



# **EPSON STYLUS® PRO 10600**

**The High-Performance Wide-Format Printer from Epson.**

Professional Graphics Reference Guide 3.0 - 08.27.2002

**EPSON Stylus Pro 10600**  
**Standard Configuration**





“The original **EPSON Stylus Pro 10000** was developed to redefine the concept of wide-format photographic printing.”

“The **EPSON Stylus Pro 10600** builds on this strategy, but adds the ability to support EPSON UltraChrome™ Inks.”

“The **EPSON Stylus Pro 10600** represents our highest performing wide-format printer by combining innovative technology and professional media handling, with unbeatable value.”

# Professional Print Head Technology



## ➤ True 1440 x 720 dpi Resolution

- Advanced 180-nozzle-per-color print head capable of producing a single droplet as small as 5 picoliter – the smallest of any printer in its class
- Incredibly sharp text and line art rivals a final press sheet, with extremely fine blends and photographic transitions

## ➤ Variable Droplet Micro Piezo® DX3™ Technology

- True Variable Size Droplet Technology produces up to three different dot sizes per line of print, greatly decreasing print times while optimizing photographic quality
- Proprietary DX3 ASIC technology controls the printing process, resulting in consistent image quality and color output from print to print – perfect for custom profiling

***High Performance***

***180-Nozzle-Per-Color Print Head***

# Professional Print Head Technology



## ➤ RGB Photo Accelerator Technology

- Groundbreaking photo accelerator technology virtually guarantees full print engine performance when printing RGB-based files with even the slowest computer systems
- Automatically compresses the data at the workstation before transmitting to the printer where it automatically gets uncompressed on-the-fly inside the print engine
- This system is only available when printing RGB-based image files while using the standard Epson Photographic Drivers

## ➤ Automatic Nozzle Verification Technology

- Proprietary laser technology scans the surface of the print head before printing, looking for possible nozzle clogging
- When detected, the system automatically cleans the print head, virtually eliminating streaking or banding due to random head nozzle clogging

# Professional Print Head Technology

## ➤ High Performance Print Engine Speeds<sup>1</sup>

QUALITY MODE	PRINT SPEED	DRIVER PRINT MODE
Equal to Photo Lab Quality	38 ft <sup>2</sup> / Hour	Fine - 720
Superior to Photo Lab Quality	22 ft <sup>2</sup> / Hour	Superfine - 1440
Maximum Speed	231 ft <sup>2</sup> / Hour	Normal - 360 HS PP
Maximum Quality	22 ft <sup>2</sup> / Hour	Superfine - 1440
Pre-Press Proofing Quality	55 ft <sup>2</sup> / Hour	Fine - 720 HS
Productivity Mode	99 ft <sup>2</sup> / Hour	Normal - 360 HS

HS = High Speed (bi-directional printing)  
PP = Plain Paper Mode

## EPSON UltraChrome™ Ink Model

# Professional Print Head Technology

## ➤ High Performance Print Engine Speeds<sup>1</sup>

QUALITY MODE	PRINT SPEED	DRIVER PRINT MODE
Equal to Photo Lab Quality	72 ft <sup>2</sup> / Hour	Fine - 720 HS
Superior to Photo Lab Quality	36 ft <sup>2</sup> / Hour	Superfine - 1440 HS
Maximum Speed	231 ft <sup>2</sup> / Hour	Economy HS PP
Maximum Quality	25 ft <sup>2</sup> / Hour	Superfine - 1440
Pre-Press Proofing Quality	72 ft <sup>2</sup> / Hour	Fine - 720 HS
Productivity Mode	125 ft <sup>2</sup> / Hour	Normal - 360 HS

HS = High Speed (bi-directional printing)  
PP = Plain Paper Mode

**EPSON Archival™ and Photographic Dye™ Ink Models  
(12% to 24% faster than UltraChrome Ink version)**

# Production Level Print Engine



## ► Professional Media Handling

- Prints on virtually any media type, in roll or cut sheet, up to 44-inch wide
- Dual media rolls hold up to one roll each of 2-inch and 3-inch cored media types simultaneously
- Comes standard with one 2-inch and one 3-inch Paper Feed Spindle
- Accurate automatic loading of cut sheet media from 13-inch to 44-inch wide in a variety of weights up to 1.5mm thick (1.5mm thick material is loaded manually)
- Built-in Automatic Cutting System with optional Manual Media Cutter for cutting even the thickest of media types
- Optional Automatic Take-up Reel System for unattended production of large print runs

***EPSON Professional Media  
Guarantees EPSON Image Quality***

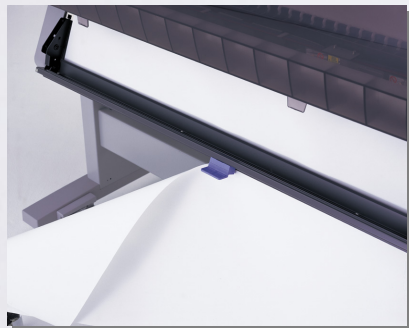
**Dual Roll Media System**  
**1 Roll Loaded + 1 Roll Pre-loaded**  
**2" and/or 3" Core Compatible**



**Automatic Take-up Reel System**



**High-Speed Media Take-up Core Compatible  
with Most Leading Lamination Systems**



**Optional Manual Media Cutter**  
**For Cutting Even the Thickest of Media Types**



## Production Level Print Engine

### ➤ EPSON Intelligent High-Capacity Ink System

- Six 500ml ink cartridges (CcMmYK) with automatic tracking of key data points such as ink levels, ink type and usage rates, for the most accurate production cost estimates
- Greatly increases productivity by replacing ink cartridges on-the-fly, even during the middle of a print job, with no loss in image quality or production time
- Built-in reports can be printed for record keeping of important job usage information



*The SP10600 holds almost  
50% more ink than the  
SP9600, and costs 20% less per ml!*

# Production Level Print Engine



## ➤ Superior Connectivity

- Includes one **USB** (1.1 compatible), one ECP **Parallel**, one **10/100 BaseT Ethernet**, and two **IEEE 1394 FireWire®** ports as standard connections, resulting in the best connectivity possible for both direct networking and/or external RIP support
- Award-winning **Epson Photographic Drivers** for Macintosh® and Windows®
- Standard high-speed **HPGL/2 plotting support with included ZEHPlot** software driver
- Optional **EFI Fiery Spark Professional 2.0** Adobe® PostScript® 3 software RIP Server
- Fully supported by most leading third-party RIPs and workflows – over 50 third-party RIP companies now support the EPSON Stylus Pro 10000 Series print engine making Epson the **most widely used print engine for third-party RIP solutions**



**Electronics**  
FOR **Imaging™**

## World Class Service & Support



- **Standard 1-Year EPSON Preferred Protection Plan<sup>SM</sup>**

- Prompt answer toll-free phone support with personal PIN ID (supplied in-box) available Monday through Saturday
- Next-business-day on-site service available typically Monday through Friday

- **Optional 1- or 2-Year EPSON Preferred Plus Service<sup>SM</sup> Available**

- Allows you to continue all the great benefits of the standard EPSON Preferred Protection Plan once the FREE 1-Year warranty expires
- Available for purchase at any time before the standard 1-Year EPSON Preferred Protection Plan expires
- The cost for one out-of-warranty service call, could be more expensive than a 2-Year optional Preferred Plus Service contract!

