

Here's what you'll find  
inside a **Better Buys for  
Business Guide**

# Better Buys for Business

## The Color Copier Guide

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*Easy-to-read, side-by-side specs and prices so you can compare all models covered in this guide*

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# EDITOR'S CHOICE AWARDS

From the nation's leading independent authority on office equipment

Better Buys  
for Business

EDITOR'S  
CHOICE  
2009

## Office Productivity Copiers

Canon imagePRESS C1+ — pages 7 & 66  
Canon imageRUNNER C5058 and C5068 — pages 8 & 66  
Xerox WorkCentre 7232 and 7242 — pages 48 & 112

## Small-to-Midsize Office Color (20–30ppm)

Canon Color imageRUNNER C1022 family — pages 9 & 67  
Canon Color imageRUNNER C2550 — pages 10 & 67  
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(Océ cm5520 — pages 29 & 90)  
Ricoh Aficio MP C3300 and MP C4000 families — pages 32 & 95-96  
(Lanier LD533c and LD540c families — pages 27 & 84-85)  
(Savin C3333 and C4040 families — pages 36-37 & 99-100)  
Sharp MX-3100N — pages 39 & 104  
Toshiba e-STUDIO3530c and 4520c — pages 44 & 108-109

**Editor's Choice Award Selections**  
Given to those machines that are  
the best overall buys and best per-  
formance in their category

(Lanier LC155V — pages 27 & 86)  
(Savin SDC555V — pages 37 & 101)  
Toshiba e-STUDIO5520c — pages 46 & 111  
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## Production Color

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Konica Minolta bizhub PRO C6501 — pages 22 & 79  
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(Savin C6055 — pages 37 & 102)  
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(Lanier LD275c — pages 27 & 87)  
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Toshiba e-STUDIO6520c and 6530c — pages 46 & 111

## Innovative Technology: Worth Watching

Kyocera TASKalfa 250ci, 300ci,  
400ci, and 500ci — pages 26 & 81-82  
(Copystar CS-250ci, CS-300ci,  
CS-400ci, and CS-500ci — pages 14-15 & 73-74)



Look for the Editor's Choice emblem inside the guide.



Look for the Editor's Choice & Worth Watching emblem inside the guide.

marks and color bars. It prints at up to 1,200dpi resolution on a wide variety of media weights up to 140lb. index stock.

The paper-handling capacity is an indication of this model's production orientation. It starts with four 550-sheet drawers. A 100-sheet bypass is a \$680 option. Then you can add one of two 3,500-sheet trays, either a legal-size one (\$2,350) or a 13" x 19" one (\$3,900). Duplexing is standard, and there is a standard 100-sheet document feeder.

On the output side, there's a three-tray, 4,000-sheet finisher with 50-sheet multiposition stapling (\$2,550). You can add to that unit a booklet maker with saddlestitching. It costs \$5,350. You can also add a 2/3-hole punch for \$850.

Canon offers three controllers for this unit. There's a printer kit offering PCL and PostScript for \$4,000. In addition, there are two more powerful servers: the mid-level imagePRESS server T1 V2 for \$7,200 and the high-end imagePRESS server Q2 V2s for \$22,500.

The imagePRESS C1+ combines serious black-and-white production features with excellent color output. Now, through the use of clear toner, the imagePRESS C1+ gives graphics designers the means to deliver a wider range of color independent of the media used. This is hardly a typical office machine, but might fit well into a creative department that has long print or copy runs and needs color several cuts above the usual run of office output. It receives our Editor's Choice Award.

Chart entry — page 66

### Canon imageRUNNER C5058

16ppm color  
58ppm black & white



### Canon imageRUNNER C5068

16ppm color  
68ppm black & white

**Sum-up: Color-enabled imageRUNNERS designed for small-workgroup users.**

These multifunctional devices are positioned as color-enabled replacements for black-and-white office copiers so that customers can have occasional color when needed. Canon's strategy is to offer color as an inexpensive feature on what are ostensibly black-and-white office copiers while selling the machines at a small premium over black-and-white price levels. Because most office workers require only periodic use of color, some organizations are reluctant to pay the high prices found on most color copiers.

