

# Reliable mobile printing solutions for Route Accounting



**brother**<sup>®</sup>  
at your side

**Brother Mobile Solutions, Inc.**

## Challenges in Route Accounting

Relationships between food, beverage, snack and dairy distributors and the retail customers they serve are often fragile and extremely time sensitive. To improve accuracy, deliver goods faster on-time every time, reduce shrinkage, manage inventory, serve more customers in a day, reduce handwritten errors and improve cash flow, most distributors have switched from the old standby of pen and paper to highly automated systems that include handhelds with application software and mobile printers.

This has transformed the two distinct activity sets in Direct Store Delivery (DSD) operations: pre-sales operations for DSD, which involve live visits to customers to set new orders; and full service operations for DSD, which is the physical movement of ordered product from a central distribution point to the shelves of the customer, as well as the pickup of goods to be returned by that customer to the distribution center for credit.

In DSD, drivers receive orders and routes for each day at a distribution center, load and check the orders on their truck or van, deliver the order to the customer and pick up any returns, and provide delivery confirmations and invoices before moving on to their next stop. Most of these activities are communicated from and to the driver's distribution center via handheld computers carried by drivers, and printed materials are generated from these handhelds typically through 4" and 8" mobile printers with the 4" printers most often clipped on a driver's belt and 8" printers mounted in the truck.

While most consumers have seen drivers making deliveries, pre-sales account managers are an equally important part of the behind-the-scenes process. Equipped with handhelds with application software and mobile printers, they visit retail accounts to print and review past sales histories, current inventory levels, upcoming product and sales promos, confirm goods to be returned, and to print and confirm new orders.

The trend in mobile printers for drivers and pre-sales account managers has been toward faster, more durable 4" wide receipt printers that can be hung from a belt. Faster print speeds mean less time needed to complete transactions before moving on to the next stop. Better durability means less time lost to device issues from accidental drops or bad weather conditions.

*Brother™ offers better and more reliable mobile solutions for small-format and full-page printing from handhelds and laptops practically anywhere. Durable RuggedJet™ mobile thermal printers are light enough to be hung from a belt and can quickly produce both delivery documents and confirmations up to 4" wide, plus labels to tag returned goods, onsite quickly and easily via Bluetooth® technology wireless connectivity. Compact PocketJet® full-page thermal printers can wirelessly and reliably print full-page past sales histories, current inventory levels, upcoming product and sales promos, and print and confirm new orders.*

RouteAccountingSolutions

PocketJet<sup>®</sup> 6  
PocketJet<sup>®</sup> 6 Plus

RuggedJet<sup>®</sup> RJ-4030  
RuggedJet<sup>®</sup> RJ-4040

## Fast, reliable 4" wide printing for pre-sales documents, delivery receipts, invoices, and returned-goods labels

Brother™ RuggedJet™ mobile thermal printers give pre-sales account managers and route drivers the ability to quickly and reliably print the delivery documents for the accounts they serve – and paper labels – up to 4" wide, wirelessly from their handhelds or laptops. And by adding the optional magnetic card reader\*, they can securely process credit card transactions at the same time.



These durable battery-powered devices are among the fastest 4" mobile thermal printers with print speeds up to 5 ips. They are also among the lightest mobile printers available today and can be comfortably hung from a belt for extended periods. They're versatile, too – they print paper labels as well, perfect for tagging goods and merchandise to be returned with barcodes for accurate tracking in a distributor's system.

Reliable RuggedJet™ mobile printers are also built tough to tackle the especially harsh conditions route drivers must often work in – indoors and outdoors – as well as the bumps, drops and rough handling that can happen on their routes every day. All models are designed with 6 ft. drop protection, have IP54 certification to withstand dust and moisture, and are backed by an industry-leading 2-year "bumper-to-bumper" warranty\* against defects or damage.