***Epson Recommends the Purchase of the  
Optional 1- or 2-Year Preferred Plus Service Programs  
for the Best Possible Support for Your Investment***



## ADVANCED INK TECHNOLOGIES

EPSON UltraChrome™ Ink

EPSON Archival™ Ink

EPSON Photographic Dye™ Ink



## Professional Ink Technologies EPSON UltraChrome™ Ink

### All New 6-Color Pigmented Inking System

- Extremely wide color gamut rivaling EPSON Photographic Dye inks
- Represents a great compromise between color gamut and print longevity
- No noticeable short-term color shift for stable prints immediately after printing
- Data from Wilhelm Imaging Research, Inc. indicates the lightfastness of color prints when displayed behind glass to be rated up to 82 years<sup>2,3</sup>

### Two User-Exchangeable Black Ink Modes

- **Photo Black Mode** is optimized for traditional photographic and ink jet coated media types, such as EPSON Premium Luster, Premium Semimatte, and Premium Glossy
- **Matte Black Mode** is optimized for matte or plain papers such as, EPSON Enhanced Matte, Smooth and Textured Fine Art papers, as well as Somerset® Velvet for Epson

# Professional Ink Technologies

## EPSON Archival™ Ink

### Award-winning 6-Color Pigmented Inking System

- Brilliant color gamut rivaling even dye-based inks from our competition
- Produces the longest life prints of any other Epson ink technology
- No noticeable short-term color shift for stable prints immediately after printing
- Data from Wilhelm Imaging Research, Inc. indicates the lightfastness of color prints when displayed behind glass to be rated over 100 years <sup>2,3</sup>

### Compatible with the 3M™ Matched Component System™

- EPSON Archival Ink, along with the 3M Matched Component System of vinyl and laminates, will produce incredibly high-quality signage beyond your clients' expectations
- Finished output warranted by Epson and 3M for 2-Years outdoors and 5-Years indoors



# Professional Ink Technologies

## EPSON Photographic Dye™ Ink

### Award-winning 6-Color Dye Inking System

- Produces the widest color gamut of any Epson ink technology
- Produces the highest level black D-max of any Epson ink technology – up to 3.0
- Represents the lowest possible printing costs
- Works great with both photographic and plain bond papers
- Data from Wilhelm Imaging Research, Inc. indicates the lightfastness of color prints when displayed behind glass to be rated up to 26 years <sup>2,3</sup>

### Compatible with EPSON ColorLife™ Media Line

- EPSON Photographic Dye Ink, along with the ColorLife line of photographic media, will produce the highest level of photographic quality ever produced by Epson
- EPSON ColorLife prints can achieve a black D-max up to 3.0 with a color print life rated up to 26 years when displayed under glass <sup>2,3</sup>

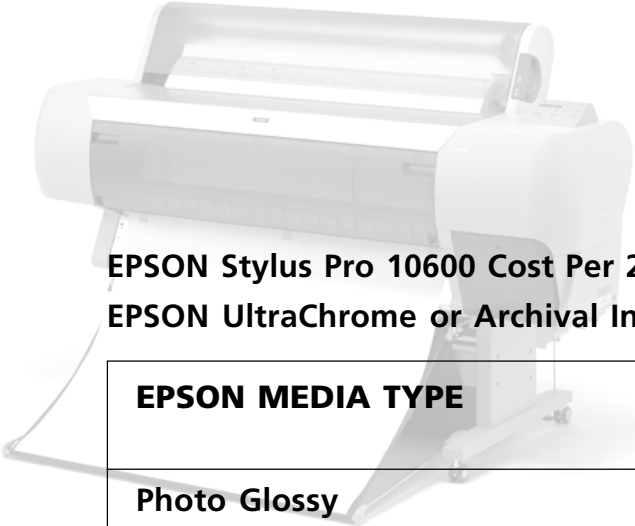
# Running Cost Analysis

## EPSON Photographic Dye Ink & Media

EPSON Stylus Pro 10600 Cost Per 24" x 36" Photographic Print (Printed at 720 x 720 dpi)  
 EPSON Photographic Dye Ink and Media

EPSON MEDIA TYPE	INK Cost	MEDIA Cost	PRICE PER FT <sup>2</sup>	TOTAL PRICE Ink & Media (24" x 36")
Photo Glossy	\$1.34	\$3.78	\$0.85	\$5.12
Glossy Paper Photo Weight(22" x 36")	\$1.23	\$7.34	\$1.54	\$8.57
Photo Semigloss	\$1.34	\$3.08	\$0.74	\$4.42
Premium Luster Photo Paper	\$1.34	\$4.18	\$0.92	\$5.52
Double Weight Matte	\$0.91	\$1.95	\$0.48	\$2.86
Fine Art Sheet	\$0.56	\$11.45	\$2.88	\$12.01
Fine Art Roll	\$0.81	\$10.76	\$1.93	\$11.57
Synthetic Paper	\$0.81	\$3.36	\$0.70	\$4.17
Adhesive Synthetic Paper	\$0.81	\$7.80	\$1.44	\$8.61
Adhesive Vinyl	\$0.81	\$9.20	\$1.67	\$10.01

Pricing is estimated only. Final pricing may vary depending upon ink cartridge usage, media type, final image being printed, etc.



# Running Cost Analysis

## EPSON UltraChrome or Archival Ink & Media

EPSON Stylus Pro 10600 Cost Per 24" x 36" Photographic Print (Printed at 720 x 720 dpi)  
 EPSON UltraChrome or Archival Ink and Media

EPSON MEDIA TYPE	INK Cost	MEDIA Cost	PRICE PER FT <sup>2</sup>	TOTAL PRICE Ink & Media (24" x 36")
Photo Glossy	\$2.02	\$3.78	\$0.97	\$5.80
Glossy Paper Photo Weight(22" x 36")	\$1.86	\$7.34	\$1.66	\$9.20
Photo Semigloss	\$2.02	\$3.08	\$0.85	\$5.10
Premium Luster Photo Paper	\$2.02	\$4.18	\$1.03	\$6.20
Double Weight Matte	\$1.34	\$1.95	\$0.55	\$3.29
Fine Art Sheet	\$0.83	\$11.45	\$2.95	\$12.28
Fine Art Roll	\$1.20	\$10.76	\$1.99	\$11.96
Synthetic Paper	\$1.20	\$3.36	\$0.76	\$4.56
Adhesive Synthetic Paper	\$1.20	\$7.80	\$1.50	\$9.00
Adhesive Vinyl	\$1.20	\$9.20	\$1.73	\$10.40

Pricing is estimated only. Final pricing may vary depending upon ink cartridge usage, media type, final image being printed, etc.