Unlike many manufacturers, Canon competes in the office color market with both single-pass and multipass engines. Its single-pass Color imageRUNNER C2880 and others below feature impressive color speed for the

*Detailed Reviews of all machines and their features showing the pros and cons of their performance as well as a quicksummary explaining what it all means to you*

offer a... eeds... color... ame... color-... iers... ture... on what are ostensibly black-and-white office copiers while selling the machines at a small premium over black-and-white price levels. Because most office workers require only periodic use of color, some organizations are reluctant to pay the high prices found on most color copiers.

These machines offer Canon's advanced MEAP application architecture (see intro).

Paper handling on the imageRUNNER C5058 and imageRUNNER C5068 is similar to what is offered on Canon's excellent line of high-volume black-and-white models. They come with dual 550-sheet drawers and dual 1,500-sheet drawers along with a 100-sheet bypass. An optional 3,500-sheet large-capacity tray is available for \$2,400. A 100-sheet reversing document feeder is standard. Automatic duplex is standard as well.

The range of output accessories is also quite robust. There are two finisher options. The first has a sample tray (250 sheets) and two additional output trays with capacities of 1,300 and 2,450 sheets. The 4,000-sheet finisher includes 50-sheet multiposition stapling and lists for \$3,000.

The second finisher is configured for the same output capacities and includes a 15-sheet booklet maker with saddlestitching that will make 60-page booklets. What distinguishes this booklet maker from predecessor models is its ability to produce booklets with 12" x 18" paper stock. It sells for \$5,300. An optional 2/3-hole punch goes for \$850 and works with either finisher.

The models come with an optional Canon controller (\$2,000), which will print using Canon's native UFR II printer language as well as PCL. PostScript will cost an additional \$1,000. That processor has 1GB of memory and shares an 80GB hard drive.

EFI also supplies an external EFI-based controller named the imagePASS-G1, costing \$4,950. It has a 1.2GHz processor, 256MB of memory (upgradeable to 512MB), and a dedicated 80GB hard disk. It features true Adobe PostScript (Canon's controller uses an emulator). That may be a concern with some users, though we have seen no real difference. The EFI controller includes advanced workflow and color management tools.

An optional fax board is available for \$1,000. But more noteworthy is the inclusion of Canon's Color Universal Send for scanning and sending documents directly from these imageRUNNER devices. Users will be able to create, distribute, and archive documents from the machine's control panel. Scanned color documents can be simultaneously sent to network folders, FTP sites, and email boxes.

Two notable software features are Workflow Composer, software that allows users to program common, multi-step processes into a single function key, and Access Management System, a sophisticated tool that allows administrators to set access levels and remotely manage the copier.

The imageRUNNER C5058 and imageRUNNER C5068 make a more convincing case for adoption as mainstream office copiers than Cannon's now discontinued C3170 series had. The imageRUNNER features and capabilities match what is available on black-and-white office machines, and the additional cost for color is more reasonable.

Base list prices are \$17,600 and \$22,000, respectively.

**Conclusion:** These color-enabled imageRUNNERS are substantial machines, even within a color market that's still rapidly changing. Even though there are plenty of single-pass models with color speeds faster than 30ppm, we feel these models deserve your attention, and we're giving them our Editor's Choice Award.

Chart entries — page 66

**Canon imageRUNNER C1022**

**Canon imageRUNNER C1022i**

22ppm color

22ppm black & white



**Sum-up: Small-workgroup users get a strong set of features in these models.**

Normally, machines that handle letter and legal formats end up in our multifunctional printer guides. However, Canon color copiers with the Color imageRUNNER brand are at home in this guide. Just note that these models are not ledger-size machines. The compact size of these models permits their use on the desktop, but with the addition of an optional unit with casters, they can be deployed as walkup devices.

These color copier-multifunctionals come with standard printing, copying, and scanning.