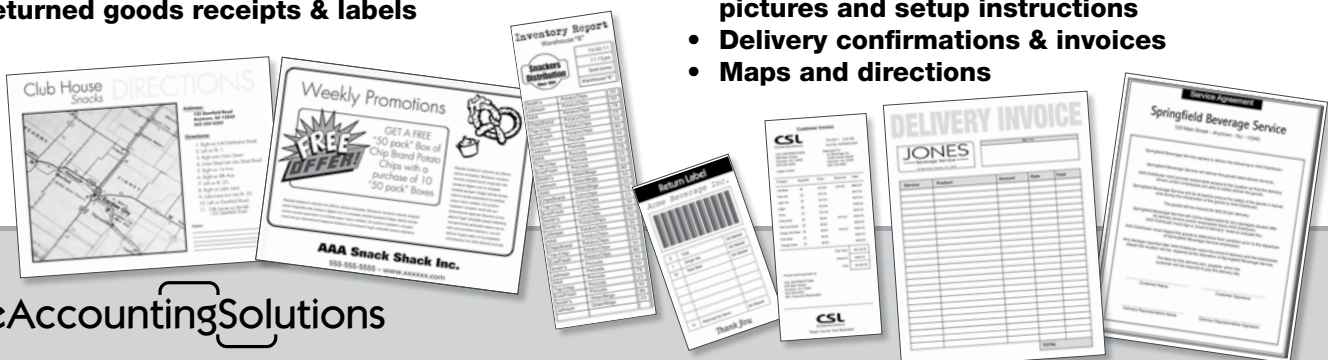
The RuggedJet™ line of mobile printers are ideal for quickly printing documents and labels up to 4" wide pre-sales account managers and route drivers need for:

### Pre-sales documents...

- **Inventory reports**
- **Sales order history**
- **Sales order & confirmation**
- **Current product promos and deals**

### Delivery documents ...

- **Delivery receipts & invoices**
- **Returned goods receipts & labels**



## Fast, reliable full-page printing of detailed documents with pictures and graphics

Sometimes only a full-page document will do, especially for those customers who prefer to keep agreements, contracts, orders and delivery documents in binders, as many small businesses do. PocketJet® 6 full-page thermal printing solutions give pre-sales account managers and route drivers the power to quickly and easily print 8.5" wide full-page documents for various order and delivery applications – as well as documents with sharp text and graphics for promos, catalog sheets, or to introduce new product packaging or displays – from their handhelds or laptops.

With full-page print speeds up to 6ppm, PocketJet® 6 mobile thermal printers are a very good solution for onsite printing of full-page inventory lists, comprehensive sales and order histories, suggested planograms and displays and instructions for setup, and product and sales promos, as well as maps for new drivers, extensive delivery documents and more.

Producing full-page documents this way is also far less costly – and less reliant on handwriting – than traditional snap-sets of multi-part forms. Custom pre-printed cut-sheet and fanfold media – with company logos in color, for example – are also available to leave a much more professional impression with customers.

PocketJet® 6 printers are among the easiest and most efficient full-page mobile printing solutions to operate and maintain in the field. They connect to handheld devices and laptops wirelessly via an optional Bluetooth® technology interface\* and use reliable thermal printing technology so there are far fewer moving parts to break than inkjets, no inks or toners, and only one consumable – premium Brother™ thermal paper. Add to that the printers' one-button printing simplicity and these are a welcome solution for pre-sales account managers and drivers of all levels of computer experience.

At only about 10" in length, about 2" wide and 1.25" high, and weighing about 1.3 lbs, these printers are among the smallest and lightest full-page mobile printing solutions available today and easily fit in a computer bag or briefcase. Various mounts and power options are available to accommodate virtually any vehicle in your fleet.

The PocketJet® 6 line of full-page mobile printers is ideal for quickly printing full-page documents for:

- **Contracts/agreements**
- **Current inventory lists**
- **Order and sales histories**
- **Price lists**
- **Sales orders and confirmations**
- **Product/catalog sheets**
- **Current product and sales promotions**
- **Suggested planograms**
- **Display unit/end cap descriptions with graphics, pictures and setup instructions**
- **Delivery confirmations & invoices**
- **Maps and directions**

## Brother™ mobile thermal printing solutions benefits:

### Reliable printing from handhelds

The thermal printing technology used in these Brother™ devices has been proven reliable from the scorching heat of Arizona to the frigid cold of Alaska. So your pre-sales account managers and drivers will be able to print the documents they need even in extreme heat and cold, which makes these devices more reliable in the field under almost any conditions.

### Print documents faster

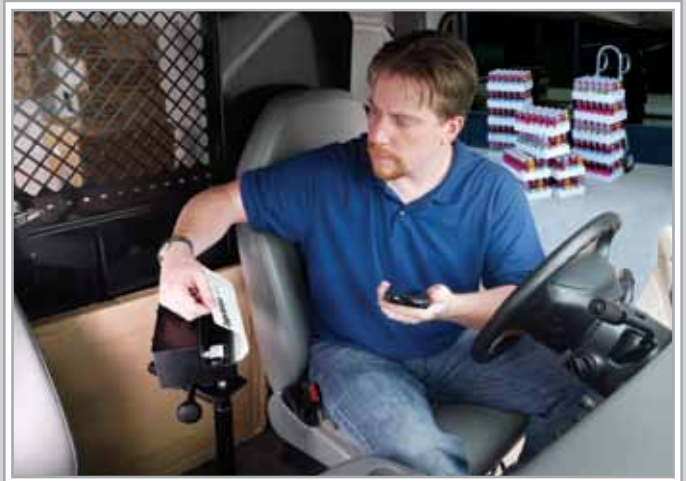
RuggedJet™ models print up to 60% faster than some competitor's models – so pre-sales account managers and drivers will be able to print receipts, invoices and other documents and labels up to 4" wide faster than ever before. PocketJet® 6 mobile printers print at up to 6ppm, making them among the fastest full-page mobile printers on the market today. Since pre-sales account managers and drivers will be able to print documents faster in the field, there will be less wasted time and more time to visit and service more accounts in a day.

