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Glunz & Jensen is close to a 100% market share in Malaysia

Since Glunz & Jensen won the world's biggest newspaper order in Singapore in January 2010, the company has succeeded in continuing a trail of significant worldwide orders at the largest printers in the graphic industry.

The latest order, signed at the China Press BHD, of Kuala Lumpur - Malaysia, brings Glunz & Jensen close to a 100% market share in Malaysia.

Keld Thorsen, CEO of Glunz & Jensen: "Our goal is to continue to conquer the world of pre-press solutions, country by country, and our track record shows that we are in good progress of gaining market shares around the globe. Our products cover the needs of every printer on the market today, so they do not need to look further for totally integrated pre-press solutions than at Glunz & Jensen."

China Press BHD added Glunz & Jensen's punch/bend to its Chan Saw Lin and Ipoh plants;

China Press's Ipoh Plant will have three Krause Smart and Easy Jet CtP engines directing plates into a ProVision Alliance punch/bender via three UTMs and two cross conveyors allowing for full automation.

Johor Plant will have two Krause Smart and Easy Jet CtP units pushing plates to the Glunz & Jensen, single ProVision Alliance via two UTM conveyors and a cross-conveyor allowing for full automation of the two lines into one punch/bender.

The ProVision Alliance units will automatically produce three different plate profiles with unique bend configurations and registration notches for each plant site. The China press is taking full advantage of the ProVision Alliance's versatility to produce plates for their DGM 440/430, Goss Universal and Goss Urbanite presses.

China Press BHD, of Kuala Lumpur

China Press is the second-largest Chinese-language daily newspaper in Malaysia with a daily circulation of 220,000. It is also one of the few authorized Chinese-language dailies circulating in Singapore.

About Glunz & Jensen

Glunz & Jensen develops, manufactures and markets integrated and innovative solutions for the prepress industry. Glunz & Jensen's products and solutions cover almost all equipment used in the prepress process in modern printing houses. The largest product area is CtP plate processors, but Glunz & Jensen also focuses on product areas including punch & bend equipment, conveyors and stackers as well as software for monitoring and managing the complete prepress processes. The latest addition is inkjet technologies in form of iCtP platesetters. Glunz & Jensen has achieved a leading position and a high market share within its core areas, and Glunz & Jensen's products are known for setting the technological standard on the global market.

Glunz & Jensen markets its products through an extensive network of distributors and dealers, and a large part of sales also takes place through OEM customers which include Agfa, Fujifilm, Heidelberg and Kodak. Glunz & Jensen enjoys close partnerships with several of its OEM customers – partnerships which also include developing new and innovative solutions for the prepress industry.

At the end of 2009, Glunz & Jensen had 230 employees. Of these, 90 were employed in Denmark, while the remaining employees worked at subsidiaries in Slovakia and the USA.