

Printer's Perspective



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- Dan Laity, Action Printing and Photography

What was the main reason you chose the PlateWriter?

"Price and performance - it was the ONLY system I could get that gave me the quality I needed at a price (and consumables cost) that would make the system earn money for me. There are other systems out there that can do the same level of quality but come at a price that is three or four or more times more expensive."

What are your monthly savings with iCtP in terms of time and/or money?

"Since it registers better and faster than polyester plates I save a nice chunk of time at the front end - and since it does not give me any problems on the press I save time during the run as well. Plus, I can re-use plates - so I save a little down the road too."

Has the PlateWriter generated more business for you?

"I can not say the ictp 2000 has generated more business for me, however, it has allowed me to keep more jobs and more complex jobs in house - as opposed to farming them out - and this keeps more money in my checking account."

What quality improvements have you noticed?

"I will put a metal plate created with my PlateWriter 2000 up against any polyester plate on the market - I have tighter, easier and more reliable registration. My ink goes down better - I have NO fountain solution issues (used to be a CONSTANT headache with polyester)."

What is the most important benefit you have attained?

"Fewer issues! I put the plate on - it registers - it runs - no aggravation - no hassles! At the end of the day I am in a much better mood."

Would you recommend the PlateWriter to others?

"Yes, it is a COST EFFECTIVE solution - it addressed the problems I was having with polyester plates and the costs associated with the entire system are so affordable that I can be profitable."

Additional comments?

"Service and support has been excellent!"



From Dan Laity, owner of Action Printing and Photography, a small commercial printer in Fremont, Ohio. He replaced his older polyester platemaker with a Glunz & Jensen PlateWriter 2000 in September 2010 and has been reaping the benefits of metal plate system. For more information about iCtP PlateWriters and NewsWriters see www.platewriter.com.

OVER 600 INSTALLATIONS

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