

RechargeEast MAGAZINE

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Dedicated to the Imaging Supplies Industry of Central and Eastern Europe, Russia, and CIS

*MFPs are
Still an
Oasis in the
World of
Printers*

**COMPEDO:
GERMAN MANUFACTURER SINCE 1987**

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Albania, Bosnia and Herzegovina, Bulgaria, Croatia, Czech Republic, Greece, Hungary, Macedonia, Poland, Romania, Russia, Serbia and Montenegro, Slovakia, Slovenia, Turkey, Ukraine



Compedo: German Manufacturer Since 1987

Compedo is an ink manufacturer based in Iserlohn / North Rhine Westfalia in Germany near Duesseldorf and Dortmund that has been developing technology very quietly since 1987.

Key competence of Compedo is the manufacturing of high quality and price sensitive inkjet inks for the remanufacturing industry. The company has started more than 20 years ago with special textile inks that could be printed directly with piezo inkjet technology on untreated textiles for outdoor applications like flags and banners which are still made in Iserlohn today. Compedo was the very first supplier in the early days of compatible inkjet inks and is therefore well known to be the inventor of the Refill Kit.

Founder and owner Richard Pennekamp: "Today 25 people are working at the headquarters and manufacturing plant in Iserlohn, Germany. Depending on the different markets, Compedo manufactures about 200 tons of ink per year. 70% of it is sold as bulk inks to recyclers and refillers that also produce the Compedo branded product line. 30% is filled into about 250 000 Compedo and customized brand Refill Kits."

General Manager Dr. Dirk Klein: "Customers often tell us that in Compedo they have found a reliable partner that provides high quality products at reasonable prices. This is possible because of limited margins and the low overhead structure and allows us to buy high quality raw material whereas 90% of those suppliers are



located in Europe. On the other hand we have a computerized ink jet ink manufacturing plant that gives us a lot of flexibility and efficiency. Therefore the ink is always made fresh and customized due to the order of the customer "just-in-time" which is not possible with the typical conventional "vessel-and-stick" method, so popular in our industry. Additional pre and after sales support is an important subject for us. Normally the products are at the customers place within a few days. If there is a problem – we solve it. A special wish, niche product, whatever– we try our best to address it."

Meanwhile the company is active in the toner supplies business and is regarded to be a specialist of compatible Kyocera Toner Kits beside the typical "all in-one"- Remans of the various popular printer brands that still dominate the market. Sales manager Andreas H. Meenen and Dr. Dirk

Klein who have about 20 years experience in this industry, both had worked for toner powder manufacturers as well and look to have specific know how in selecting the best quality components which offer the most value.

Sales manager Andreas H. Meenen: "Our products are developed and manufactured in Germany. Inks and toners are in conformity with the new REACH legislation and fulfil the well known DIN standards. We work in the tradition of "Made in Germany" and to give our customers the best possible products at the most reasonable prices. Once people have tried our inks and office consumables they are convinced of quality and value but in the toner field with the Kyocera Kits we have a really outstanding quality."

Dr. Klein: "With the "DEEP" product line we have a premium grade in inks that in a blind test would outperform



Compedo Vertriebs-GmbH



many popular brands. But we also can manufacture very price sensitive products due to the customer's needs in special markets. The great experience of Compedo from the very early days until today in the various outdoor textile applications printed on wide format piezo systems gives us a lot of possibilities to produce outstanding UV-resistance at reasonable costs. But this is just one example. We lately developed several new industrial inkjet applications like postal coding inks, marking inks and others due to customer needs.

Several well known recyclers and refillers all over Europe are already putting their trust on Compedo's ink quality. When will you?, - the company is asking.

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