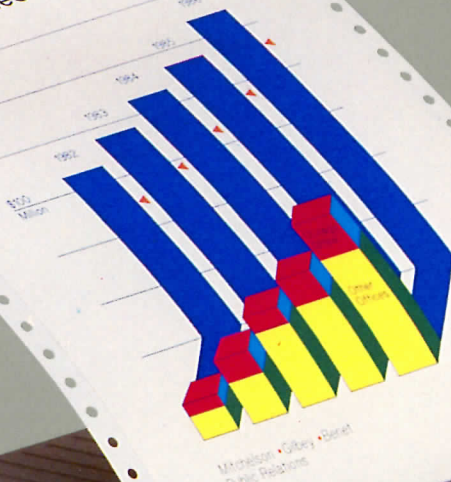


1988  
Reinforce

### HP Personal Productivity Center



### Yearly Revenues



Microelectronics  
Public Relations

HEWLETT  
PACKARD  
PaintJet

Car Division  
1988-1989

Project Manager  
Engineers  
Designers  
Technicians

Monthly Agency Service Fee  
\$50,000

Retention  
Consultation  
Planning

Media Contact  
Specialized Community  
Executive Interviews

Business Segment

1988-1989

1988-1989

1988-1989

1988-1989



# PaintJet

*The Color Graphics Printer from Hewlett-Packard*

“Why call it a color graphics printer?” you may be asking. That’s simple enough — we wanted to make *everyone* happy.

You see, some of PaintJet’s most ardent admirers believed that — above all else — this product was a super device for creating brilliant graphics. And why not? It could splash up to 330 colors on paper or transparency film — for reports *and* presentations! Quality? Resolution? Simply top notch.

To the other group of staunch supporters, PaintJet was — first and foremost — a fast convenience printer. “Who can overlook 167 characters per second for crisp, clear, near-letter-quality (NLQ) text?” they said. That’s a typical page in 30–40 seconds!

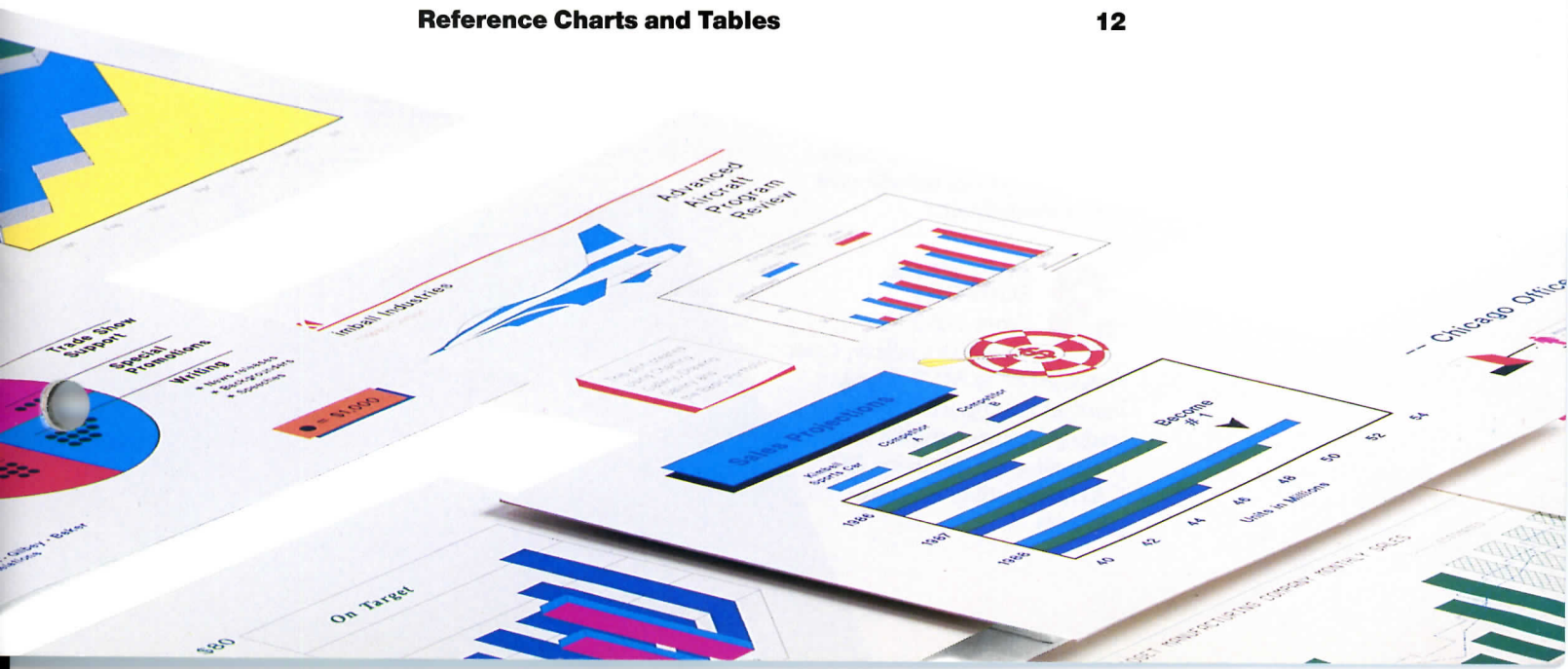
Planted solidly in their convictions, neither side would budge. Until one day, they agreed there are plenty of professionals who communicate with text *and* graphics. Professionals who’d be pretty darn excited about getting the best of both worlds in one machine.

So the two camps joined forces, combined their strengths, and christened PaintJet the “color graphics printer”...

*The first personal computer peripheral to combine brilliant color graphics with high-speed NLQ text.*

## TABLE OF CONTENTS

<b>The Features</b>	<b>2</b>
<b>The Customer</b>	<b>4</b>
<b>The Market and Competition</b>	<b>6</b>
<b>Using the Product</b>	<b>8</b>
<b>Reference Charts and Tables</b>	<b>12</b>



## the **FEATURES**

# It wasn't easy packing eight great features into one product!

A little squeeze here. Some shuffling around there. And what did we get? A color graphics printer with eight great features that translate into *big benefits* for your customer!

