



## Peripherals

*IBM SureMark Printers – Three-station models*

*Sales reference guide*

## Summary

Three-station models of the IBM SureMark™ Printer family enable retailers in every segment to speed transaction times, customize receipts with marketing messages and maximize uptime at the critical point of sale (POS). These capabilities can help retailers transform their customers' shopping experiences. IBM SureMark Printer three-station models combine advanced printing technology and reliability, so they are ideal for retailers that want to gain the advantages of fast, quiet thermal printing at the POS – while maintaining proven, paper-based processes for POS journaling. Next-generation three-station models of IBM SureMark Printers feature three printing stations: a thermal station that prints up to 52 lines per second (lps) for Single Byte Character Set (SBCS) output; an impact station for printing multipart forms and checks; and a thermal journaling station.

## Key messages

### 1. IBM SureMark Printers deliver fast, high-quality receipt printing

They use the latest advances in thermal printing to ensure quiet, high-quality receipt output. TrueType fonts enable newspaper-style printing with proportional, scalable characters that attract attention and improve readability. Retailers can also print special offers, savings totals, loyalty points and other details in a high-impact accent color (red or blue). Three-station models of IBM SureMark Printers can also help retailers differentiate themselves by applying the latest advances in thermal printing to ensure high-quality output on shopper receipts.

### 2. IBM SureMark Printers offer versatile check handling

Both IBM SureMark Printer three-station models (TN3 and TN4) offer check endorsing and printing capabilities to accelerate check processing at the POS and reduce customer wait-time. The IBM SureMark Printer model TN4 also offers more accurate Magnetic Ink Character Recognition (MICR) reading, single-pass check handling with check endorsing and check flipping for more advanced check management.

### 3. IBM SureMark Printers can customize receipts

By storing logos, barcodes and graphics in flash memory for rapid retrieval, IBM SureMark Printers allow retailers to print complex images on receipts without increasing customer wait-time. This creates powerful marketing opportunities at the POS. Retailers can add their logos to receipts to build their brand image, use barcodes to expedite returns, or provide personalized offers to loyal customers.

### 4. IBM SureMark Printers are easy to use

Paper handling is fast and easy, so operators can change paper rolls quickly without making customers wait. These printers also feature a simple, snap-together design, which simplifies maintenance.

### 5. IBM SureMark Printers offer strong investment protection

Three-station models can emulate<sup>1</sup> the IBM Model 3, IBM Model 4 and Epson TM-T88II printers. This allows retailers to upgrade existing printers to IBM SureMark Printers – and increase speed, print quality and overall ease of use – without having to invest in reconfiguring their existing POS software.

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## Solution features and benefits

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### IBM SureMark Printer, three-station models

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Features	Benefits
Fast, high-quality thermal receipt printing	Helps retailers complete transactions more quickly, and enables printing of logos, coupons and marketing messages directly on customer receipts in black with one accent color
Impact print station	Provides fast, high-quality printing for single and multipart forms and checks
Thermal journal print station	Meets the needs of retailers that prefer conventional paper journaling
Flash memory logo storage and automatic barcode generation	<ul style="list-style-type: none"><li>• Minimizes print time, speeds checkout and enables coupon printing by reducing the amount of data sent to the printer for each transaction</li><li>• Allows retailers to access transaction data by scanning receipts, which expedites returns</li></ul>
Optional 2MB or 8MB memory (available for some models)	Provides additional capacity for failsafe electronic journal storage and extended storage of logos
TrueType fonts	Improves readability of receipts, and helps enhance retailer's brand image
Printing on special thermal paper provides one accent color (red or blue)	Enables retailers to highlight promotional messages, total customer savings, accumulated loyalty points and other important information
Single-pass check handling (model TN4)	Increases reliability and speeds check processing with a single-printhead design
Conventional MICR reading, check endorsing, check flipping (model TN4)	Helps retailers move more customers through the POS in less time by rapidly processing check-based transactions
Simple paper handling	Eliminates the risk of POS downtime when paper runs out, by enabling quick, easy paper roll installation
USB, RS-232 and RS-485 connectivity with modular adapter	Links with many IBM and non-IBM systems, gives retailers the option to choose one interface today and easily upgrade to another in the future
Wide variety of printer emulations, including: <ul style="list-style-type: none"><li>• Transparent emulation for Epson TM-T88II printers</li><li>• Emulation of receipt and document insert stations for IBM model 3 and model 4 printers</li></ul>	Helps retailers improve print speed, print quality and overall ease of use without changing their POS applications

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## Positioning

### Portfolio comparison

Three-station models of the IBM SureMark Printer feature a thermal printing station used exclusively to print receipts (similar to single-station models). These models are also equipped with an impact printing station used for printing on forms, checks, gift certificates, lay-a-way documents and other transaction-oriented paperwork. They also provide a second thermal station for journaling.

