

## Upgrading from a Canon TM-240 or TM-340?

How to choose the right new Canon imagePROGRAF, and why the cheapest printer isn't the cheapest to own.

Canon has replaced the TM-240 and TM-340 with a new generation of TM printers. The like-for-like replacements are the **TM-500** (24"/A1) and **TM-600** (36"/A0). Like your current printer, they only take small 55ml ink tanks.

For a small step up in purchase price, the **TM-510** and **TM-610** family take 130ml or 300ml tanks. That **halves your ink cost per ml**. They also come with more ink in the box, print faster, and are available with a built-in scanner.

### Your options at a glance

|                                         | TM-240 / TM-340<br>(your current printer) | TM-500 / TM-600<br>(direct replacement) | TM-510 / TM-610 / TM-615<br>(recommended)   |
|-----------------------------------------|-------------------------------------------|-----------------------------------------|---------------------------------------------|
| <b>Starter ink in the box</b>           | 300ml                                     | 300ml (80ml matte black + 4 × 55ml)     | <b>490ml</b> (130ml matte black + 4 × 90ml) |
| <b>Ink tank sizes</b>                   | 55ml only                                 | 55ml only                               | <b>130ml or 300ml</b>                       |
| <b>Ink cost per ml*</b>                 | 79p                                       | 79p                                     | <b>45p</b> (130ml) / <b>38p</b> (300ml)     |
| <b>A1 print speed (36" model)</b>       | —                                         | 21 sec (2.7 A1/min)                     | <b>17 sec (3.2 A1/min)</b>                  |
| <b>Output basket</b>                    | —                                         | 1 sheet                                 | <b>20 sheets</b>                            |
| <b>Built-in scanner option</b>          | No                                        | No                                      | <b>Yes:</b> TM-510M (A1) and TM-610M (A0)   |
| <b>Encrypted storage option</b>         | No                                        | No                                      | <b>Yes:</b> TM-615 (256GB SSD)              |
| <b>New high-density matte black ink</b> | No                                        | Yes                                     | Yes                                         |
| <b>Stand included</b>                   | Yes                                       | Yes                                     | Yes                                         |

\*Based on our current prices for full Canon ink sets: 5 × 55ml £217.50, 5 × 130ml £292.60, 5 × 300ml £568.37 (ex VAT).

### Ink cost per ml

55ml tanks (TM-240/340, TM-500/600)



130ml tanks (TM-510/610 family)



300ml tanks (TM-510/610 family)



**55ml ink costs about twice as much per ml as 300ml ink.** Every litre you print on a TM-500/600 costs around £791. On a TM-510/610 with 300ml tanks, the same litre costs around £379.

## What that means over the life of your printer

Typical savings from choosing a TM-510/610 family printer instead of a 55ml-tank model, at today's prices:

| Ink you use per year        | Saving per year<br>(130ml tanks) | Saving per year<br>(300ml tanks) | Saving over 5 years<br>(300ml tanks) |
|-----------------------------|----------------------------------|----------------------------------|--------------------------------------|
| 1 litre (light use)         | £341                             | £412                             | £2,060                               |
| 2.5 litres (typical office) | £852                             | £1,030                           | £5,150                               |
| 5 litres (busy office)      | £1,704                           | £2,060                           | £10,300                              |

- **More ink in the box:** you get 190ml more starter ink. Bought as 55ml tanks, that's worth about £150 before you've printed a page.
- **Quick payback:** on the previous generation, the step-up model's extra cost was paid back in less than one set of replacement ink. Ask us for current figures on the new models.
- **Not sure how much ink you use?** We can help you check your current printer's usage history and work out your exact saving.

## New on every model in the range

- **New high-density matte black ink** gives crisper lines and darker text on CAD drawings.
- **5-colour LUCIA TD pigment inks** are water and fade resistant on plain and coated paper.
- **Print from anything:** Wi-Fi, Apple AirPrint, Mopria (Android/Windows) and Chromebook, with no drivers to install.
- **Built-in scanner (TM-510M / TM-610M):** print, scan and copy from one compact machine, scanning at 10 inches/sec mono and 5 inches/sec colour.
- **Greener build:** about 25% recycled plastic and polystyrene-free packaging.

Pair your new printer with **DS Jet White MasterQ 90gsm 610mm x 50m (A1)** or **914mm x 50m (A0)** Large Format paper. It's our own-brand CAD paper, specified for crisp line work on Canon pigment inks.

## Next step

Your Design Supply account manager will call you within two working days of sending this. They'll talk through your current ink usage, pricing on the new models and trade-in options for your TM-240 or TM-340. If you'd like to talk sooner, call **020 7842 1555** or email **sales@designsupply.co.uk**.

As a reminder, we're now in our 36th year supplying large format printer solutions and have sold over 7,000 printers to architects, photographers and signage businesses across the UK. You can read more about us here:

[www.designsupply.co.uk/about-us/](http://www.designsupply.co.uk/about-us/). Design Supply is an Accredited Canon Gold Partner.