### **1 COLOR OVERHEAD TRANSPARENCIES**

Finally, your customers can create colorful presentation overheads from the same device that provides their convenience printing. PaintJet film comes complete with protective plastic sleeves.

### **2 FAST THROUGHPUT**

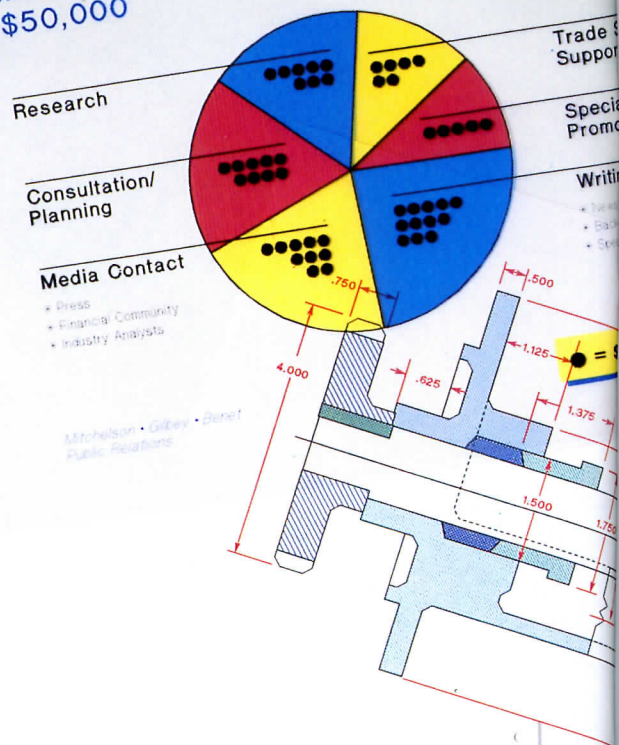
At 167 characters per second, PaintJet can generate a full page of exceptional NLQ (not draft!) text in 30-40 seconds.

Color graphics? PaintJet delivers a full page within four minutes — regardless of whether 180 dpi or 90 dpi resolution colors are used. Many of our competitors are unable to make this claim because their higher resolution modes usually slow down throughput.

### **3 SOFTWARE SUPPORT**

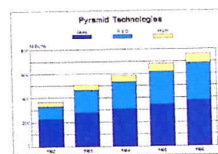
From 1-2-3® to Graphics Gallery, from AutoCAD™ to MS® Word, PaintJet is supported by the leading business graphics, word processing, productivity, PC CAD, and utility software packages.

Monthly Agency Service Fee  
\$50,000



Hi Boss,

I've just completed my evaluation of the HP PaintJet Color Graphics Printer. What a great little machine -- fast, too! It produces brilliant color graphics and crisp, clear text on the same page so we won't have to cut and paste anymore. See what I mean?



The overhead transparencies are perfect for my presentations. And we can also use PaintJet on our CAD system to copy screens. The engineers will love having quick color hardcopy to review, revise, and put in notebooks.

Look at this printing! PaintJet's near-letter-quality text is so good, I'm using it for official correspondence. Built-in printer functions include:

- superscript -  $x^2$ , 4<sup>th</sup>
- subscripts -  $H_2O$
- bold - to make words stand out
- underline - to stress important ideas
- compressed - for print, text, or spreadsheet data
- 10 pitch - for those who like a Letter Gothic font
- 12 pitch - for those who like a Courier font
- color characters - to draw attention to your words

And to top it all off, this machine is really quiet. In fact, I make phone calls without bothering to turn it off. My recommendation? Let's outfit our entire office with PaintJet -- accounting, marketing, and engineering.

unit for myself.

123



## 4 HIGH RESOLUTION

At 180 dots per inch, your customer can expect sharp, clear text and solid, colorful graphics... the best resolution available in PaintJet's price range.

## 5 QUIET OPERATION

These days, noise pollution in the office environment is a concern for your customer. PaintJet produces pages of text and graphics at a whisper-quiet <50 decibels.

## 6 BRILLIANT COLORS AND TRUE BLACK

PaintJet's four specially-formulated inks (black, yellow, cyan, magenta) provide your customer with up to 330 shades of color and the blackest black around. A big plus for professional-looking reports, persuasive overhead transparencies, and full-color shading of technical images, like 3-D mechanical drawings.

## 7 DISPOSABLE PRINT CARTRIDGES

Every time your customer replaces a cartridge, he's replacing the ink, the nozzles, even the electrical elements. PaintJet print cartridges will last for about 1100 pages of black text and 180 pages of color graphics (approximately six months of typical use). The same ink cartridges print on paper or transparency film.

## 8 CHARACTER SET COMPATIBILITY

The PaintJet color graphics printer supports 12 distinct character sets (French, German, Swedish, and Spanish, to name just a few). And HP and IBM character sets allow more universal compatibility with hardware and software.

## Fair is fair...

Now that we've finished blowing our horn, we think it's only fair to share a few of PaintJet's little idiosyncrasies.

- As you can imagine, PaintJet print cartridges work hard. And if a printing problem occurs, they'll need some extra attention. To them, that means "priming" and "wiping." To your customer, it means performing a few quick and simple steps to insure consistent high-quality output. Instructions for these procedures (which take less than 30 seconds to complete) appear on page 10 of this sales guide.
- HP PaintJet Paper will provide your customer with the highest output quality available and the most trouble-free operation. Other papers can be used, but may produce more of a "draft-quality" output and require an increase in printhead maintenance.

### *Frequency of priming and wiping for average use*

HP PaintJet Paper: once every six to eight weeks.

Other Paper: possibly once every two weeks.

- PaintJet transparencies may be projected "hot off the printer." But remind your customers that what they first see is not what they'll get. After drying for at least five minutes, your customer should place the film in the clear plastic cover provided. Within 1-2 hours after printing, the image will develop further to reach a rich, full, color intensity.
- Please don't feed address labels to PaintJet. There's a good chance they'll jam up in the machine — a problem that may require a service call. We simply don't recommend using them.