- **The EPSON Stylus Pro 10600 can be ordered in three different ink modes: EPSON UltraChrome or EPSON Archival or EPSON Photographic Dye**
  - Once initially installed with a certain ink technology, the EPSON Stylus Pro 10600 cannot be converted to any other ink type
  - Only EPSON UltraChrome Ink models have the ability to switch their black inks to either Photo Black or Matte Black
  - The EPSON UltraChrome Ink set is a 6-color model only – No Light Black ink is used in the EPSON Stylus Pro 10600 unlike the EPSON Stylus Pro 9600
  - Epson does not offer any ink conversion programs from one ink type to another
  - Customer must choose which ink type they want prior to purchase

***Multiple Ink Configurations  
for Optimum Print Application Performance***



## ➤ Which Ink Type Does Epson Recommend for My Print Application?\*

### **EPSON UltraChrome™ Ink**

- Pre Press Proofing
- Graphic Design / Comping
- Color Photography (but not recommended for black-and-white photography)

### **EPSON Archival™ Ink**

- Outdoor and Indoor Signage
- Demanding Outdoor Applications for use with the 3M Matched Component System
- Fine-art reproduction that requires greater color lightfastness than UltraChrome™ Ink

### **EPSON Photographic Dye™ Ink**

- GIS Mapping
- Any Engineering/Scientific Applications – CAD, CAM, CAE, Architecture, Visualization
- General Purpose Business Graphics – Presentation Materials, etc.

\* Epson America, Inc. Product Management/Development opinion only. See your Epson reseller for more detailed recommendations.



**WHY TO BUY?**

# Why Would I Buy an EPSON Stylus Pro 10600?



**REASON**

**Image Quality**

**DETAILED EXPLANATION**

Image quality is equal to, if not better than any professional photo lab. Six-color printing with true 1440 x 720 dpi resolution produces astonishing photographic image quality with text & line-art at the same level of print quality as a final press sheet. Nothing in its product class comes close to the image quality of the EPSON Stylus Pro 10600.

**Print Consistency**

Because of DX3 technology, your EPSON Stylus Pro 10600 will not only produce amazing output, but it will produce it repeatedly and consistently. Considered to be a standard for serious pre-press proofing applications, DX3 assisted print heads from Epson can produce a print with a delta-of-error below 2 from sheet-to-sheet.<sup>4</sup> This makes the EPSON Stylus Pro 10600 ideal for workflows requiring custom profiling.

Combined with EPSON UltraChrome™ Inks, DX3 technology gives Epson the advantage in serious Pre Press proofing applications.

# Why Would I Buy an EPSON Stylus Pro 10600?



## REASON

### Three Ink Technologies

## DETAILED EXPLANATION

With **EPSON Archival™ Ink technology**, you can produce truly brilliant output on a wide range of media types that rivals our competitor's best dye ink technologies. However, depending upon the media, you can produce prints with lightfastness ratings greater than 100 years. And for demanding outdoor signage, nothing in its class can match both the photographic quality and outdoor durability, making EPSON Archival Ink Technology a true breakthrough in pigment ink development.

With **EPSON UltraChrome™ Ink technology**, you'll produce truly photographic image quality with a significantly better color gamut compared to EPSON Archival. Designed to reproduce even the most difficult colors on press, while benefiting from a pigmented ink technology for no short term color shifts, EPSON UltraChrome Ink technology provides you with the most advanced "proofing" ink ever offered by Epson.

With **EPSON Photographic Dye™ Ink technology**, your EPSON Stylus Pro 10600 will produce an impressive level of photographic quality. Designed for situations where longevity of output is less critical, EPSON Photographic Dye will produce the most brilliant photographic work ever seen from an Epson printer. This is also the least expensive ink technology to run for cost-critical printing applications.

# Why Would I Buy an EPSON Stylus Pro 10600?



## REASON

### Print Speed

## DETAILED EXPLANATION

With Epson's Variable Droplet Micro Piezo DX3 print head, you no longer have to wait to get the quality output you deserve.

Depending upon the print job being produced, print engine speeds will vary from 22 ft<sup>2</sup>/hr to 231 ft<sup>2</sup>/hr when using Archival or Photo Dye Ink.

For UltraChrome Ink models, print engine speeds will vary from 25 ft<sup>2</sup>/hr to 231 ft<sup>2</sup>/hr.

Extremely photographic quality output can be produced at ~55 to 72 ft<sup>2</sup>/hr.

With the EPSON Stylus Pro 10600 you can produce superior quality output at 22 to 99 ft<sup>2</sup>/hr than direct competitors can produce in any print mode.

Overall, you can produce HP DesignJet 5000 42" Best Photo Mode quality output about 6% faster than HP. Plus still have the ability to produce amazing photographic image quality when printing between 22 to 99 ft<sup>2</sup>/hr that HP cannot produce in ANY print mode.

And thanks to Epson's Photo Accelerator Technology, you're virtually guaranteed maximum print engine performance from even the slowest of computer systems when printing RGB based data files.

# Why Would I Buy an EPSON Stylus Pro 10600?



## REASON

**The EPSON Stylus Pro 10600 is FASTER than the HP DesignJet 5000**

## DETAILED EXPLANATION

Although HP claims their DesignJet 5000 can produce print speeds up to 499 ft<sup>2</sup> /hr, after examining real world printing environments, we find the true production print speeds to be more in the 60 to 125 ft<sup>2</sup> /hr range. Overall, we believe most people would never consider running an HP DesignJet 5000 over 125 ft<sup>2</sup> /hr unless “draft” quality work is desired.

## SO HOW FAST IS EPSON?

The EPSON Stylus Pro 10600 can produce a level of output quality that is equal to HP’s Best Photo Mode (68 ft<sup>2</sup> /hr) while running at ~72 ft<sup>2</sup> /hr.

When running at ~72 to 125 ft<sup>2</sup> /hr, the level of image quality produced by the EPSON Stylus Pro 10600 is photographic. This print speed range is truly profitable as well as productive!

