

KYOCERA MITA

**Kyocera Mita KM-C2030
Kyocera Mita KM-C3130**

Full-color speeds: 20ppm & 31ppm



Sum-up: Exciting new high-speed models offering impressive value and performance.

These new models were just coming out as we went to press. They are enhanced successors to the KM-C1530 that bring a broad range of improvements.

Amazingly, Kyocera Mita has driven down its price points on the KM-C2030 and KM-C3130 to new levels of competitiveness. The 20ppm KM-C2030 lists for \$14,195, only \$200 more than the 15ppm KM-C1530. But the big news is the 31ppm KM-C3130 goes for just \$17,395. These machines set the standard in the color copier industry for value, offering plentiful speed at very aggressive prices.

Another noteworthy enhancement on the KM-C2030 and KM-C3130 is they are Kyocera

Mita's first color models to use polymerized toner. The new toner, which is made at a facility that is part of a joint venture between Konica and Minolta, is organically grown rather than mechanically produced. Its advantages include excellent image quality, higher yields, and attractive per-page supply costs. Yields have also been extended on a number of other consumables.

The machines' optional document feeder has a 100-sheet capacity, twice that of the document feeder found on their predecessor. The KM-C2030 and KM-C3130 also support scan-once/print-many copying and full electronic collation using 512MB of standard memory. The previous platform had scan once print/print many, but did not support electronic collation of copied documents. In addition, Kyocera Mita offers an optional 10GB hard drive that is used to support various job storage features.

The touch-screen control panel has also been improved. For example, it is larger and includes a number of different color management features. But one of the more interesting aspects of the new control panel is that it is tiltable by the user and supports three different positions. As a result, it meets Section 508 criteria for handicapped access.

As with the KM-C1530, the KM-C2030 and KM-C3130 use a tandem, LED-based engine. Tandem engines generate fast color speeds by using four drums, one for each color, with the paper making a single pass while picking up toner. Although the obvious benefit of tandem systems is that color speeds are outstanding, they do have one drawback: black-and-white speeds are nearly the same as color speeds. For color users in graphics environments, this is a tradeoff they are willing to make, but this is not always so for users in corporate environments. To be successful there, a color model should offer black-and-



Kyocera Mita KM-C3130 — This 31ppm Editor's Choice model lists for just \$17,395, and offers impressive features and image quality.

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white speeds comparable to what users are already experiencing on their regular machines, as well as have a fast color speed. The KM-C2030 and KM-C3130 produce black-and-white pages at 31ppm, which is respectable.

While Kyocera Mita is one of a small number of vendors using LED engine technology, there is currently an industry trend in both the color copier and color printer markets in this direction. For example, Canon has an LED color copier of its own, and there are a number of new LED color printer models that have recently entered the market. LED technology, while considered laser-class in quality, uses a light-emitting diode array to write image data onto its drums, not a laser as with conventional laser machines.

Another important criterion for color copiers designed for use in the general office is strong paper handling. The KM-C2030 and KM-C3130 feature a full range of paper-handling options, including stackless automatic duplex and two different finishers. The finishers come in two flavors: there is a low-end device that lists for \$1,890 and features 30-sheet stapling and a more upscale option that goes for \$3,000 and offers 50-sheet multiposition stapling and saddlestitching.

On the input side, the machines have a dual-tray 750-sheet standard paper supply and offer users the choice of adding up to two additional 500-sheet trays and a 2,500-sheet large-capacity tray. Maximum paper capacity with options is 3,250 sheets. All of the paper handling options are reasonably priced, which is a pleasant surprise in a market noted for excessive markups on accessories.

In appearance, the KM-C2030 and KM-C3130 look more like printers than copiers; the base engine sits on a stand and the scanner is mounted on a special platform over it. They are identical in all ways except for speed, and come with the same optional controller.

The machines' optional embedded controller is sourced from EFI and lists for \$4,200 — it's the powerful Fiery X3e+. Missing from the list of options is the embedded controller developed by Minolta that is offered on Konica and Minolta versions. This low-end device provides a number of unique capabilities — for example, the ability to view the print queue on the copier control panel and a more advanced scan-to-email function — but is quite limited in other areas. For example, it offers support for PCL but not PostScript, and it has more limited performance, particularly on print runs of one set.

The KM-C2030 and KM-C3130 have a lot going for them in terms of penetrating the office color market. They offer

excellent color speed for the money and their black-and-white speed should meet the needs of most users. Further, paper-handling capabilities are excellent, as is image quality, and the machines' prices will fit within the budgets of most cost-sensitive corporate buyers.

While we have a slight preference for the KM-C3130 because it's a better deal when it comes to color speed for the dollar, both models receive our Editor's Choice Award.

Kyocera Mita

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Vendor Profile

Kyocera Mita is the office equipment arm of the Japanese conglomerate Kyocera, which is best known as a maker of advanced ceramics and electronics. Kyocera Mita was formed when Kyocera acquired Mita in 1999.

Unlike the other Japanese manufacturers featured in this guide, Kyocera Mita is an office equipment specialist: its business is devoted solely to copiers, fax machines, multi-functional devices, and printers. Copiers account for the lion's share of its business.

The company made its debut in the color copier market in 1996 — though the machine it introduced was not its own but a relabeled Minolta. This relationship continues today, as Kyocera Mita relabels three color models from Minolta. Kyocera Mita also sells two homegrown color copiers in the US market. Called the Kyocera Mita KM-C830 and KM-C830D, these machines are derived from the FS-8000C color printer.

Kyocera Mita sells its copiers primarily through dealers, though recently it has been expanding its direct-sales organization. It currently has over 10 branches located in major cities in Alabama, California, New Jersey, and New York.

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