*the***CUSTOMER**

# PaintJet customers... not one, not two, but three winning profiles.

We'd like to introduce you to Gloria,  
Jack, and Alan — three nice folks who  
represent typical PaintJet customers in the  
business, technical, and CAD worlds. As  
different as you'll find them (in profession  
and personality!), they have one thing in  
common: *the need to communicate  
using text and color graphics.*

## **THE PC ENGINEERING CAD PROFESSIONAL**

**Major Need:** Quick color hardcopy of CAD drawings

*I'm Alan, I'm a design engineer for a medium-sized manufacturing firm, and I'll get right to the point. I use PaintJet when I need a fast, full-color, 8½ × 11 inch working drawing. Having quick color hardcopy means I can review it with colleagues and revise it to my heart's content — before I take time to use a pen plotter for full-size, final-quality output on mylar. PaintJet's a swift little printer, too. I use it for memos, parts and materials lists, things like that. One more thing. Here in R&D, you can usually hear a pin drop. PaintJet's quiet operation is appreciated by all.*







### THE BUSINESS PROFESSIONAL

**Major Need:** Overhead transparencies  
Fast convenience printing

*Hello, I'm Gloria. And when I'm not scuba diving or being challenged by my two year old, I work as a financial analyst for a well-established clothing manufacturer. Why do I use PaintJet? Because I make overhead transparency presentations and lots of them... to upper management, to clients, to colleagues. And I've been in this business long enough to know the importance of looking good — right down to your presentation visuals. PaintJet overhead transparencies never let me down. All this from my dependable personal printer — the same device that whips out internal reports and last-minute memos. Now that's what I call convenient!*



### THE PC ENGINEERING TECHNICAL PROFESSIONAL

**Major Need:** Versatility

*The name's Jack, project engineer for a Fortune 500 company that makes high-tech medical instruments. Things get pretty hectic around here, so I'm always looking for ways to simplify my life. Which may be why I like your PaintJet so much. In my job, I do a lot of juggling — make presentations, allocate resources, plan and revise schedules, negotiate with vendors, you get the idea. PaintJet improves my all-around productivity and makes my job easier! Whether I need color graphics or text, this machine does it all, does it fast, and does it well.*

### Recognizing the PaintJet prospect

Look for *first-level* business or technical professionals who are *sophisticated PC users*, need color graphics, and...

- are upgrading to a more capable PC workstation or
- are upgrading their current workstation printer.

As experienced graphics users, your target customers will appreciate having one device do both graphics *and* text. With this kind of versatility, where do plotters fit?

Plotters typically:

- are add-on sales (customer is happy with current printer but needs to add color graphics to system),
- support shared environments,
- provide higher quality output, and
- have greater media flexibility (larger sizes and special media for drafting applications).



## the **MARKET** and **COMPETITION**

These days,  
color hardcopy  
devices come in so  
many flavors...

*how does PaintJet compare?*

We'll be honest. Understanding today's color hardcopy market and the numerous products we call "competitors" is no easy task. So we've tried to make things simple by developing two models. The first explains how PaintJet is a natural fit in the color hardcopy world. The second shows how our color graphics printer stacks up against the competition.

### **PaintJet expands the color hardcopy market**

In the beginning, there were plotters. These vector devices had a single mission in life — to provide customers with the highest quality color graphics.

Building on this successful foundation, two new product categories emerged: the plotter/printer and the color printer.

Plotter/printers consist mostly of high-end thermal transfer and ink jet printers. They have fast throughput

when it comes to producing color hardcopy, but your target customer probably isn't willing to pay the price (typically \$4-10K).

Color printers come in two basic types: impact dot matrix and color ink jet. The former are primarily black-and-white printers with color ribbons for accent and low-quality, slow graphics. The latter are better at producing color graphics, but print text slowly.

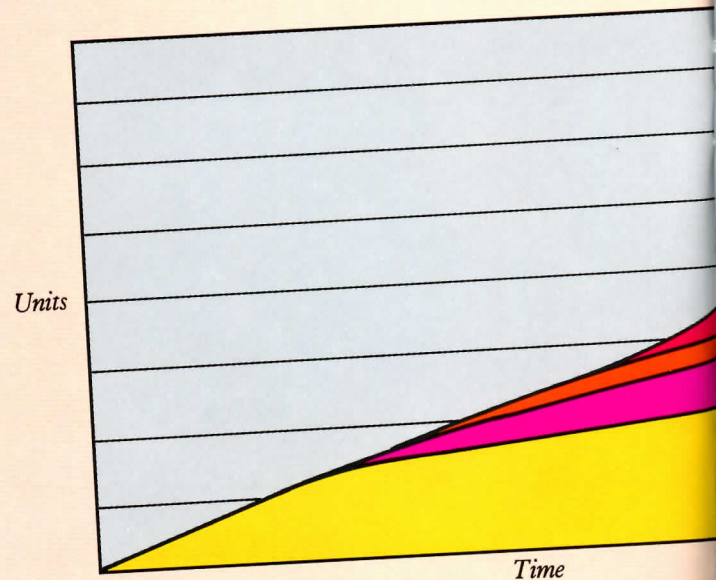
Enter the newest, *and most promising*, product category... the Color Graphics Printer! With PaintJet leading the way, we'll capture a big portion of this market by being *the first* to offer vivid color graphics and fast text printing in one versatile device.

### **Bridging the gap between printers and plotters**

As you can see by our model, PaintJet opens up a vast new selling opportunity by being the first device to successfully bridge the gap between printers and plotters.

And while PaintJet has no direct competitors as a *color graphics printer*, to the right you'll find the products you may be selling against in the other four categories.