**Conclusion**, if you are currently finding yourself running the HP DesignJet 5000 below 125 ft<sup>2</sup> /hr, then the EPSON Stylus Pro 10600 will produce superior image quality while printing the same print faster than HP.

Epson does not use “Draft” print modes to sell our products.

# Why Would I Buy an EPSON Stylus Pro 10600?



## REASON

### Flexible Media Handling

## DETAILED EXPLANATION

Able to produce truly photographic output, even on non-photographic media types such as canvas and vinyl, the EPSON Stylus Pro 10600 gives owners a significant competitive advantage.

Handling both roll and cut-sheet media up to 44" wide up to 1.5 mm thick, gives you the ability to print on the toughest of media types such as vinyl, tyvek, backlight films, watercolor papers, canvas, photographic papers, etc.

### Now Compatible with the 3M Matched Component System

When using Archival Ink technology along with the 3M vinyl and laminates, your EPSON Stylus Pro 10600 will produce a brilliant level of photographic signage that's guaranteed to last for 2-Years outdoors and 5-Years indoors. This system represents one of the hottest signage solutions in the industry, giving you the competitive advantage.

Imagine being able to produce everything from the most demanding outdoor signage to frameworthy fine art by simply changing the media type being used. No longer must you purchase and maintain multiple output devices to handle high resolution backlight and fine art, in addition to durable outdoor signage printed on vinyl.

The EPSON Stylus Pro 10600 can handle it all.

# Why Would I Buy an EPSON Stylus Pro 10600?



## REASON

### Printer Maintenance

## DETAILED EXPLANATION

Like all EPSON Stylus Pro branded products, daily maintenance is as simple as changing ink and media. Unlike other highly photographic imaging devices, the EPSON Stylus Pro 10600 has virtually no daily maintenance thanks to our NEW Nozzle Verification Technology.

Automatic **Nozzle Verification Technology** (NVT) a proprietary laser technology, continuously scans the surface of the print head looking for possible nozzle clogging. When detected, the system automatically cleans the print head virtually eliminating streaking or banding due to random head clogging.

Just imagine having a photographic wide-format printer available 24/7 that's always ready when you are!

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### Computer OS Support

Both Macintosh and Windows 95, 98, Me, 2000, NT and XP drivers come standard. And all drivers have the ability to dedicate a Macintosh or Windows computer as a print server.

For Engineering or Scientific applications requiring HPGL/2 file support, we supply a high-speed **HPGL/2 print driver from ZEHPlot** as standard equipment.



## Why Would I Buy an EPSON Stylus Pro 10600?

### REASON

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#### Adobe PostScript 3 Support

### DETAILED EXPLANATION

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For Adobe PostScript 3 users, Epson sells the optional EFI Fiery Spark Professional 2.0 RIP. This software-based RIP technology turns any dedicated Windows 2000 computer into a standalone RIP Server for your entire network. Whether you're printing from a Macintosh or Windows computer, this state-of-the-art Adobe PostScript 3 RIP from EFI will greatly enhance your company's workflow and greatly increase your users' productivity. This all new Fiery Spark Professional RIP technology is the latest from EFI and features all the professional level color management and web technologies currently available from EFI.

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#### Third-Party RIPs

Due to the on-going success of the EPSON Stylus Pro 10000, many third-party RIPs now drive the EPSON Stylus Pro line of printers, including the new Stylus Pro 10600. Whether you're looking for a pre press or contract quality proofing RIP, or you require a RIP dedicated for signage, CAD, GIS or any other print-for-pay application, the EPSON Stylus Pro 10600 is probably already supported by your current RIP manufacturer.

Contact your RIP manufacturer for more information.

# Why Would I Buy an EPSON Stylus Pro 10600?



## REASON

### Warranty & Customer Support

## DETAILED EXPLANATION

All EPSON Stylus Pro 10600 printers are covered by our world class EPSON Preferred Protection Service Program. For 1-Year, you can call us Monday through Saturday for free. If we cannot solve your problem over the phone, we will send an Epson service technician to your place of business usually the next business day to fix the problem.

### Ease of Use

Unlike many professional-level printing devices, loading ink and media is effortless with the EPSON Stylus Pro 10600.

With **EPSON Intelligent Ink Cartridge Technology**, ink can be replaced in seconds, even during a print job, with no loss of image quality.

With Epson's innovative dual media roll design, changing different media types is quick and effortless. And with our new **Auto Loading Cut Sheet System**, your EPSON Stylus Pro 10600 will handling a wide range of media types quickly and accurately, dramatically increasing your daily productivity.

No other print engine technology at this level of quality is easier to operate.

# Why Would I Buy an EPSON Stylus Pro 10600?



## REASON

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### EPSON Brand Name

## DETAILED EXPLANATION

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No other brand is more recognized by creative professionals around the world than Epson. Epson customers are producing some of the most precious fine art & photography, award-winning graphic designs, color accurate pre-press proofs, and contract quality proofs. Epson has dedicated a team of people focused on one goal designing, marketing and supporting a truly professional line-up of printers that perform beyond their expectations.

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### Low Operation Costs

With large 500 ml ink cartridges, your entire network can take advantage of the EPSON Stylus Pro 10600's image quality, without breaking the bank. With per-print costs that rival today's color copier/printers, your users will not be afraid to produce their daily work at this higher level of image quality, thus increasing the quality level of everyone's work.

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### Extremely Low Initial Investment

With a total start-up investment of only **\$9,995** (estimated street), even the tightest budget can find a home for the new EPSON Stylus Pro 10600. Even when configured with an optional Fiery Spark Professional RIP, when you factor in the productivity and image quality that you'll be able to produce, this will become a smart investment that'll pay back.