### Target markets

1. Tier-one, -two, -three and -four retailers that prefer paper journaling to electronic journaling.

Although many retailers worldwide are making the switch from paper journal rolls to electronic journaling, some still prefer paper. However, these retailers can also appreciate the advantages of faster, quieter, high-quality thermal printing. Three-station models of the IBM SureMark Printer allow retailers to upgrade their printer speed and performance at the POS, while maintaining the paper-based journal processes they know and trust.

### Models overview

	Character set	Special features	Color cover	Warranty service <sup>2</sup>
TN3	SBCS	<ul style="list-style-type: none"><li>Two-color printing</li></ul>	Pearl white, litho gray base	IBM onsite repair
TN4	SBCS	<ul style="list-style-type: none"><li>Two-color printing</li><li>Single-pass check handling</li></ul>	Pearl white, litho gray base	IBM onsite repair

## Specifications

Model numbers	SureMark TN3	SureMark TN4
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### Hardware

Printing speed <sup>3</sup> <ul style="list-style-type: none"><li>– Receipt station (one-color paper)</li><li>– Receipt station (two-color paper)</li><li>– Impact station</li><li>– Journal station</li></ul>	Up to 52 lps @ 8 lpi, 39 lps @ 6 lpi Up to 35 lps @ 8 lpi, 26 lps @ 6 lpi Up to 4.3 lps Up to 35 lps @ 8 lpi
Printing resolution (thermal)	203 dpi
Memory usage <ul style="list-style-type: none"><li>– Data buffer RAM</li><li>– Flash memory for microcode</li><li>– Flash memory for offline journal</li><li>– Flash memory for logos</li><li>– Flash memory for fixed messages</li><li>– Flash memory for code pages</li><li>– 2MB or 8MB flash memory</li></ul>	16KB 512KB 104KB 64KB to 168KB 8KB 80KB Optional
Interfaces	<ul style="list-style-type: none"><li>• Powered USB</li><li>• Standard USB (external power brick required)</li><li>• RS-485</li><li>• Standard RS-232 (external power brick required)</li></ul>
Mounting options	<ul style="list-style-type: none"><li>• Integrated with POS</li><li>• Distributed</li></ul>
Ports	Cash drawer (+24V)

### Physical dimensions and weight

Dimensions (WxDxH)	322x258.7x140mm <sup>4</sup> 12.7 x 10.2 x 5.5" <sup>4</sup>
Weight	15.15lbs/6.89kg

### Software<sup>5</sup>

Operating systems supported <sup>6</sup>	<ul style="list-style-type: none"><li>• IBM 4690 OS</li><li>• DOS</li></ul>
Drivers supported	DOS

**Specifications (continued)**

<b>Model numbers</b>	<b>SureMark TN3</b>	<b>SureMark TN4</b>
<b>Industry standards</b>		
Resident barcode formats	UPC A/E; JAN 8 (EAN); JAN 13 (EAN); Code 39; ITF; Code 93; Code 128 a, b and c; Codabar; PDF417	
<b>Supply options</b>		
Supply	IBM offers branded paper supplies. For more information, please contact your IBM sales representative	
<b>Peripheral options</b>		
Integration kits	<ul style="list-style-type: none"><li>• IBM SurePOS™ 700 Series</li><li>• IBM SurePOS 4694 System</li></ul>	<ul style="list-style-type: none"><li>• IBM SurePOS 500 Series (TG3, DG3, TG4, DG4, TG5)</li><li>• IBM SurePOS 600 Series (TG3, DG3, TG4, DG4, TG5)</li><li>• IBM SurePOS 700 Series (TI3, DI3, TI4, DI4, TI5)</li><li>• IBM SurePOS 4694 System (TI3, DI3, TI4, DI4, TI5)</li></ul>
<b>Availability</b>		
North America	Yes (via RPQ only)	
Latin America	Yes	
Europe, Middle East, Africa	Yes	
Asia Pacific	Yes	
<b>Services</b>		
Limited warranty	One year onsite service	
Technical support	24x7 phone support (during warranty period) and Web-based help <sup>7</sup>	



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1. Not all printer functions are emulated. For a complete list of printer emulation functions, please visit the IBM support Web site: [ibm.com/industry/retail/store/support](http://ibm.com/industry/retail/store/support).
2. All limited warranty terms are for one year.
3. Indicates rated speed. Actual print speed depends on user-specific configuration of interface, application, operating system and drivers.
4. Rear height is 190mm (7.5").
5. Some printer functions may not be supported by all combinations of operating systems and drivers.
6. With the IBM 4690 OS, features are equivalent to the IBM Model 4 printer. More advanced features are only available via direct RS-232 interface. To obtain the latest compatibility data for operating systems, interfaces and IBM hardware, please visit the IBM support Web site: [ibm.com/support](http://ibm.com/support).
7. Response times may vary.