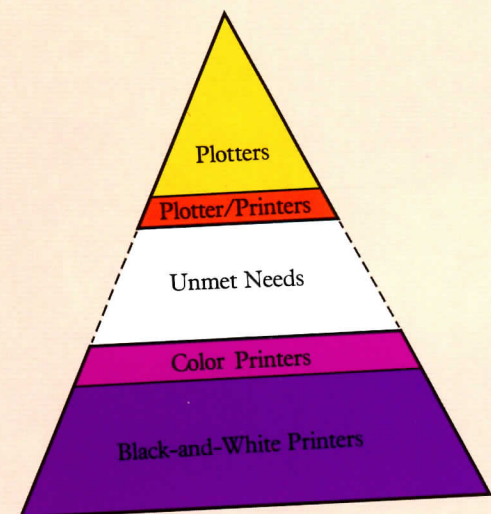
## *Color Hardcopy Market G*



Plotters

Color Printers

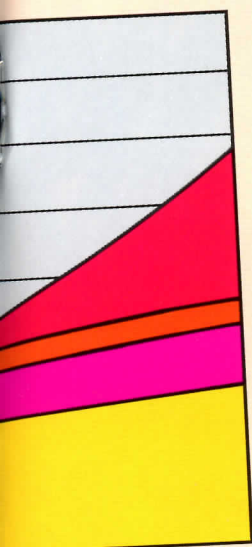
Plotter/Printers



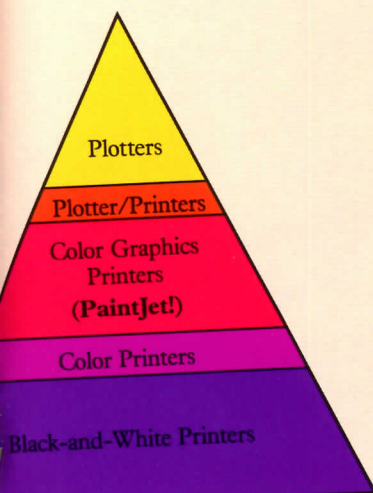
**The Market Today**



rowth



Graphics  
Printers



The Future Market

## Major players in the competitive field

### Plotters

	Price	Strengths	Weaknesses
<b>HP ColorPro</b>	\$1295	<ul style="list-style-type: none"> <li>■ highest quality color graphics on paper and transparency film</li> <li>■ HP-GL for end-user programming</li> </ul>	<ul style="list-style-type: none"> <li>■ slow</li> <li>■ minimal text printing capability</li> <li>■ ten color limitation</li> </ul>
<b>HP 7475/7550</b>	\$1895/ \$3900	<ul style="list-style-type: none"> <li>■ highest quality color graphics on paper, transparency film, and polyester film</li> <li>■ drafting pen capability</li> <li>■ A- and B-size media</li> <li>■ HP-GL for end-user programming</li> <li>■ HP 7550 only: automatic sheet-feed for unattended operation</li> </ul>	<ul style="list-style-type: none"> <li>■ slow</li> <li>■ minimal text printing capability</li> <li>■ ten color limitation</li> </ul>

### Plotter/Printers

<b>CalComp Color Master</b>	\$4495	<ul style="list-style-type: none"> <li>■ thermal transfer technology provides fast throughput (½-1½ min/pg)</li> <li>■ 200 × 200 dpi resolution</li> <li>■ built-in rasterizer accepts vector/raster input</li> </ul>	<ul style="list-style-type: none"> <li>■ dull color transparencies</li> <li>■ seven color limitation</li> <li>■ expensive A4/A-size device</li> </ul>
<b>JDL 850 EWS/GL</b>	\$3495	<ul style="list-style-type: none"> <li>■ A- to C-size media</li> <li>■ HP-GL for end-user programming</li> <li>■ media handling flexibility: friction, tractor, optional dual bin sheet feeder</li> </ul>	<ul style="list-style-type: none"> <li>■ pale color transparencies</li> <li>■ 14 color limitation</li> <li>■ print noise (24-wire impact dot matrix)</li> </ul>

### Color Graphics Printers

<b>HP PaintJet (3630A)</b>	\$1395	<ul style="list-style-type: none"> <li>■ bright color graphics on paper and transparency film</li> <li>■ fast NLQ text printing (40 sec/pg)</li> <li>■ quiet ink jet operation</li> <li>■ strong software support</li> <li>■ 330 colors</li> </ul>	<ul style="list-style-type: none"> <li>■ limited media handling flexibility</li> <li>■ not HP-GL compatible</li> </ul>
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### Color Printers

<b>Xerox 4020</b>	\$1495	<ul style="list-style-type: none"> <li>■ fast full-page color graphics (3½ min/pg) on paper and film</li> <li>■ quiet ink jet operation</li> </ul>	<ul style="list-style-type: none"> <li>■ slow NLQ text printing (40 cps)</li> <li>■ rapid ink consumption</li> <li>■ large footprint</li> </ul>
<b>Epson EX-800 with color option</b>	\$829	<ul style="list-style-type: none"> <li>■ multipart forms</li> <li>■ price</li> <li>■ optional single bin sheet feeder</li> </ul>	<ul style="list-style-type: none"> <li>■ slow NLQ text printing (50 cps)</li> <li>■ print noise (9-wire impact dot matrix)</li> <li>■ pale transparencies</li> </ul>
<b>Okidata 292/293/294 with color ribbon</b>	\$699/ \$899/ \$1499	<ul style="list-style-type: none"> <li>■ fast draft printing 292/293: 240 cps; 294: 400 cps</li> <li>■ multipart forms</li> <li>■ 293/294: wide carriage</li> </ul>	<ul style="list-style-type: none"> <li>■ print noise (18-wire impact dot matrix)</li> <li>■ pale transparencies</li> </ul>
<b>Epson LQ-2500 with color option</b>	\$1675	<ul style="list-style-type: none"> <li>■ wide carriage (16 in.)</li> <li>■ LQ text, multipart forms</li> <li>■ flexible media handling: friction, tractor, single and dual bin optional sheet feeders</li> <li>■ font flexibility: 5 standard, others optional</li> </ul>	<ul style="list-style-type: none"> <li>■ print noise (24-wire impact dot matrix)</li> <li>■ pale transparencies</li> <li>■ large footprint</li> </ul>