# PRIMARY COMPETITION



## FEATURE

Maximum Media Width

Print Head Technology

Ink System

Highest Resolution

Nozzle Configuration

Smallest Droplet Size

Variable Size Droplet Technology

Photo Accelerator Technology

Nozzle Verification Technology

Automatic Cut Sheet Loading

EPSON Ink Technology

Ink Cartridge Size

Photo Quality Opinion

Max. Media Weight

Max. Print Speed (SFPH)

Slowest Print Speed (SFPH)

Equal Image Quality (SFPH)

Standard Connectivity

Optional Connectivity

Page Description Language

Standard Driver Support

Optional RIP Support

Standard Warranty

Estimated Street Price

## STYLUS PRO 10600

44"

Variable Droplet Micro Piezo DX3

6 Color

1,440 x 720 dpi

180 nozzles x 6

5 picoliter

Yes - 3 sizes

Yes

Yes

Yes

**UltraChrome, Archival or Photo Dye**

500 ml x 6 (Intelligent)

Astonishing Quality - Equal to a Lab

Up to 1.5 mm Posterboard

~231 (Economy Mode)

~22 (1,440 x 720 dpi)

Not Applicable

USB, FireWire, Parallel, 10/100 BaseT

None

EPSON ESC/P3 & HP-GL/2 ZEH Driver

Macintosh & Win 95,98,Me,NT,2000,XP

EFI Fiery Spark Professional 2.0

1-Year EPSON Preferred

On-Site Next Business Day

\$9,995

## STYLUS PRO 10000

44"

Variable Droplet Micro Piezo DX3

6 Color

1,440 x 720 dpi

180 nozzles x 6

5 picoliter

Yes - 3 sizes

Yes

Yes

Yes

Archival or Photographic Dye

500 ml x 6 (Intelligent)

Astonishing Quality - Equal to a Lab

Up to 1.5 mm Posterboard

~231 (Economy Mode)

~25 (1,440 x 720 dpi)

Not Applicable

USB, FireWire, Parallel, 10/100 BaseT

None

EPSON ESC/P3 & HP-GL/2 ZEH Driver

Macintosh & Win 95,98,Me,NT,2000,XP

EFI Fiery Spark Professional 2.0

1-Year EPSON Preferred

On-Site Next Business Day

\$9,995



## **PRIMARY COMPETITION**

**EPSON Stylus Pro 10600 vs. EPSON Stylus Pro 9600**



## **EPSON Stylus Pro 10600 vs. EPSON Stylus Pro 9600**

### ***What are the main differences?***

➤ **Overall the EPSON Stylus Pro 10600 is Better for the Following Applications:\***

- Outdoor and Indoor Signage - ANY signage applications
- 3M Matched Component System
- GIS Mapping
- CAD, CAM, CAE, Architecture, Scientific Visualization
- Commercial Pre Press Proofing - at the printer location
- Digital 'Blue-lines' / Press Signature Previewing

➤ **Overall the EPSON Stylus Pro 9600 is Better for the Following Applications:\***

- Any type of Photography; Especially Black and White
- Graphic Designers / Ad Agencies / Pre Press Proofing - at the designer location
- General Purpose Business Presentation Graphics

\* Epson America, Inc. Product Management/Development opinion only. See your Epson reseller for more detailed recommendations.



## EPSON Stylus Pro 10600 vs. EPSON Stylus Pro 9600

### *What are the main differences?*

#### ➤ **The SP10600 is Up to 42% Faster than the SP9600**

- The EPSON Stylus Pro 10600 has a 1" wide 180-nozzle-per-color print head vs. the 96 nozzle-per-color print head on the EPSON Stylus Pro 9600
- This gives the SP10600 the ability to run up to 231 FT<sup>2</sup> /HR vs. only 192 FT<sup>2</sup> /HR on the SP9600
- This allows the SP10600 to match the 720 x 720 Bi-D print quality of the SP9600, at print speeds from 24% to 42% faster depending upon ink type used

#### ➤ **The SP10600 has Nozzle Verification Technology**

- This feature is amazing, and one of the highlights of the SP10000 Series print engine
- Imagine never having to worry about head nozzle clogging. How much time do you think this will save you in the long run?

#### ➤ **The SP10600 has Photo Accelerator Technology**

- This gives customers that print RGB-based image files, full print engine performance even though their budget doesn't allow for a newer high-performance computer



## **EPSON Stylus Pro 10600 vs. EPSON Stylus Pro 9600**

### ***What are the main differences?***

#### **➤ The SP10600 has the EPSON Archival Ink Option**

- For demanding outdoor signage applications or any print application that requires a longer lightfastness rating, EPSON Archival Ink is the choice!
- Works with the 3M Matched Component System for demanding outdoor signage
- If you need to produce brilliant photographic outdoor signage that lasts on virtually any media type, the SP10600 with Archival Ink is the best solution from Epson

#### **➤ Larger 500ml Ink Cartridges**

- The SP10600 has six 500ml ink tanks. That's 49% more loaded ink than the SP9600.
- This makes the SP10600 a perfect production level printer without having to worry about changing out ink tanks as often

#### **➤ Lower Cost of Operation**

- Due to larger ink tanks versus the SP9600, the SP10600 has about a 20% lower cost per ml, producing the lowest cost-per-print of ANY Epson branded printer



## EPSON Stylus Pro 10600 vs. EPSON Stylus Pro 9600

### *What are the main differences?*

#### ➤ **The SP10600 has Superior Connectivity**

- The SP10600 comes standard with every connection imaginable, including USB, FireWire, Ethernet, and even a Parallel port
- The SP9600 can only have one optional connection - either FireWire OR Ethernet, but not both

#### ➤ **The SP10600 has Superior Third-Party Driver Support**

- Due the success of the EPSON Stylus Pro 10000, many third-party RIPs and workflows have already been perfected for the SP10600

#### ➤ **The SP10600 is Compatible with Current SP10000 Workflows**

- The SP10600 is exactly the same printer as the SP10000, but adds the ability to support the newer EPSON UltraChrome Inks
- This gives existing SP10000 customers the ability to purchase the SP10600 with minimal adjustment to their existing workflow



## EPSON Stylus Pro 10600 vs. EPSON Stylus Pro 9600

### ***What are the main differences?***

#### ➤ **The SP10600 has Dual Media Rolls**

- The ability of having one roll loaded, plus one roll pre-loaded dramatically speeds up the process of switching between different media types
- When your in a production environment, this feature is greatly appreciated

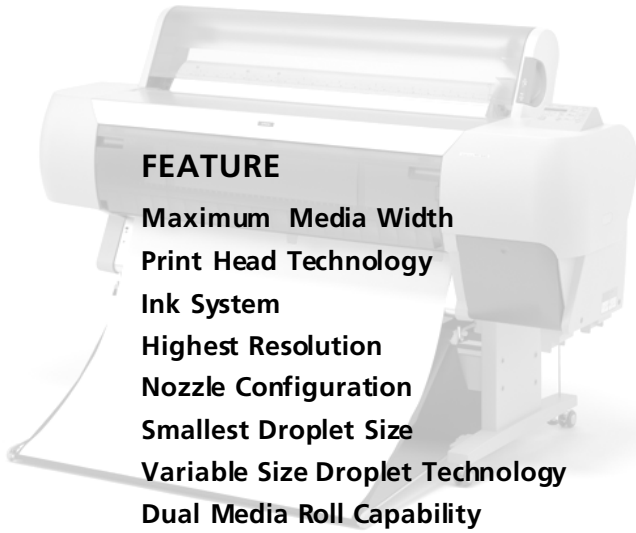
#### ➤ **The SP10600 is a ROBUST Printer**

