

Mike Benz, Owner
Benz Press Werks
High Ridge, MO
636-677-4500

“We’re still in business today because of this machine.”

Founded in 1984 by husband and wife team, Mike and Marcia Benz, Benz Press Werks credits the Glunz & Jensen PlateWriter for saving their business.

As a small business owner, Mike and Marcia wear many hats and balancing the demands of managing and growing a business while being responsible for production was stretching their resources to the limit. When combined with the cost of film and courier fees, Mike knew that he had to change how he operated his business if he was going to stay in business.



Even though the PlateWriter is priced well below other ctp equipment, Mike was not sure he could afford the system. After working with his dealer and representatives from Glunz & Jensen, he calculated he could afford it based on the savings realized from eliminating film. And he could easily see how much time the system would save him, helping to keep costs down and freeing him to focus on growing his business.

One of the factors affecting their decision was the need for flexibility. “We needed a system that could process 4-up plates for our large size Hiedelberg as well as smaller sizes,” said Mike, “This system gave us the ability to produce the wide variety of products we offer our clients .”

The Benz’s have also been pleased with the comittment and support from both their dealer and the manufacturer. “Glunz & Jensen stood behind their product and worked with our dealer to make sure any installation issues were solved quickly.”

Immediately after installation the Benz’s were processing jobs. Despite never having used a RIP, Marcia was able to to start using the system on her own due to the easy to use, intuitive interface.

Now entering his third year with the PlateWriter, Mike continues with his comittment to his clients to deliver the highest quality product possible in a timely manner. He plans on continuing to leverage technology such as the internet and solutions like the PlateWriter to set Benz Press Werks apart from the competition.



Dennis Chase, Owner
Progressive Graphics
Newark, NY
315-331-3635

“Using the PlateWriter™ 2400 frees up the hours I used to spend stripping.”

Located midway between Syracuse and Rochester, Progressive Printing of Newark, New York has been meeting the needs of local business for over 15 years.

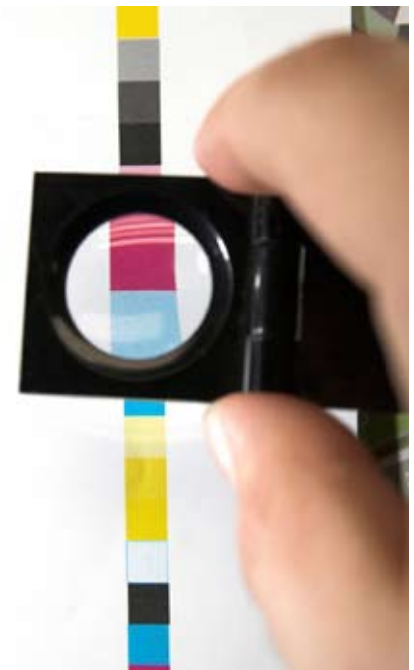
Progressive had considered moving from polyester to computer to plate for several years, but the price had been prohibitive until the Glunz & Jensen PlateWriter™ was introduced. “We were spending time and money we didn’t have,” said Dennis Chase, owner of Progressive Printing. “We have a great relationship with our equipment vendor, Buffalo Printing Supply, and when they recommended the PlateWriter 2400 we decided to test it.”

“We were worried about quality and speed and the PlateWriter™ 2400 exceeded our expectations. No one has to babysit the machine. We can load a plate and walk away. And registration is even better than with our old system.”

Dennis and his team are also delighted with the low maintenance requirements and the lack of processing chemicals and waste. “There’s no gunk for us to clean up and we don’t have to pay someone to take away our chemical waste.”

By installing the PlateWriter™ 2400, Progressive Graphics has improved quality, saved time and money and eliminated the need for chemical processing.

“Using the PlateWriter™ 2400 frees up the hours I used to spend stripping. It let’s me focus on my business and lets my employees be more productive.”



A.R.T.
Bellisvej 15, Stilling
8660 Skanderborg
Denmark
Phone: + 45 8657 0999

“Get 5 weeks of extra freedom per year with PlateWriter™.”

A.R.T. is a little offset printer that helps customers with everything to do with printing on paper. They specialise in 1 and 2-colour offset print and 4-colour digital print in small runs. A.R.T.'s customers are primarily small companies that need 500 envelopes, 1000 letter-head, a stack of business cards and a couple hundred 4-colour product brochures – all for a great, low price.

A.R.T. has an annual plate production of approximately 900 plates and in 2008 replaced its analogue equipment with a PlateWriter™ 2000 from Glunz & Jensen.



Anders Rehhoff, owner of A.R.T.:

“The reason that we replaced our equipment was that I could see an immediate time savings of 12 minutes per plate (film production, mounting, lighting, etc.). With an annual plate production of 900 plates, that gives us 4-5 weeks of freedom each year. It only takes 15-30 seconds per plate to load the machine - then I can get on with other things.”

“The PlateWriter™ has brought new life to my old printing press. The technical problems that I have struggled with in the past couple of years have disappeared. It takes almost no time to change the settings between jobs and the use of stochastic raster gives a much cleaner print and a fantastic picture quality.”

“Maintenance is practically non-existent. In fact, I would call the PlateWriter™ maintenance-free. I rinse the gum section with warm water for 10 minutes every evening, so it always works like new! And I don't need expensive service contracts for cleaning of my CtP system.”