### Black-and-White Printers

<b>IBM ProPrinter</b>	\$549	<ul style="list-style-type: none"> <li>■ price</li> <li>■ frontload paper and envelope handling</li> </ul>	<ul style="list-style-type: none"> <li>■ no color</li> <li>■ print noise (9-wire impact dot matrix)</li> <li>■ slow NLQ text printing (40 cps)</li> </ul>
<b>Epson FX-286</b>	\$750	<ul style="list-style-type: none"> <li>■ wide carriage</li> <li>■ multipart forms</li> </ul>	<ul style="list-style-type: none"> <li>■ no color</li> <li>■ print noise (9-wire impact dot matrix)</li> <li>■ slow NLQ text printing (40 cps)</li> </ul>

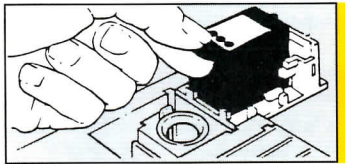
# USING<sup>the</sup>PRODUCT

And now,  
a straight-forward,  
no-frills guide to  
using PaintJet.

*What's what?*

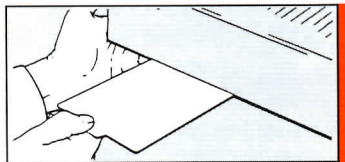
## Primer

Restores full ink flow in print cartridges by removing air bubbles.



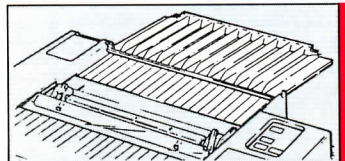
## Help card

Provides abbreviated instructions for priming and wiping print cartridges.



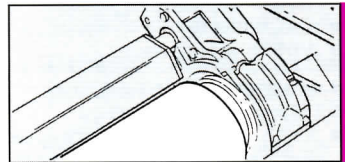
## Paper separator

Keeps paper that's entering and emerging from printer on separate paths.



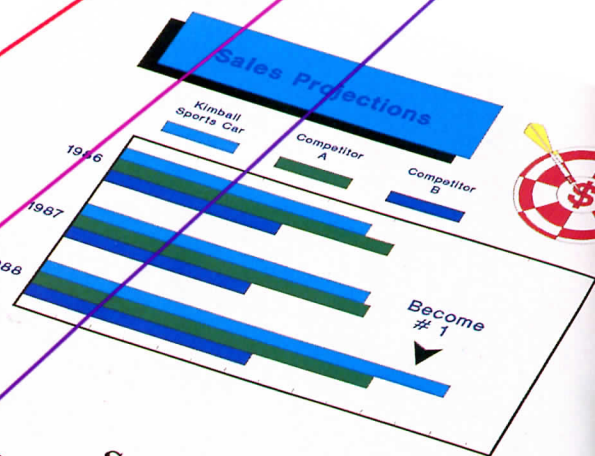
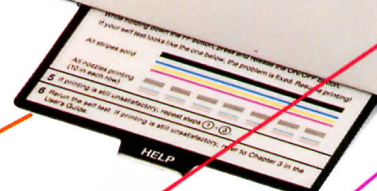
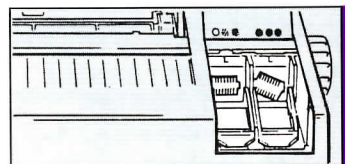
## Roller

Supports paper.



## Carriage

Contains print cartridges that propel ink onto paper as carriage moves.







### How to run the PaintJet self test

Follow the steps below to make sure the PaintJet color graphics printer is functioning properly. This self test is also appropriate for assessing print quality or deciding if a cartridge is out of ink.

Use *paper only*. The self test will not work on film.

1. Load z-fold or cut sheet paper and print cartridges (following the procedures described on the reverse side of this flap).
2. Make sure the printer is off.
3. Hold down **FF** while pressing and releasing **ON/OFF**. Then release **FF**.

Now, examine your self test and answer the following questions.

1. Are the black and colored stripes equally dark from left to right?
2. Each short line (there are ten across the width of the page) represents an ink jet nozzle. Are all 30 black lines and 10 cyan, magenta, and yellow lines present?
3. Are all the characters complete?

If any of these problems appear...

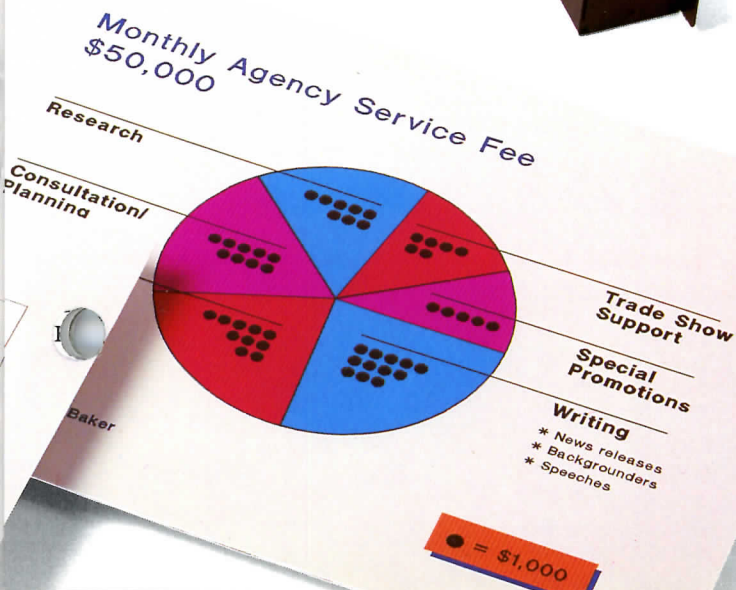
1. Be sure the green latches that secure the ink cartridges are in the UP position.
2. Repeat the prime and wipe procedures.
3. Run the self test again. If the output is still unsatisfactory, see Chapter 3 of the PaintJet *User's Guide*.