The main difference between these models is in print, send, and fax functionality. Each model includes Canon's UFR II print controller standard, but the C1022i model is also configured with PCL out of the box to provide stan-

dard printing. The C1022i also has advanced scanning/sending and fax standard, features that are optional on the C1022.

The imageRUNNER C1022 has a list price of \$2,495,

*Detailed Reviews of all machines and their features showing the pros and cons of their performance as well as a quicksummary explaining what it all means to you*

\$500. That's a total 850 sheets of input. Output is a 250-sheet catch tray.

Aside from a flatbed platen, there is a 50-sheet dual pass scanner — what we call an RADF (reversing automatic document feeder) — that can handle paper up to 28lb. bond in weight.

Automatic duplex printing and copying are standard with duplexing also designed to process 28lb. bond paper.

The machines are powered by Canon's imageCHIP architecture, CHIP standing for Concurrent Hyper Intelligent Platform. The print controller prints in UFR II, Canon's version of host-based printing. PCL is also standard on the C1022i, as noted above. Standard sup-



Canon Color imageRUNNER C1022 - Aimed at the small workgroup that doesn't need ledger-size output.

# Industry Briefing

## Introduction

Before we begin, let's clarify what we mean by "color copier." We're talking about machines that handle ledger-size paper and that use laser and similar technologies. In other words, while there are fine ink jet and desktop laser multifunctionals that can copy, they are not in this guide, though you can find them in our *Printer Multifunctional Guide* (see back cover for details). That's a change from the past, when this guide covered such models. The fact is, there are so many very good copier-based models now that the low-end printer-based models would just be a distraction.

Though most of the machines in this guide can also act as color printers and scanners, they function as copiers first, even when they get more printing volume than copying. The lines are blurring as copiers get less expensive and multifunctional printers get more powerful, but we think we've followed the common idea of what a copier is and isn't.

Historically, color copiers haven't been ideal for also doing plain-vanilla, black-and-white work. For the most part, a color copier is still unlikely to be your one and only copier. But over the last few years, a category of color copier has hit the market that does a reasonable job of serving high-demand black and lower-demand color needs. The models — from vendors such as Canon, Konica Minolta, Ricoh, Sharp, Toshiba, and Xerox — are positioned as replacements for black-and-white copiers, with color as a nice added feature.

### Who sells these machines?

The color copiers in this guide are made by the same companies that provide us with black-and-white copiers. For example, Canon, Konica Minolta, Kyocera Mita, Océ, Panasonic, Ricoh, Sharp, Toshiba, and Xerox are all engaged, to some extent, in the business of manufacturing color copiers.

In addition, most of the traditional relabelers of black-and-white copiers put their names on color products. This applies to IKON, Lanier, and Savin.

### The structure of this guide

This guide is divided into five parts. The article you're reading now briefs you on the subject in general and advises on how to buy a color copier. If you're looking

for information on color copier suppliers and our assessments of the individual products they sell, check out the Vendor & Product Reference (pages 75-751). Our Specification (pages 66-115) lists the features and prices. There's an A-Z Guide on page 62, a sidebar on multifunctional copiers, and a short section on copier upgrades. The most prominent brand or device that upgrades many color copiers into copier-printers.

**Expert Buying Advice  
and Insider Tips  
to help you get the right  
product at the right price**

### What we're assuming

In this section, we're assuming you have a reasonable working knowledge of general copier features. Therefore we won't spend much time explaining or discussing terms that are not color-specific. If you consider yourself something of a copier neophyte, you may find it worthwhile reading the articles in one of our guides to black-and-white copiers (see back cover for details). You can also look in the A-Z Guide in this book.




### A reality check




This guide may contain information that will force you to reconsider your interest in color copiers (depending, of course, on how much you already know about this subject). Here's the bottom line: for the most part, these machines remain expensive. The models that list for less than \$14,000 are the ones described as "affordable."

The good news is that an increasing amount of equipment is available in that affordable segment. Almost all the vendors now make machines that cost less than \$14,000 and offer, relatively speaking, excellent values. Models from Konica Minolta and Ricoh are also relabeled by a large number of vendors, making them very easy to find.

