

Glunz & Jensen A/S

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GLUNZ & JENSEN'S GROWTH STRATEGY IN CHINA IS NOW PAYING OFF

In June 2012 Glunz & Jensen established a new production facility in the Suzhou region of China, approximately 80 km west of Shanghai. Glunz & Jensen Asia expands on the company's existing production facilities in Slovakia and USA, delivering the widely acclaimed Glunz & Jensen products to the Chinese and South-East Asian markets.

Along with own manufacturing Glunz & Jensen also has dedicated products, dedicated logistic- and service personnel and local warehouse for Equipment and Consumables in China. This is a perfect set-up for being much more competitive and transparent to local competitive offerings and improving customer service and after-sales service for both distributors and end users.

The new and dedicated Glunz & Jensen products for the medium- to high end Chinese market, Kylin and Tiger are built for customers who choose to enjoy processing quality and consistency.

The factory is up and running and Glunz & Jensen is already grasping market shares by delivering Kylin and Tiger processors to Agfa Graphia Asia in Shenzhen and to Penghui Fenghua Group in Guangzhou. These companies have chosen to attack the Chinese market with the high quality Glunz & Jensen products, sold at competitive price level in China.

"Our new set-up in Suzhou has so many advantages for our customers", says CEO Keld Thorsen. "We can offer quick and efficient sales, order handling and technical support within our customers' time zone. We have employed professional and service minded local staff to be sure to breathe in the Chinese business culture and detect every possible opportunity that helps our customers to be successful."

Background:

For more than 30 years Glunz & Jensen has been represented in China through distributors and is currently holding approximately 10 % of the market for offset processing equipment. With the new facilities, Glunz & Jensen will be closer to the market and have the opportunity to improve customer service and after-sales service for both distributors and end users, which should lead to an increasing market share in China.



About Glunz & Jensen

Glunz & Jensen develops, manufactures and markets integrated and innovative solutions for the global prepress industry. Among Glunz & Jensen's most important customer groups are media companies (newspapers, books, and magazines) and manufacturing companies in the packaging industry.

Glunz & Jensen markets its products through an extensive network of distributors and dealers, and a large part of its sales also takes place through OEM (Original Equipment Manufacturers) customers which include Agfa, Asahi, DuPont, Flint, Fuji, Heidelberg, Kodak and MacDermid. Glunz & Jensen has achieved a leading position and a high market share, and its products are known for setting the technological standard on the global market.

The company's largest product areas are plate processors for the offset and flexo printing industry, iCtP plate setters and automation equipment (previously called punch & bend equipment). Glunz & Jensen also sells conveyor equipment, stackers and software for monitoring and controlling complete prepress processes.

Headquartered in Denmark, Glunz & Jensen has approx. 240 employees with subsidiaries in Slovakia, USA, Italy and France as well as sales and service offices in China.