- The SP9600 is also made very well, but the SP10600 is a significant piece of printing equipment
- Designed to be left on 24/7, the SP10600 was designed specifically for serious production environments

#### ➤ **At \$9,995, the SP10600 is a Real Bargain**

- When you factor in the larger amount of ink that comes standard, plus the 20% less cost-per-ml, over time the SP10600 is a better choice for high production environments
- Within the higher-production 36" to 44" wide-format color printing market segment, the SP10000 Series is considered to be a market leader

# PRIMARY COMPETITION



## FEATURE

Maximum Media Width

Print Head Technology

Ink System

Highest Resolution

Nozzle Configuration

Smallest Droplet Size

Variable Size Droplet Technology

Dual Media Roll Capability

Photo Accelerator Technology

Nozzle Verification Technology

Automatic Cut Sheet Loading

EPSON Ink Technology

Ink Cartridge Size

Photo Quality Opinion

Max. Media Weight

Max. Print Speed (SFPH)

Slowest Print Speed (SFPH)

Equal Image Quality (SFPH)

Standard Connectivity

Optional Connectivity

Page Description Language

Standard Driver Support

Optional RIP Support

Standard Warranty

Estimated Street Price

## STYLUS PRO 10600

44"

Variable Droplet Micro Piezo DX3

6 Color

1,440 x 720 dpi

**180 nozzles x 6**

5 picoliter

Yes - 3 sizes

**Yes**

**Yes**

**Yes**

Yes

**UltraChrome, Archival or Photo Dye**

**500 ml x 6 (Intelligent)**

Astonishing Quality - Equal to a Lab

Up to 1.5 mm Posterboard

~231 (Economy Mode)

~22 (1,440 x 720 dpi)

**~50 (720 x 720 dpi)**

**USB, FireWire, Parallel, 10/100 BaseT**

**None**

**EPSON ESC/P3 & HP-GL/2 ZEH Driver**

Macintosh & Win 95,98,Me,NT,2000,XP

EFI Fiery Spark Professional 2.0

1-Year EPSON Preferred

On-Site Next Business Day

\$9,995

## STYLUS PRO 9600

44"

Variable Droplet Micro Piezo DX3

**7 Color**

**2,880 x 1,440 dpi**

96 nozzles x 7

**4 picoliter**

Yes - 3 sizes

No

No

No

Yes

UltraChrome or Photographic Dye

220 ml x 7 (Intelligent)

Astonishing Quality - Better than a Lab

Up to 1.5 mm Posterboard

~192 (Economy Mode)

~8 (2,880 x 1,440 dpi)

~29 (720 x 720 Bi-D)

USB (1.2 & 2.0), Parallel

10/100 BaseT Ethernet or FireWire

EPSON ESC/P2 Driver

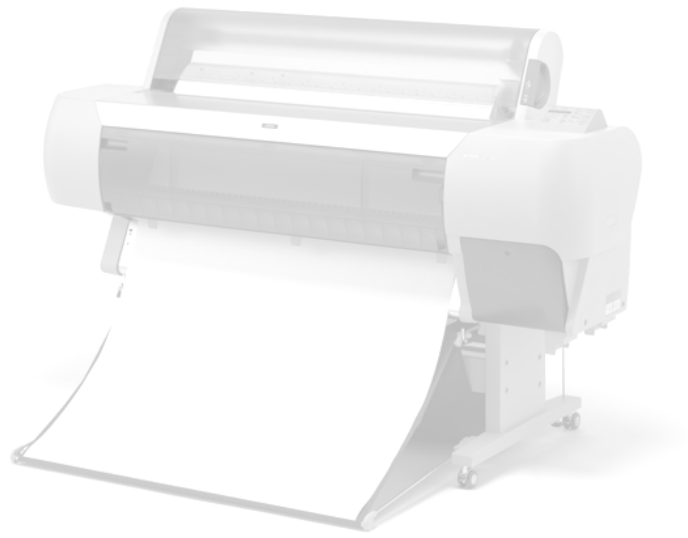
Macintosh & Win 95,98,Me,NT,2000,XP

EFI Fiery Spark Professional 2.0

1-Year EPSON Preferred

On-Site Next Business Day

**\$4,995**



**PRIMARY COMPETITION**  
**HP DesignJet 5000 42" UV Ink Model**



## How Does the HP DesignJet 5000 UV Model Compare to the EPSON Stylus Pro 10600 Archival Model?

- **Dry time is significantly longer between printed sheets when using the HP DesignJet 5000 with UV ink vs. dye ink.**
  - After printing a sheet with HP UV ink, the DesignJet 5000 must ‘hold’ the job for the required ‘dry’ time before cutting and allowing the next print to begin printing.
  - Depending upon the media type being used, the HP DesignJet 5000 running UV ink must ‘hold’ the printed job for up to 7 minutes before the next print can begin.
  - With longer print runs, the EPSON Stylus Pro 10600 with Archival Ink clearly outperforms HP’s DesignJet 5000UV.
  - When using HP UV ink, the HP “Max Quality” print mode is worse than HP’s current “Production” print mode on their dye model!
  - The overall print quality of the DJ5000 when running HP UV ink is significantly worse than their current dye model.
  - Photographically, EPSON Archival Ink Technology on the Stylus Pro 10600 is more competitive with HP’s Dye ink than their UV.



## How Does the HP DesignJet 5000 UV Model Compare to the EPSON Stylus Pro 10600 Archival Model?

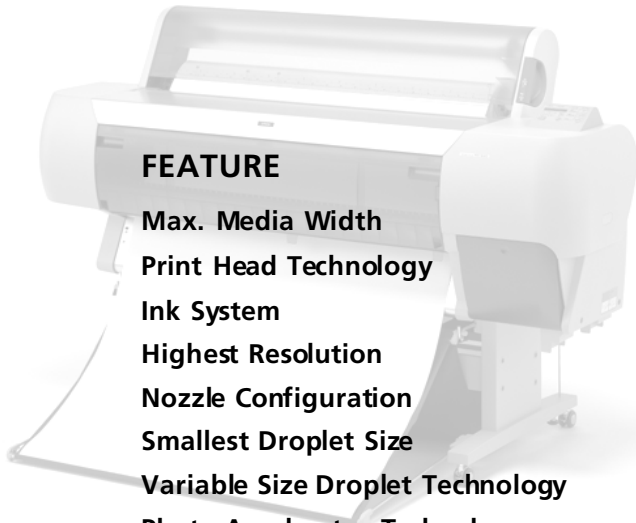
- **The EPSON Stylus Pro 10600 with Archival Ink is significantly more photographic vs. the HP DesignJet 5000 using UV ink**
  - Epson has less 'graininess' and superior color gradation than HP
  - Epson is using a true 5-picoliter droplet vs. HP's 12-picoliter
- **When printing on Glossy Papers, the EPSON Stylus Pro 10600 with Archival Ink can print up to 29% faster than HP's DJ-5000 with UV ink**
- **When printing on Tyvek, the EPSON Stylus Pro 10600 with Archival Ink can print up to 50% faster than HP's DJ-5000 with UV Ink**
- **When using pigmented inks, not only is the EPSON faster than HP when printing on Glossy or Tyvek media types, but the final print quality is superior!**
  - Again, the HP DJ-5000UV suffers from slow print and dry times along with poor, 'grainy' image quality