“The PlateWriter™ only fills 2m², but has an operating cost and quality that match the best that other CtP equipment can offer. On the other hand, the system costs much less than other CtP options. My choice of iCtP from Glunz & Jensen is the right choice for my little print shop and is a solution that I am sure I will be glad for, for many years to come.”

JT Gruppen A/S
Greve Bygade 28 B
2670 Greve
Denmark

“Our position on the environment is clear!”

JT-Gruppen is a printing company that employs 5 people. Their customers consist of small to large companies, brokers, councils, and job centres. JT-Gruppen prints stationery, envelopes, flyers, business cards and magazines, and 95 % of these jobs are run on a PlateWriter 2000.

Until March 2008, JT-Gruppen bought access to produce of their film and plates several different places in Denmark, as they did not have these resources in-house. This could take up to two days, depending on what time of the day the jobs were delivered.

Henrik Lund Sørensen, owner of JT-Gruppen, wanted to reduce the general lead time on their print jobs, and was therefore looking for an alternative to analogue printing. Henrik chose to purchase a PlateWriter™ 2000 from Glunz & Jensen. The deciding factor for choosing a PlateWriter 2000 was an attractive price compared to the traditional CTP systems on the market.



Today, Henrik runs pdf-files directly to the RIP in-house. This reduction in lead time has contributed to a much more competitive business and today Henrik can deliver prints at a far more competitive price. This has attracted more customers to JT-Gruppen.

Henrik Lund Sørensen: “The quality is really good. We can print raster points with an accuracy all the way down to 1%, instead of the 3% we used to deal with.”

“Our position on the environment is clear! Because of the PlateWriter™, we have been able to remove all chemicals from our printing house and later this year we expect to launch completely new, environmentally friendly products. We are prepared for the stricter environmental legislation that is coming soon!”

Vitten Grafisk A/S
Vittenvej 54
8382 Hinnerup
Denmark

PlateWriter has made Vitten more competitive.

Vitten Grafisk is a print shop with 5 employees that is owned by Lasse Borgbjerg. The majority of their business includes printing letterhead, envelopes, business cards, flyers and magazines for small and medium-sized companies.

In 2008, Vitten Grafisk was preparing to replace their analogue film and plate system, when one of the employees also decided to leave the company. Lasse Borgbjerg decided that it was time to find a way to make their plate production more effective.

He was introduced to the PlateWriter™ 2000 from Glunz & Jensen and immediately recognised the opportunity that it offered his company. iCtP was a much smaller investment than traditional CtP – but offered the same advantages. It also meant that he wouldn't have to replace the employee that had left, thereby saving money.

Earlier, an employee used a minimum of 4-5 hours every day developing film and making plates. When there were many 4-colour prints, it often took a whole day.

"Having a PlateWriter™ means that we can do the same amount of work with one less employee and we have no need for an experienced graphic designer to use time producing film and plates. They can work full time on other assignments! It also makes us more competitive with 4-colour print, as we have a much more effective plate production," says Lasse Borgbjerg.

"The PlateWriter™ is largely maintenance-free. We use 10 minutes once a week to rinse the gumming section. And there is also the advantage that we are no longer bothered by an irritating chemical smell."

"The quality is better than with traditional raster quality – particularly giving more details in the dark areas. The precision is also better, so the printer uses less time to adjust the plate. That has given us happier employees, because they don't have to use so much time on manual labour."

Overall, Vitten Grafisk has become more effective and saved a lot of time and money.





Hank Clifford
Glunz & Jensen, Inc.
21405 Business Court
Elkwood, VA 22718

Dear Hank,

I am writing this letter to express my sincere thanks for you and your company's efforts in assisting PIP Printing & Document Services, Burbank in our search and acquisition of a replacement Computer to Plate system for our operation. As you know, we had been using a DPM 2000 for the past eight years and the company that sold us the equipment no longer wanted to service the machine. Their solution was another piece of equipment that would have cost us a great deal of money to get into. Glunz & Jensen's system fit the bill perfectly. Following are the expectations we wanted to be met with a new piece of equipment for out-putting our printing plates.

- 1) An environmentally friendly system that was chemistry free.
- 2) A low maintenance system.
- 3) High quality printing plates that were easy to put on the press and run quickly and trouble free.
- 4) A low cost plate system and low per plate cost.
- 5) Simple operation to send files to plate processor and get plates out to go to press.

The PlateWriter 2000 has met all of these requirements easily. As a matter of fact, I was leary about the quality we could expect from this type of system. On one particular job, the PlateWriter 2000 picked up a faint drop shadow that didn't even print on the proof from my Igen3 digital press! The fact that we are now using all metal plates instead of polyester plate material is a big plus for us as well as our customers. This has allowed us to dispense with the need to buy out metal plates from an outside service bureau saving us significant cost.

No more long regular maintenance and costly chemistry take away is fantastic. We intend to promote this to our customers in our efforts to become more environmentally friendly as their printing company.

The installation and subsequent service from your company and staff was excellent. The set up was simple and quick; accomplished in about five hours with us having the ability to output plates for the press. Answers to our questions that that came up a few times were taken care of quickly by our Glunz & Jensen rep.

In closing Hank, it's nice to find a piece of equipment one wants to add to their operation and get treated as a customer should be; very well!

Best regards,
Bill Kirsch
PIP Printing