

# GLUNZ & JENSEN

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FOR IMMEDIATE RELEASE

January 20, 2010

## Glunz & Jensen's Punch/Bend Division – New Years Update

**Granger, Indiana** – The following sales are a testimony that newspapers and commercial printers worldwide, continue to choose Glunz & Jensen, Inc. for its high quality equipment and impeccable service.

The Glunz & Jensen Service Department finished an extensive equipment evaluation, training and installed retrofits for three ProVision Alliance Punch/Benders to convert them to 44 inch (1117.6 mm) web widths at the **Orlando Sentinel (FL)**.

“I would like to take a moment on behalf of **Orlando Sentinel** to recognize your Quality Control and Service Manger, Dave Walter. We have worked with him on three separate occasions in the past four months and he has gone above and beyond the call-of-duty to meet our needs as your client,” said **Jeffrey M. Koors Jr., Quality Systems Analyst & Coordinator of the Orlando Sentinel**.

“He first came in to repair a K&F (Glunz & Jensen) bending unit and dial in all three of our lines to a degree that our own internal tech support claimed was, “impossible” to achieve. Dave (Walter) then came on-site to perform a series of maintenance training session and a software upgrade. We received exceptional feedback from our staff about how well the training went and we can see it pay off in how they respond to resolving issues with these benders. His most recent visit included him doing the 44” (inch) modifications to each unit. He not only came in to do the modifications, but he stayed to watch us take the product live and to provide emergency support if needed.” stated Koors.

“Dave (Walter) has built some lasting relationships here with our staff. He produced site visit reports and met all of our needs without issue. Dave (Walter) is available and accessible to us and demonstrates “OUT OF THIS WORLD” customer service. Thanks for giving us the opportunity to work with such a talented person. You have an absolute gem within your organization!” Koors went on to say.



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**The Hartford Courant (CT)** hired Glunz & Jensen, Inc. to retrofit their Punch/Bend equipment to 44 inch (1117.6 mm). To get the Courant to a 44 inch (1117.6 mm) web, Glunz & Jensen will ship two retrofit kits for the ProVision Alliance Punch/Benders. With Hartford using the Glunz & Jensen Wide Gap No- Tool Lock-Ups, the Courant only need to order three parts of the lock-ups, not the entire lock, to convert the press down to 44 inches (1117.6 mm).

**The Wilmington News Journal (DE)** contracted Glunz & Jensen, Inc. to install retrofits on their two XLV-180 CtP engines and one of their existing Glunz & Jensen Punch/Benders for 44 inch (1117.6 mm) web-width. The News Journal also added two new VisionMaster Punch/Benders and a new Universal Transition Unit (UTM) plate transport conveyor.



**Printer's Mysore, Bangalore, India** commissioned two ProVision Alliance Punch/Benders. The Bangalore site's two CtP lines will filter into one ProVision Alliance and include two UTM's and a plate stacker to complement the line. The Dharwad site will also operate a free-standing ProVision Alliance unit where operators will feed plates into it and it will stack the plates on the back side. In both operations, the ProVision Alliance will identify the proper plates and punch and bend them accordingly to fit their Man Roland, KBA, Coroset and Hi Line presses.

**The Daily Record of Wooster (OH)** purchased a free-standing ProVision Alliance 38, where operators feed plates into the Punch/Bender to complete the plate. The ProVision Alliance was built and installed before the Christmas holiday.

"The (ProVision) Alliance Pro has been doing great. (It is) spoiling my crew!" remarked Ed Perry, Press Manager of The Daily Record.

**Grafopel SA of Perafita, Portugal** ordered a complete line of Punch/Bend equipment for **Damer Gra Fica, LDA of Luanda, Angola**. Glunz & Jensen customized a commercial ProVision Alliance to bend up to a 65 inch (1651mm) offset web plate. Grafopel also ordered a ProVision Alliance 38, CMX-R commercial conveyor, a regular stacker and a VLF stacker to complete the line.

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**Oklahoma Publishing Co., Oklahoma City (OK)** kicked off 2010 by purchasing a VisionMaster Punch/Bender, plate stacker and Universal Transition Unit (UTM) plate transport conveyor. In addition, they ordered a retrofit kit to connect the new VisionMaster to their three lines of pre-existing Glunz & Jensen Punch/Bend equipment. All the equipment will be set to run a 44-inch (1117.6 mm) web-width.

**Columbus Ledger & Enquirer (TN)** ordered a new CM-30 plate entry conveyor, a new VisionMaster Punch/Bender and a two plate position stacker unit. This is the third line of Glunz & Jensen equipment that the Ledger & Enquirer has installed.

**The Cartagena Editora Del Mar S.A., El Universal of Columbia** purchased a new Semi-Automatic Plate Bender (SAB-38) and a DP Power Punch for their Glunz & Jensen Slot Lock-Up installed in their Goss Urbanite Press.

**Allentown Morning Call (PA)** will have two web-reduction retrofit kits installed on their existing ProVision Alliance Punch/Bender. This conversion, which will take the Punch/Benders down to a 44 inch (1117.6 mm) web-width, is set for early February.

**Cia T-Janer Sao Paulo, Brazil** purchased a free-standing VisionMaster and new Slot Locks for **Comercio E Industrial of Columbia**. Installation is set for March.

### 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 and punch/bend equipment, but Glunz & Jensen also focuses on other product areas, including iCtP plate setters, plate line equipment, stackers and software for monitoring and managing the complete prepress processes.

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.

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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, Fuji, 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.

### PHOTO CUT LINES:

#### Attached Photos:

**First Photo: Orlando Sentinel - From left to right:** Jeff Koors, Quality Systems Analyst & Coordinator for the Orlando Sentinel with his production team, Glenn Cissell and Charles Edner are thrilled with their the service Glunz & Jensen has provided on their ProVision Alliance Punch/Bend Equipment.

**Second Photo: Dave Walter\_Wilmington:** Dave Walter dials in the Vision System on one of Wilmington News Journal's VisionMaster Punch/Benders.

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