## How Does the HP DesignJet 5000 UV Model Compare to the EPSON Stylus Pro 10600 Archival Model?

- **The HP DJ-5000UV requires a 'pause' of ~105 seconds between printed pages and nozzle checking vs. only ~50 seconds for the EPSON SP10600**
  - Depending upon how many prints are being produced, this time adds up!
  - Again, the EPSON Stylus Pro 10600 Archival model is more productive
- **Media 'skewing' problems frequently occur on the HP DJ-5000UV**
  - User must open cover and re-set the media type
  - The EPSON Stylus Pro 10600 rarely has media 'skewing' problems
- **HP has significant Metamerism problems with their UV ink**
  - HP's DJ-5000UV model has a metamerism value as high as 6 delta E!
  - The EPSON Stylus Pro 10600 with Archival Ink has a metamerism value under 3 delta E
- **EPSON's Archival Ink Technology produces a wider color gamut than HP's UV ink**
  - EPSON Archival Ink Technology is perfect for demanding outdoor signage as well as photographic and fine art output, while HP's UV ink can only be used for signage.

# PRIMARY COMPETITION



## FEATURE

Max. Media Width

Print Head Technology

Ink System

Highest Resolution

Nozzle Configuration

Smallest Droplet Size

Variable Size Droplet Technology

Photo Accelerator Technology

Nozzle Verification Technology

Automatic Cut Sheet Loading

EPSON Ink Technology

Ink Cartridge Size

Photo Quality Opinion

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Slowest Print Speed (SFPH)

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Standard Connectivity

Optional Connectivity

Page Description Language

Standard Driver Support

Optional RIP Support

Standard Warranty

Estimated Street Price

**STYLUS PRO 10600**

**44"**

**Variable Droplet Micro Piezo DX3**

**6 Color**

**1,440 x 720 dpi**

**180 nozzles X 6**

**5 picoliter**

**Yes - 3 sizes**

**Yes**

**Yes**

**Yes**

**UltraChrome, Archival or Photo Dye**

**500 ml x 6 (Intelligent)**

**Astonishing Quality - Equal to a Lab**

**Up to 1.5 mm Posterboard**

**~231 (Economy Mode)**

**~22 (1,440 x 720 dpi)**

**~72 (720 x 720 HS dpi)**

**USB, FireWire, Parallel, 10/100 BaseT**

**None**

**EPSON ESC/P3 & HP-GL/2 ZEH Driver**

**Macintosh & Win 95,98,Me,NT,2000,XP**

**EFI Fiery Spark Professional 2.0**

**1-Year EPSON Preferred**

**On-Site Next Business Day**

**\$9,995**

**HP DJ 5000 42"**

**42"**

**Thermal**

**6 Color**

**1,200 x 600 dpi**

**Not Available**

**12 picoliter**

**No**

**No**

**No**

**No**

**Dye & UV**

**680 ml x 6**

**Photo Quality when using Best Photo Mode**

**~80 lb. Bond**

**~up to 499 (Draft Mode)**

**~up to 60 (Photo Mode)**

**~68 (Best Quality Mode)**

**Parallel & 10/100 BaseT**

**USB Available on PS version only**

**HP-GL/2, HP RTL, PS3 on PS Model Only**

**Win 95,98,Me,NT,2000 (Mac w/PS Only)**

**EFI Fiery X4-W**

**1-Year On-Site**

**Next Business Day**

**\$8,999 or \$11,990 with PS & Mac Support**



# APPENDIX

Product Pricing Information

Ink Cost Competitive Comparison

Footnotes

Legal Notices

## Product Pricing Information

DESCRIPTION	EPSON PART NO.	EST. STREET*
EPSON Stylus Pro 10600 Print Engine with UltraChrome™ Ink	C499001UCM	\$9,995.00
EPSON Stylus Pro 10600 Print Engine with Archival™ Ink	C499001ARC	\$9,995.00
EPSON Stylus Pro 10600 Print Engine with Photographic Dye™ Ink	C499001DYE	\$9,995.00
EFI Fiery Spark Professional 2.0 Software RIP	C842912	\$2,995.00
EFI Fiery Spark Professional 2.0 Software RIP - Demo Version	C842912DEMO	\$19.95
Automatic Take-up Reel System	C12C815251	\$1,199.00
Replacement 44" Take-up Reel Core	C815121	\$43.00
Paper Feed Spindle (Normal Tension) – 2"	C811133	\$169.00
Paper Feed Spindle (High Tension) – 2"	C811134	\$169.00
Paper Feed Spindle (High Tension) – 3"	C811122	\$169.00
Replacement Printer Cutter Blade	C12C815271	\$95.00
Manual Media Cutting System	C815182	\$499.00
Replacement Manual Cutter Blade	C815192	\$99.00
Additional 1-Year EPSON Preferred Plus Service	EPP10B1	\$1,199.00
Additional 2-Year EPSON Preferred Plus Service	EPP10B2	\$2,199.00

# Product Pricing Information

## EPSON Pigmented Ink Technologies

### ORDERING INFORMATION

#### EPSON UltraChrome™ Ink Technology (500ml)

	EPSON PART NO.	MSRP
Photo Black Ink Cartridge	T549100	199.00
Yellow Ink Cartridge	T549400	199.00
Magenta Ink Cartridge	T549300	199.00
Cyan Ink Cartridge	T549200	199.00
Light Magenta Ink Cartridge	T549600	199.00
Light Cyan Ink Cartridge	T549500	199.00
Matte Black Ink Cartridge	T549800	199.00

#### EPSON Archival™ Ink Technology (500ml)

Black Ink Cartridge	T511201	199.00
Yellow Ink Cartridge	T512201	199.00
Magenta Ink Cartridge	T513201	199.00
Cyan Ink Cartridge	T514201	199.00
Light Magenta Ink Cartridge	T515201	199.00
Light Cyan Ink Cartridge	T516201	199.00