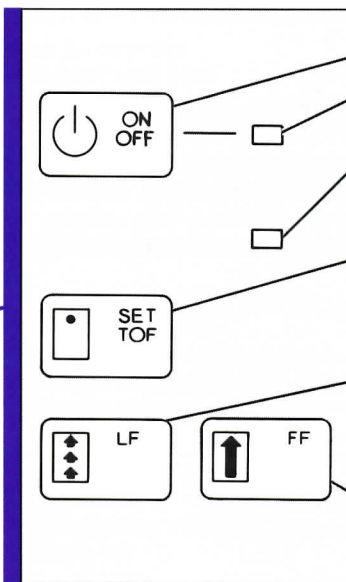
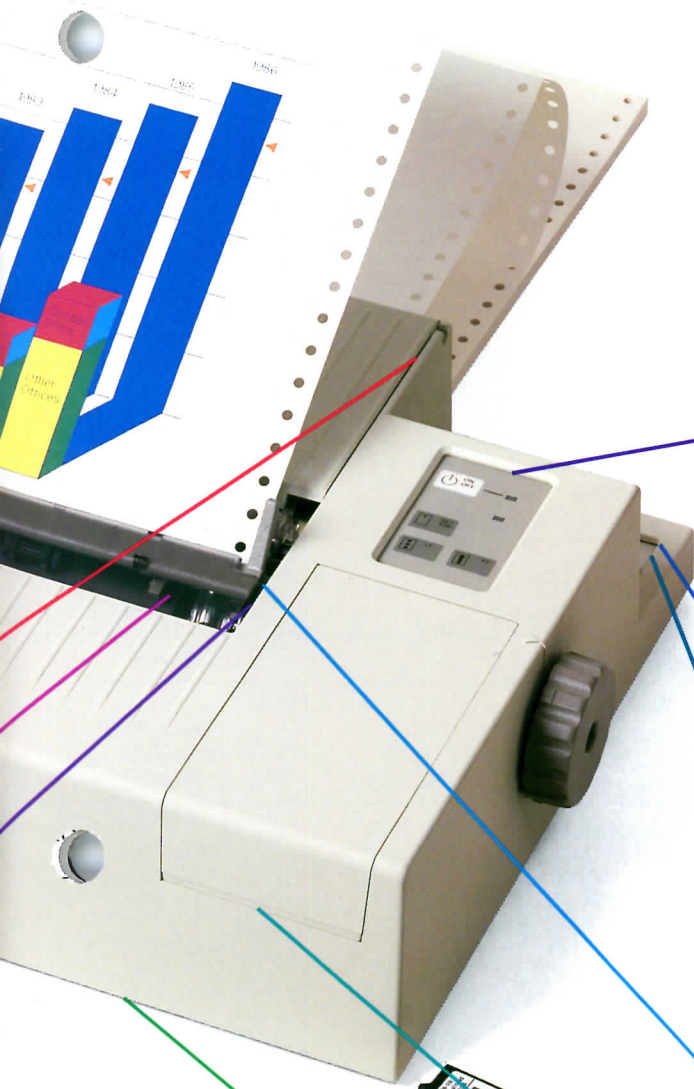
### How to run the PaintJet internal demo

With a successful self test in hand, it's time to impress your customers with PaintJet's internal demo.

This demo, like the self test, will only run on paper.

1. Load z-fold paper and print cartridges.
2. Make sure the printer is off.
3. Hold down **LF** while pressing and releasing **ON/OFF**. Then release **LF**.
4. You'll receive two pages of output. The first will be a sample of text and graphics; the second will display PaintJet's palette of 330 colors.





### Front panel

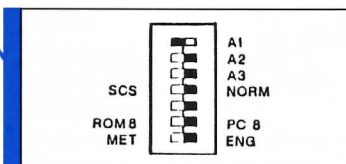
**ON/OFF:** turns printer on and off.  
**ON/OFF green light:** when lit, power is on.

**ATTENTION light:** when lit, printer is out of paper; will flash while loading paper or if carriage jams during printing.

**SET TOF:** Sets top of form, line on page where printing begins. Used with **ON/OFF** to access transparency mode.

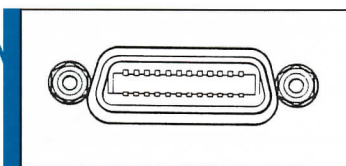
**LF:** Executes line feed. Press once to advance paper one text line. Hold down to advance paper continuously. Used with **ON/OFF** to run internal demo.

**FF:** Executes form feed. Advances paper to top of form on next page. Used with **ON/OFF** to run self test.



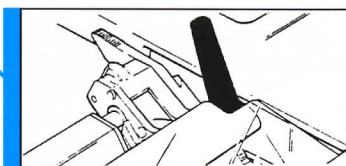
### Rear-panel switches

Used to select English or metric paper, Roman8 or PC-8 symbol set, HP-IB address on HP-IB printer, and baud rate and parity on RS-232-C printer.



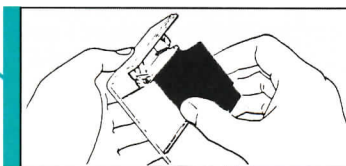
### Interface connector

Accepts interface cable used to connect printer to computer.



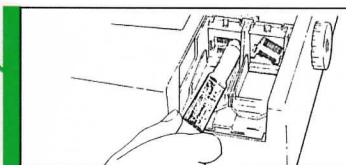
### Paper bail

Holds paper against roller.



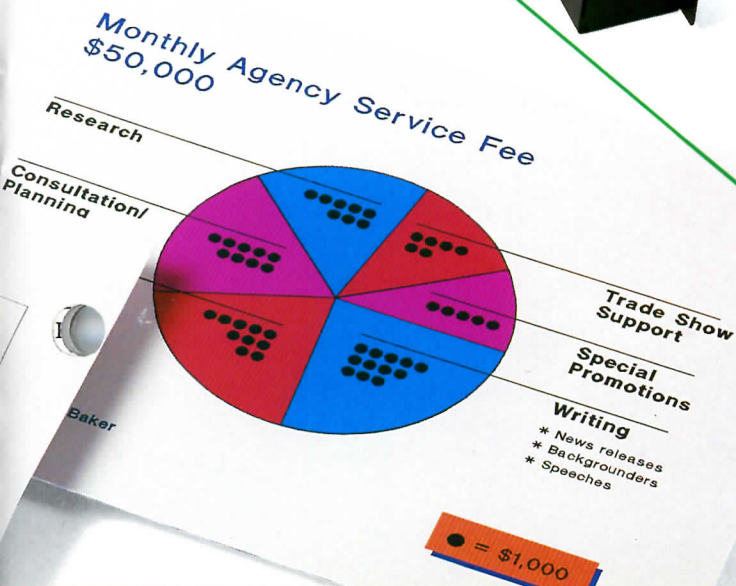
### Wiper

Removes paper dust or excess ink from nozzle plate of print cartridge.



