

LANIER

Lanier LP222cn

22ppm full color

22ppm black & white



Sum-up: Respectable color performance at a low price point.

The new Lanier LP222cn (\$999) is a strong new model in Lanier's color laser printer line. It follows a current trend being followed by printer manufacturers of rolling out desktop color machines with consistent speed ratings for both color and black-and-white. Low-end color laser machines released over the last few years frequently had wide gaps between color and black-and-white speeds, such as the LP031c

The LP222cn prints at 22ppm in both color and black-and-white. It's a solid performer suitable for a small workgroup. And since color printing would most likely be the main need of its users, that's a welcome improvement.

The LP222cn prints at 1,200dpi native resolution. It has a speedy 533MHz processor, and 128MB of standard memory, expandable to 512MB. An optional 20GB hard drive is available.

The printer has standard PostScript and Ethernet, as well as a USB interface. Wireless and Bluetooth connectivity are available as options.

The machine has a 530-sheet paper tray as well as a

100-sheet multipurpose bypass tray. Up to two 530-sheet trays of paper supply can be added for a maximum paper capacity of 1,690 sheets. Duplexing is available as an option. Output is limited to 250 sheets.

Lanier also offers a multifunction option, in which an image scanner can be added to the unit.

Consumables for this unit are reasonably priced, running 8.7¢ a page for color and 1.7¢ a page for black-and-white. Those are respectable prices for an under-\$1,000 color laser printer.

This is a solid workhorse ideal for small offices and workgroups. It compares well to similar offerings from Lanier's competitors, including the Hewlett-Packard Color LaserJet 3800, the Panasonic WORKiO DP-CL22, and the Kyocera FS-C5025N. It has good paper handling for a desktop model, and the 22ppm color speed is a



Lanier LP222cn — This color laser model offers strong 22ppm performance at a sub-\$1,000, making it a solid choice for small workgroups.

**Editor's
Choice
Reprint**

Better Buys for Business is the leading independent buyer's guide to office equipment. Our mission is to help buyers of copiers, printers, fax machines, scanners, and duplicators make smarter purchasing decisions. To learn more about *Better Buys for Business*, including subscription information on independent guide ratings for all vendor models, contact us:

800 247 2185

www.BetterBuys.com

commendable improvement over past Lanier color models in this price range. This printer gets our Editor's Choice Award.

er buyers through its direct-sales force; however, it also has some dealers. Lanier is a service-intensive supplier. Its prices include delivery, installation, training, and initial supplies.

Lanier

*Atlanta, GA
800 708 7088
www.lanier.com*

Vendor Profile

Lanier, a major office equipment distributor, was acquired by Ricoh in early 2001. Ricoh had already acquired Savin and Gestetner, and Lanier was an obvious target since it relabeled a number of different Ricoh machines under the Lanier name. So far, the company operates independently from the other Ricoh divisions, but that may change. Lanier mostly sells direct and concentrates on larg-

Excerpted from *The Color Laser Printer & Business Ink Jet Printer Guides*, volume 188, November, 2006.
© 2006 Progressive Business Publications, Inc.

No Advertising. No Bias. No Compromise.

Better Buys for Business is the nation's leading independent authority on document imaging equipment (copiers, printers, faxes, scanners and duplicators). To assure its independence, Better Buys for Business accepts no advertising.

**Better Buys
for Business**

Need more information?

For subscription information on independent guide ratings for all vendor models, please call 800 247 2185, visit us at www.BetterBuys.com or mail at 370 Technology Drive Malvern, PA 19355