***UltraChrome Ink on the EPSON Stylus Pro 10600***

***is only available in a 6-color inking system - no Light Black***

# Product Pricing Information

## EPSON Photographic Dye™ Ink



### ORDERING INFORMATION

#### EPSON Photographic Dye™ Ink (500ml)

Black Ink Cartridge

T499201

169.00

Yellow Ink Cartridge

T500201

169.00

Magenta Ink Cartridge

T501201

169.00

Cyan Ink Cartridge

T502201

169.00

Light Magenta Ink Cartridge

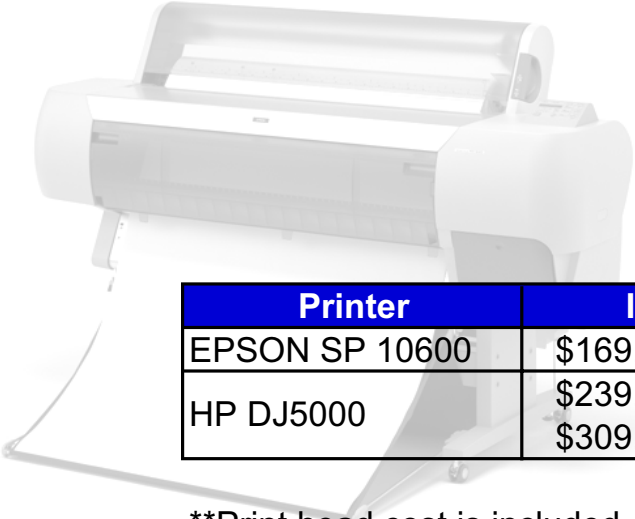
T503201

169.00

Light Cyan Ink Cartridge

T504201

169.00



# Ink Cost Competitive Comparison

## HP DesignJet 5000 vs. EPSON Stylus Pro 10600

### Dye Based Inks

Printer	Ink List Price	Capacity	Ink Cost/Bicycle Print 24 x 36*
EPSON SP 10600	\$169.00	500cc	\$1.34
HP DJ5000	\$239.99 (Ink) \$309.99 (Ink & Head)	680cc	\$1.60**

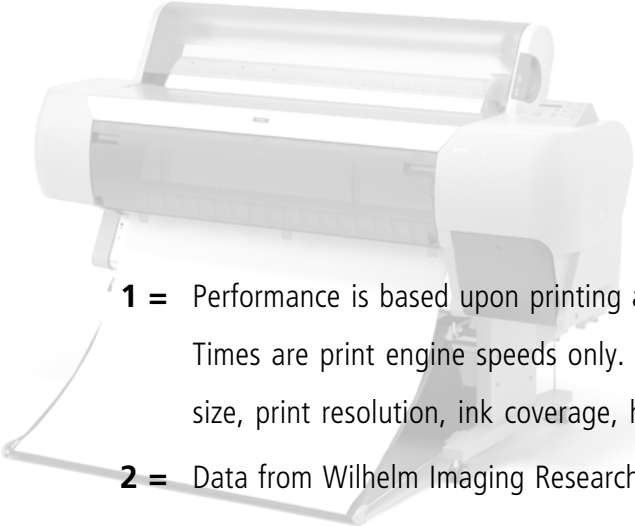
\*\*Print head cost is included. Print head should be changed every 3 cartridge changes.  
 \*Cost/Bicycle Print 24" x 36" is calculated on the following conditions:  
 EPSON - DPI:720 x 720, Media: Epson Premium Luster Photo Paper, Epson Dye Ink  
 HP - DPI:600 x 600, Media: Photo Imaging Gloss, HP Dye Ink

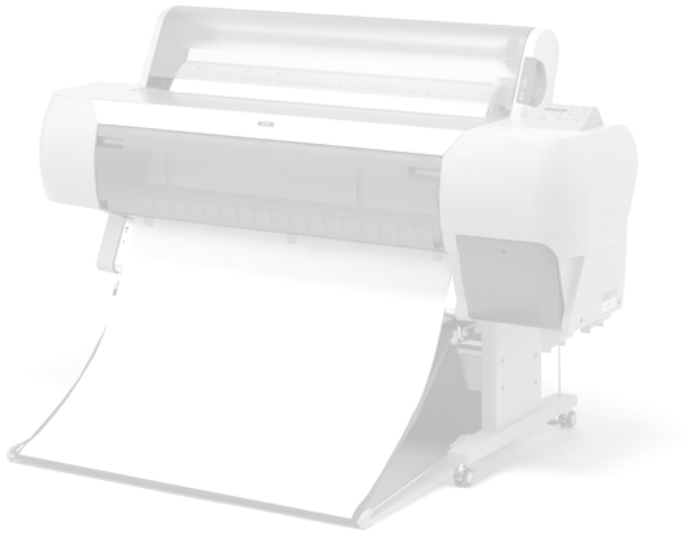
### Pigment Based Inks

Printer	Ink List Price	Capacity	Ink Cost/Bicycle Print 24 x 36*
EPSON SP 10600	\$213.00	500cc	\$2.02
HP DJ5000	\$335.99 (Ink) \$405.99 (Ink & Head)	680cc	\$2.18**

\*\*Print head cost is included. Print head should be changed every 3 cartridge changes.  
 \*Cost/Bicycle Print 24" x 36" is calculated on the following conditions:  
 EPSON - DPI:720 x 720, Media: Premium Luster Photo Paper, Epson Pigment Ink  
 HP - DPI:600 x 600, Media: Photo Imaging Gloss, HP Pigment Ink

Pricing is estimated only. Final pricing may vary depending upon ink cartridge usage, media type, final image being printed, etc.

- 
- 1 =** Performance is based upon printing a 44" x 34" (10.39 FT<sup>2</sup>) photograph in all print modes supported by the print driver. Times are print engine speeds only. Total throughput time for any output device depends on various factors, such as paper size, print resolution, ink coverage, host CPU and printer interface.
  - 2 =** Data from Wilhelm Imaging Research, inc. Visit [www.wilhelm-imaging.com](http://www.wilhelm-imaging.com) for more information.
  - 3 =** Lightfastness rating based upon accelerated testing of prints on specialty media, displayed indoors, under glass. Actual print stability will vary according to image, printer engine, display conditions, light intensity, humidity, and atmospheric conditions. Epson does not guarantee longevity of prints. For maximum print life, display all prints under glass or lamination or properly store them.
  - 4 =** EPSON America's Delta-of-Error Schedule: 1= Perfect Color Repeatability, 2= Spectrophotometer hardware can detect a change in color, expert trained eye cannot, 3= Expertly trained eye can detect a change in color, normal graphics user cannot, 4= Normal graphics user user can detect a change in color, everyone else cannot, 5= Everyone can see a change in all colors



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