However, there are only a few models that go for less than \$10,000. But don't forget that while some models offer printing and scanning standard, in others you'll have to pay several thousand dollars to get those features. In some models, the document feeder is standard. In others, it is an optional add-on.

The mid-range models in this guide run from around \$14,000 to \$22,000. Until fairly recently, you'd have to pay a big premium to get decent color speed, at 30ppm or

Vendor	Canon imagePRESS C1+ 	Canon imageRUNNER C5058 	Canon imageRUNNER C5068 	
List price	\$31,500	\$17,600	\$22,000	
Functions Offered	Copy: Standard Print: Standard Scan: Optional Fax: No	Copy: Standard Print: Optional Scan: Standard Fax: Optional	<div style="border: 2px solid blue; padding: 10px; color: blue; font-weight: bold;">                     Side-By Side Specs and Prices for quick reference and easy comparison                 </div>	
Scan to email	Optional	Standard		
Imaging technology	Laser	Laser		
Copy speed color	14ppm	16ppm		
Copy speed black	60ppm	58ppm		
First copy time (color)	14.1 seconds	12.2 seconds		
Copy scan resolution	600dpi	600dpi		
Copy output resolution	1,200dpi	600dpi		
Print resolution	1,200dpi	600dpi (600 x 2,400dpi interpolated)		600dpi (600 x 2,400dpi interpolated)
Maximum US paper size	13" x 19"	13" x 19"		13" x 19"
11 x 17 bleed	Yes	Yes	Yes	
Copy Zoom	25-400%	25-400%	25-400%	
Standard input	4 x 550	2 x 550 2 x 1,500	2 x 550 2 x 1,500	
Bypass	100 sheets (\$680)	100 sheets	100 sheets	
Optional input	1 x 3,500 - 13" x 19" (\$3,900) 1 x 3,500 - 8.5" x 14" (\$2,350)	1 x 3,500 (\$2,400)	1 x 3,500 (\$2,400)	
Maximum input	5,250 sheets	7,700 sheets	7,700 sheets	
Recommended paper weights	Main tray: 20lb bond Bypass (17lb bond-140lb index)	Main trays: 17lb bond-110lb index Large-capacity tray: 17lb-110lb bond Bypass: 17lb bond-140lb index	Main trays: 17lb bond-110lb index Large-capacity tray: 17lb-110lb bond Bypass: 17lb bond-140lb index	
Auto duplex	Standard (13lb bond-80lb cover)	Standard (17lb bond-140lb index)	Standard (17lb bond-140lb index)	
Document feeders	DADF/80ppm/100 sheets (standard)	RADF/50ipm/100 sheets (standard)	RADF/50ipm/100 sheets (standard)	
Catch trays/finishers	2 x 1,000 + 1 x 2,000 with 50-sheet multiposition stapling (\$2,550) Booklet maker with saddlestitching (\$5,350, requires finisher) 2/3-hole punch (\$850)	1 x 250 + 1 x 1,300 + 1 x 2,450 with 50-sheet multiposition stapling (\$3,000) 1 x 250 + 1 x 1,300 + 1 x 2,450 booklet maker with 15-sheet saddlestitcher (\$5,300) 2/3-hole punch (\$850, requires either finisher)	1 x 250 + 1 x 1,300 + 1 x 2,450 with 50-sheet multiposition stapling (\$3,000) 1 x 250 + 1 x 1,300 + 1 x 2,450 booklet maker with 15-sheet saddlestitcher (\$5,300) 2/3-hole punch (\$850, requires either finisher)	
Controller	Canon controller: UFR II/PCL/PostScript Printer Kit (\$4,000) EFI external controller: imagePRESS Server Q1 (\$22,500)	Canon embedded controller: Color UFR II/PCL Printer Kit-Z1 (\$2,000) PostScript (\$1,000) EFI embedded controller: imagePASS-G1 (\$4,950)	Canon embedded controller: Color UFR II/PCL Printer Kit-Z1 (\$2,000) PostScript (\$1,000) EFI embedded controller: imagePASS-G1 (\$4,950)	
Supplies	Black toner: 16,000/\$155 Color toner: 16,000/\$165 each Clear toner: Yield not available/\$395	B/w toner: 40,000/\$87 Yellow toner: 9,500/\$149 Cyan toner: 9,500/\$149 Magenta toner: 9,500/\$149 Drum: 3,000,000/\$1,630	B/w toner: 40,000/\$87 Yellow toner: 9,500/\$149 Cyan toner: 9,500/\$149 Magenta toner: 9,500/\$149 Drum: 3,000,000/\$1,630	
Engine manufacturer	Canon	Canon	Canon	
Year introduced	2006	2007	2007	
Also sold as	No	None	None	
Product Profile	Page 7	Page 8	Page 8	