### Brush

When moistened with water, removes dried ink from metal connectors in carriage.





### How to prime a print cartridge

Step through the following procedure every time you use a new cartridge or when a printing problem occurs.

1. If you're using a new print cartridge, remove and discard the protective tape.
2. Open the lid of the primer.
3. Insert the cartridge into the primer's lid. It should fit snugly and lie flat.
4. Raise the lid to an upright position. On top of the lid you'll see a window with three segments.
5. Press the lid straight down (about an inch), and hold it down until ink appears in the window. This should take only a second or two.
6. Remove the cartridge and close the lid.

### How to wipe a print cartridge

A cartridge must be wiped after every priming. Follow the steps below.

1. Lift the carriage lid.
2. Place the cartridge between the wiping pad and guide rail. The bottom of the cartridge must lie flat against the lid.
3. With a brisk left-to-right stroke, slide the nozzle plate across the pad in a single motion.

### How to load a print cartridge

1. Match the dots on the cartridge to the dots on the bottom of the carriage lid.
2. Place the cartridge so that it lies flat, as far forward in the carriage as possible (it will fit loosely).
3. Raise the green latch until it snaps into place and secures the cartridge.

### How to activate transparency mode

Transparency mode must be activated before printing on film. There are three ways to do this.

1. Select "transparency film" as your media through the software program.
2. Make sure the printer is off. Then hold down **SET TOF** while pressing and releasing **ON/OFF**. Release **SET TOF**.
3. Refer to Chapter 1 of the *PaintJet User's Guide* for the correct programming escape sequence.

### How (and when) to brush the metal connectors

If, in the event of a printing problem, *two sequences* of priming and wiping haven't restored print quality, follow the steps below.

1. Remove the brush from underneath the front of the printer.
2. Rinse the brush with clean water and shake off excess water. Water is necessary to dissolve any dried ink.
3. Remove the problem cartridge from the printer and set it aside.
4. Locate the metal connectors inside the carriage. Hold the brush near the tip of the handle. Now, with a side-to-side motion, gently brush the tips of the metal connectors five times in each direction.
5. Replace the cartridge and check the print results by running the self test.

### How to load z-fold paper

1. Remove the paper separator.
2. Pull the paper bail lever forward, away from the roller.
3. Position an arrow on the knob with the arrow on the right edge of the printer topcase.
4. Lift the green lever on the right sprocket. Using the two sets of arrows (on the sprockets and metal plate) as a guide, load the paper as you would a typewriter, making certain the sprocket pins and paper holes are correctly aligned.
5. Rotate the knob until the media comes out through the top. Now lower the green lever to lock the right sprocket in place.
6. Push the paper bail back against the media and replace the paper separator.
7. If the printer is already on, the "attention" light will flash until you press the **SET TOF** button, which sets "top of form." For more detailed information about setting "top of form," see Chapter 1 of the *PaintJet User's Guide*.

### How to load cut sheet paper and transparency film

1. Flip back the paper separator.
2. Lift the green lever, move the right sprocket to the far right position, and lower the lever.
3. Pull the paper bail lever away from the roller.
4. Load and advance the media until it's even with the top of the plastic sprocket shields.
5. Push the paper bail back against the media.

# REFERENCE CHARTS and TABLES

## Supplies and Accessories

Each PaintJet Color Graphics Printer is shipped with one black and one color print cartridge, 250 sheets of PaintJet Paper, five sheets of PaintJet Film, and five protective sleeves.

Refer to the chart below when ordering accessories or reordering print cartridges, paper, and film.

Description	Part Number
Black ink print cartridge	51606A
Color ink print cartridge	51606C
Single Sheet PaintJet Film 8.5 × 11 in. (216 × 279.4 mm) finished size 50-sheet box, including 50 plastic sleeves	51630Q
A4 (210 × 297 mm) finished size 50-sheet box, including 50 plastic sleeves	51630S
Z-Fold PaintJet Paper 8.5 × 11 in. (216 × 279.4 mm) finished size 250-sheet package	51630P
A4 (210 × 304.8 mm) finished size 250-sheet package	51630R
CutSheet PaintJet Paper 8.5 × 11 in. (216 × 279.4 mm) finished size 250-sheet box	51630Y
A4 (210 × 297 mm) finished size 250-sheet box	51630Z
Printer Stand	92269A
Dust Cover	92250Z

## Merchandising Material

Description	Part Number
Technical Data Sheet With prices (U.S.) Without prices (International) Without prices (A4-size European format)	5954-8752(D) 5954-8752 5954-7539
Sales Guide With prices (U.S.) Without prices (International)	5954-8753(D) 5954-8753
Promotional Brochures For Engineering Professionals For Business Professionals	5954-8758 5954-8759
Software Matrix	5954-8754
Sample Output Text/Graphics on Paper Technical Graphics on Paper Business Graphics on Transparency Film	5954-8755 5954-8756 5954-8757
Set-Up Instructions IBM AT (RS-232-C) IBM AT (Parallel) IBM PC and PC/XT (RS-232-C) IBM PC and PC/XT (Parallel) HP Vectra (RS-232-C) HP Vectra (Parallel) Apple Macintosh Plus (RS-232-C) Apple Macintosh (RS-232-C)	5954-8782 5954-8784 5954-8783 5954-8785 5954-8786 5954-8787 5954-8788 5954-8789
Advertising Kit Contains one each of the following: Line Art Copy Blocks and Headlines Camera-Ready Advertisements	5954-8821 5954-8812 5954-8814 5954-8815
Product Training Videotapes ½-inch VHS ¾-inch U-matic	S-698V S-698Z
Demo Discs For use with HP Vectra, IBM PC/AT, and compatibles. Business applications Engineering applications	5954-8817 5954-8818



