

# NetzoDruk set to **boost** business with Impremia IS29

“We are ready to set sail for the future, and we are very proud to have the Komori Impremia IS29 as our flagship,” says Martin Damhuis, who joined NetzoDruk as a partner in the middle of 2017. He has set himself the ambitious task of taking business to ‘the next level’: “We see many opportunities for further growth.”



From left: Robert Holscher, Sales Director Digital and Finishing Equipment; Henry Ipskamp, Co-owner/Founder; Martin Damhuis, Partner

Two Dutch brothers, Henry and Jeroen Ipskamp, established NetzoDruk in 2005. They take the same innovative approach as their father did when he founded his printing house in 1978. Always eager to find new business, Mr. Ipskamp Sr. early on recognized the advent of digital printing technology as a major opportunity to, for example, successfully pioneer the market for the professional reproduction of these. Martin Damhuis says: “That market is still an important part of our business today. Now, we see the Komori Impremia IS29 as the next big thing. Being the very first to install this new inkjet system in The Netherlands gives us a competitive edge. We will be able to offer original services and open up untried markets.”

Today, NetzoDruk has two operational locations – Groningen and Enschede – employing nearly 30 people. Together, they provide digital print and finishing services to both the business-to-business and business-to-consumer markets – the latter mainly through its online web portal. “To broaden our scope, we added large-format inkjet printing to our in-house portfolio last year,” says Damhuis, as he explains how NetzoDruk is gearing up for further growth. “The large-format printing allows us to target completely new markets, such as art printing, signage



and packaging samples. We even created an 'inspiration room' at our Enschede location, where we show customers the range of new materials, products and applications that are now within reach."

### On the right track

Ever since Komori announced its Impremia IS29 sheetfed UV inkjet digital printing system in 2012, Henry Ipskamp has kept a keen eye on its further development and progress – even visiting the factory in Japan to take a closer look at the technology. The live demo at drupa in 2012 made a big impression. Says Damhuis: "It not only confirmed that inkjet would indeed be the printing technology of the future but also showed that Komori was on the right track to achieve very high print quality and a wide color gamut."

### Taking things a step further

High quality and a wide color gamut are exactly the kind of specifications NetzoDruk is looking for. "We want to be able to stand out by taking things a step further. The Komori Impremia IS29 allows us to do exactly that," says Damhuis. "Our customers have become accustomed to a level of quality from our current digital presses, which until now have been considered as setting the standard. But we will be able to exceed those expectations and provide even more added value with our new machine."

Having the Komori Impremia IS29 up and running at the Enschede location, Damhuis is ready to take full advantage of its unique features: "We can now go up to B2-size sheets – a much larger format than we could handle before, and also larger than most other systems can process. And then there is the very broad range of paper and substrates we can print on, with thicknesses of 0.06 up to 0.6 mm. This will expand our product

range even further, opening up new possibilities, such as book covers and carton boxes for the packaging market. We can really go for some extremely challenging paper varieties and still be able to print with high quality. I look forward to discovering new and interesting niches with our customers."

Because the Komori system uses UV inkjet inks, substrates do not need any of the precoating that other inkjet machines require. Damhuis explains: "The inks are fully UV-cured right after printing, so we can start finishing the product immediately. This gives us another advantage by being able to further shorten turnaround time for our customers."

### Boosting business

Although being the first to install a Komori Impremia IS29 in The Netherlands required NetzoDruk to stick out its neck, Damhuis is convinced it will lead to success. "The Ipskamp family and Komori have always had a relationship of trust. So cooperating on the implementation of the Impremia IS29 has been a true partnership. Hopefully, we will even be able to add a second Komori Impremia IS29 as quickly as possible to make sure we take full advantage of the opportunities this future of print has to offer."

NetzoDruk movie  
<https://goo.gl/fPmJXW>