Vendor	Canon Color imageRUNNER C1022 	Canon Color imageRUNNER C1022i 	Canon Color imageRUNNER C2550 	
List price	\$3,495	\$3,995	\$8,000	
Functions Offered	Copy: Standard Print: Standard Scan: Standard Fax: Optional	Copy: Standard Print: Standard Scan: Standard Fax: Standard	<div style="border: 2px solid blue; padding: 10px; background-color: #e6f2ff;"> <p><b>Side-By Side Specs and Prices</b> for quick reference and easy comparison</p> </div>	
Scan to email	Optional	Standard		
Imaging technology	Laser	Laser		
Copy speed color	22ppm	22ppm		
Copy speed black	22ppm	22ppm		
First copy time (color)	12.5 seconds	12.5 seconds		
Copy scan resolution	600dpi	600dpi		
Copy output resolution	600dpi	600dpi		
Print resolution	2,400 x 600dpi (interpolated)	2,400 x 600dpi (interpolated)		2,400 x 600dpi, 1,200dpi (optional)
Maximum US paper size	8.5" x 14"	8.5" x 14"		12" x 18"
11 x 17 bleed	No	No	Yes	
Copy Zoom	50-200%	50-200%	25-400%	
Standard input	1 x 250	1 x 250	2 x 550	
Bypass	100 sheets	100 sheets	50 sheets	
Optional input	1 x 500 (\$500)	1 x 500 (\$500)	2 x 550 (\$1,590) 1 x 2,700 (\$2,050)	
Maximum input	850 sheets	850 sheets	4,950 sheets	
Recommended paper weights	Main trays: 17lb-32lb bond Bypass: 16lb bond-65lb cover	Main trays: 17lb-32lb bond Bypass: 16lb bond-65lb cover	Main trays: 17lb bond-90lb index Large-capacity tray: 17lb bond-90lb index Bypass: 17lb bond-110lb index	
Auto duplex	Standard (17lb-28lb bond)	Standard (17lb-28lb bond)	Standard (17lb bond-20lb bond index)	
Document feeders	RADF/50 sheets	RADF/50 sheets	RADF/28ppm/50 sheets (\$1,200)	
Catch trays/finishers	1 x 250 (standard)	1 x 250 (standard)	1 x 100 + 1 x 250 (\$100) 1 x 500 with 50-sheet multiposition stapling (\$1,200)	
Controller	UFR II LT (standard)	UFR II LT (standard)	Canon embedded controller: UFR II Printer Kit (standard) PCL kit (\$800) PostScript (\$800)	
Supplies	Black toner: 6,000 (\$162) Yellow toner: 6,000 (\$208.50) Magenta toner: 6,000 (\$208.50) Cyan toner: 6,000 (\$208.50)	Black toner: 6,000 (\$162) Yellow toner: 6,000 (\$208.50) Magenta toner: 6,000 (\$208.50) Cyan toner: 6,000 (\$208.50)	B/w toner: 26,000/\$70.50 Yellow toner: 14,000/\$175 Cyan toner: 14,000/\$175 Magenta toner: 14,000/\$175 B/w drum: 70,000/\$267 Color drum: 60,000/\$267	
Engine manufacturer	Canon	Canon	Canon	
Year introduced	2008	2008	2008	
Also sold as	None	None	None	
Product Profile	Page 9	Page 9	Page 10	