## Ordering and Configuration Information

### PaintJet Color Graphics Printer

Description	Part Number
RS-232-C/CCITT V.24 interface	HP 3630A, Option 001
HP-IB interface (IEEE 488-1978)	HP 3630A, Option 002
Centronics Parallel interface	HP 3630A, Option 004

### Documentation

Description	Part Number
User's Guide	03630-90001
Service Manual	03630-90000

### Cables and Configurations

Computer System	HP Cable Part Number	Cable Description
Apple Macintosh RS-232-C	92219M	9-pin to 25-pin, male-to-male, RS-232-C/CCITT V.24
Macintosh Plus RS-232-C	92219M and Apple 699-0372	9-pin to 25-pin, male-to-male, RS-232-C/CCITT V.24
Apple IIe or II Plus RS-232-C	17355M	25-pin to 25-pin, straight-through (3 meters), male-to-male, RS-232-C/CCITT V.24
AT&T 6300 HP Vectra with 24540A serial/parallel card IBM AT IBM PC and PC/XT Centronics Parallel	92219K	25-pin to 36-pin, male-to-male (2.7 meters), Centronics Parallel
AT&T 6300 IBM PC and PC/XT RS-232-C	17255D	25-pin to 25-pin, male-to-female (1.2 meters), RS-232-C/CCITT V.24
HP 150 HP 9000, series 300 HP-IB	10833 A/B/C	RFI shielded; cables HP 31389 and HP 45529 are equivalent; A/B/C is one, two, and four meters, respectively; HP-IB (IEEE 488-1978).
HP 150 Centronics Parallel	13242D	25-pin to 36-pin, female-to-male (2 meters), Centronics Parallel
HP 150 HP Vectra with 24541A dual serial card (25-pin connector) RS-232-C	17255M or 13242-60010	25-pin to 25-pin, male-to-male, RS-232-C/CCITT V.24
HP Vectra with 24540A or 24541A interface card (9-pin connector) IBM AT RS-232-C	24542G	9-pin to 25-pin, female-to-male, RS-232-C/CCITT V.24

## Attention Dealers!

Here's how to become certified for the Dealer Cooperative Support (DCS) program on the HP PaintJet Color Graphics Printer.

### Participating Dealers...

If your technician is already authorized on the DCS program, simply order the two items below from the Corporate Parts Center at (800) 227-8164.

Self-paced training package	P/N 3630A+49A-00*
Service parts kit	P/N 03630-83401

Once your technician has finished the self-paced training, he or she should send the examination to DCS Customer Training at HP for grading and certification. Your HP Sales Representative can help you complete the required DCS Product Attachment.

Your technician will receive authorization by mail within three weeks.

### New Dealers...

The first step to becoming an authorized repair dealer is to contact your local HP Sales Representative.

He or she will help you complete the DCS exhibits and explain the program.

Dealers certified under the DCS Program receive a 35% discount on parts, phone-in technical maintenance assistance, service notes, and warranty repair reimbursement.

\*Available August 3, 1987

# REFERENCE CHARTS

## and TABLES (cont.)

### Technical Information

#### Printer Characteristics

Print method	Thermal ink jet drop-on-demand
Colors	Seven at 180 dpi (black, yellow, magenta, cyan, green, blue, and red) 330 at 90 dpi, with a palette that lets you select up to 16 colors at a time.
Resolution	180 × 180 dots per inch
Speed	167 NLQ characters per second at 10 characters per inch 30–40 seconds for a typical page of text 4 minutes for a full page of color graphics 8 minutes, or less, for a color transparency

#### Ink Jet Printing Mechanism

Printing mechanism	Two disposable print cartridges: one black, one color
Nozzles	Total of 60 in two print cartridges 30 black 10 cyan, 10 magenta, 10 yellow
Cartridge lifetime	Black pen: 1100 text pages (approximately 1.1 million characters) Color pen: 180 pages of color graphics (with typical use of solid area fill) or 160 overhead transparencies

#### Paper Handling

Feed method	Friction and sprocket
Paper type	Z-Fold and CutSheet
Paper finished size	Z-Fold: 210 × 304.8 mm/8.5 × 11 in. CutSheet: ISO A4/8.5 × 11 in.
Transparency type	Single Sheet
Transparency finished size	ISO A4/8.5 × 11 in.

#### Character Sets

Number and type	12 sets including Roman8, PC-8, US ASCII, Spanish, French, PC-8 (Danish/Norwegian), German, Italian, United Kingdom, Norwegian I, Swedish Names, and ECMA-94.
Fonts	10-pitch Courier 12- and 18-pitch Letter Gothic Bold, underline, superscript, and subscript

#### Input

Single interface options	RS-232-C/CCITT V.24 serial HP-IB (IEEE 488-1978) Centronics Parallel
Buffer	8K bytes

#### Physical Characteristics

Dimensions	98(H) × 442(W) × 302(D) mm 3.86(H) × 17.40(W) × 11.89(D) in.
Weight	5 kg 11 lbs
Power Supply	48–66 Hz; 100, 120, 220, 240 VAC ±10%
Power Consumption	20 W maximum
Sound Power Level	5.3 bels(A) Typically quoted sound pressure, <50 dB(A)

#### Environmental Factors

Operating temperature (includes print cartridges)	15° to 30° C
Operating relative humidity	20% to 80% (for paper) 20% to 70% (for transparency film)
Nonoperating temperature	–40° to 70° C

#### Certifications

Safety Approvals	CSA Approved, CSA C22.2 No. 154 UL Listed, UL-478 TUV Approved, GS Mark, IEC-380
Electromagnetic Interference	FCC Certified, Class B FTZ Radio Protection Mark, Level B VCCI Approved, Class 2



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