

Distributor Update
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USING ZETACO'S LP-370 DMA LINE PRINTER CONTROLLER
WITH FUJITSU'S NEW LINE PRINTERS

Evaluation of Fujitsu's new M304X series of line printers with our model LP-370 has been completed. Fujitsu models are:

<u>Model</u>	<u>LPM (64 Character Set)</u>
M3040	300
M3041	600
M3042	900
M3043	1200

Interfaces available on these printers include Data Products, Centronics and RS232-C. For best performance, we recommend the Data Products interface.

SET UP

The printer must be internally set up in the correct mode. This is accomplished by positioning the mode selection switch on the printer to "set up", and setting the respective menu items as follows:

<u>Item</u>	<u>Field Setting</u>
LPI	6 LPI
FORM-L	066LIN
SKIPOV	000LIN
BOFSKP	000
AUTOLF	DIS
COL132	EN
SPCE63	DIS
TRNCAT	DIS
WIF8	DIS
P-INST	EN
OUTSIG	000
IFS HI	EN
BCL HI	DIS
PARITY	DIS
EVEN P	DIS
WIFI-8	DIS

The key to using the LP-370 controller with the 304X printers is setting the menu to these listings.

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SYSTEM DIAGNOSTIC TESTS

There are two system diagnostic tests that can be run against the printer subsystem: DCHPT-TST and PRINT X.

DCHPT-TST was written under the assumption that the unit is a Data Products printer. Since it is not, an error in test 51 will occur and should be ignored. (The error occurs because the Data Products VFU will allow itself to be set up for a form length of one line and the Fujitsu 304X units require a minimum form length of two lines. The diagnostic program issues a form length of one line; hence the error.)

Print X will run error-free.

SOME BENEFITS OF THE FUJITSU PRINTERS

Fujitsu's new family of printers offers several performance and convenience advantages that will give you the selling edge with your customers. They have a small footprint and consume relatively low power. Available in 4 speeds, the units have many options, including automatic ribbon re-inking, a powered stacker, forms control tape units, and a forms length select switch. While Zetaco doesn't recommend one brand of printer over another, we think you'll find Fujitsu's new line very salable from a performance and cost view, and profitable for you as well.

The price comparison table below will help you make your own evaluation.

SUBSYSTEMS PRICE COMPARISONS (All costs shown are quantity one, list price)

Fuji Model	LPM	Fuji Cost	Zetaco LP-370	Subsystem Cost	DG Model	LPM	DG Subsystem Cost
M3040	300	6435	+ 1200	= \$7,635.	vs. 4327	300	\$8,900.
M3041	600	7735	+ 1200	= \$8,935.	vs. 4364	600	\$12,900.
M3042	900	11,635	+ 1200	= \$12,835.	vs. (no 900 LPM available)		
M3043	1200	14,235	+ 1200	= \$15,435.	vs. 4374	1200	\$27,000.