### Easier to operate and maintain in the field

With wireless connectivity to handheld devices via Bluetooth™ technology interfaces and with no inks, toners or ribbons to replace, Brother™ mobile thermal printers are easy to use and maintain by pre-sales account managers and drivers on the road. There's only one consumable – high-quality Brother™ thermal media. So with easy connectivity, simple operation, and fewer supplies to manage, there's a lot less to go wrong in the field.

### Easily adaptable to the way your drivers and pre-sales account managers work now

Brother™ produces among the smallest and lightest mobile printers for mobile professionals. Various options are available to carry, mount, power and connect these units to match the needs of your workforce. So they can go wherever your pre-sales account managers and drivers go, print practically anywhere they need to, and perform reliably day after day.



RuggedJet™ RJ-4030  
RuggedJet™ RJ-4040

PocketJet™ 6  
PocketJet™ 6 Plus

## About the RuggedJet™ line of 4" mobile printers

### RuggedJet™ RJ-4030

- Up to 5 ips, at industry-standard 203 dpi resolution
- IP54 certification to withstand dust and moisture
- 6 ft. drop protection
- Prints labels and receipts from 2" to 4" wide from convenient drop-in rolls
- Resident fonts
- USB 2.0, Serial and Bluetooth® technology interfaces
- Optional magnetic card reader available\*
- Other optional accessories\* include: extra batteries, shoulder strap, belt clip, vehicle mount, in-vehicle DC adapter, 4-bay battery charger, and more.
- Industry-leading 2-year "bumper-to-bumper" warranty▼ against defects and damage, standard



### RuggedJet™ RJ-4040

#### All the features of the RuggedJet™ RJ-4030, but with:

- USB 2.0, Serial and Wi-Fi (802.11b/g/n) interfaces

### Premium Brother™ papers for the RuggedJet™ line:

RuggedJet™ models accept a variety of premium Brother™ thermal media ...

#### Receipt Paper (4" wide)

- Standard (Uncoated) Receipt Paper
- Premium (Top-coated) Receipt Paper
- Weatherproof Receipt Paper

#### Label Rolls (Die-cut media)

- 4" x 1" Labels
- 4" x 2" Labels
- 4" x 3" Labels
- 4" x 4" Labels
- 4" x 6" Labels



## About the PocketJet® 6 line of mobile printers

### PocketJet® 6 Plus

- Up to 6ppm, at 300 dpi resolution
- Prints up to 8.5" wide on cut-sheet or continuous-roll thermal paper
- Stores downloaded templates
- Resident fonts
- Engine retraction mode standard
- Full-speed USB 2.0 and IrDA interfaces
- Optional Bluetooth® Version 2.0 plus EDR support available\*
- Optional Ni-MH battery or Li-ion battery available\*

### PocketJet® 6

#### All the features of the PocketJet® 6 Plus, but with:

- Up to 6ppm, at 200 dpi resolution

### Premium Brother™ papers for the PocketJet® line:

PocketJet® models accept a variety of premium Brother™ thermal media ...

- Cut-sheet letter or legal-size paper
- Continuous or perforated roll paper
- Fanfold paper
- Premium archival paper – lasts 20 years or more
- Standard archival paper – lasts 7 years or more
- Synthetic Weatherproof media – withstands outdoor environments
- Custom preprinted paper available



All PocketJet® 6 and PocketJet® 6 Plus Kits include a printer, carrying case, NIMH battery, USB cable, AC adapter and power cord, a pack of letter-size thermal paper, roller cleaning sheet, software CD, and documentation.



All specifications subject to change without notice.

**Brother Mobile Solutions, Inc.**

For more information

call 1-800-543-6144, or visit [www.brothermobilesolutions.com](http://www.brothermobilesolutions.com)

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▼ See limited warranty for details. For warranty information, ask your Brother Mobile Solutions, Inc. sales representative or visit [www.brothermobilesolutions.com](http://www.brothermobilesolutions.com).

\* Requires additional purchase.

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