



iCtP PlateWriter Infuse

Stories from PlateWriter Infuse owners, operators, and dealers around the world



GLUNZ & JENSEN 
developing more

It is with great pleasure that I introduce to you a compilation of testimonials showcasing the remarkable impact of PlateWriter Infuse, the latest innovation in our esteemed line of iCtP PlateWriters.

Since we began developing the iCtP technology in 2004 and launched the first PlateWriter in 2006, Glunz & Jensen has been at the forefront of innovating reliable, low-cost CtP solutions for the printing industry. PlateWriter Infuse is an advanced, all-inclusive inkjet CtP platemaking system that not only meets the demands of offset printers, but exceeds expectations in terms of quality, flexibility, efficiency, and cost-effectiveness. With a small initial investment and minimal maintenance and service expenses, it is the most affordable CtP system on the market.

For the past 20 years, I have had the privilege of witnessing firsthand the transformative power of PlateWriter in enhancing the workflows and elevating the capabilities of our customers worldwide. The testimonials within this booklet serve as a testament to the tangible benefits experienced by printers who have embraced this technology.

From streamlined production processes to unparalleled print quality, each testimonial underscores the invaluable role that PlateWriter Infuse plays in empowering printers to achieve new heights of success in an increasingly competitive landscape.

I invite you to delve into these testimonials and discover how PlateWriter Infuse has become the cornerstone of innovation for small to mid-sized printers around the globe. Whether you are a seasoned industry veteran or a newcomer seeking to enhance your printing capabilities, PlateWriter Infuse promises to be the catalyst for realizing your aspirations.

Thank you for considering Glunz & Jensen as your partner in printing excellence. We look forward to embarking on this transformative journey with you.

Warm regards,

Thomas Haase
Sales Director, Offset Solutions
Glunz & Jensen

Ten times more impressions	4
<i>Sun Press Printing Co. – Auburn, Washington, USA</i>	
Only one operator required	6
<i>SLFEA Commercial Printers – Motoootua, Apia, Samoa</i>	
Almost no carbon footprint	8
<i>Evolution Envelope – Greer, South Carolina, USA</i>	
Consider environmental impact	10
<i>Imprimerie St. Fidele – Seychelles</i>	
No monthly service fees	12
<i>Madison Gas & Electric Company – Madison, Wisconsin, USA</i>	
Reliable back-up system	14
<i>The Gaffney Ledger – Cherokee County, South Carolina, USA</i>	



Joe Fraley, President/Owner (left) and Audrey Chandler, Plant Manager (right) of Sun Press Printing are joined by Jeff Hoy, Sales Manager of Image Control Systems (middle) and their new PlateWriter Infuse.

Company name

Sun Press Printing Co.

Printing press

Ryobi 3304HA

Location

Auburn, Washington, USA

Average plates/month

200

Dealer



Image Control Systems NW

www.imagecontrolsystems.com

Typical printing jobs

Flyers, brochures, business cards, letterhead

Ten times more impressions

Sun Press Printing Co. of Auburn, Washington knew it was time to replace their Digiplate systems, when the dot quality and reliability of their existing platemaking equipment began to suffer. One major limiting factor of the system was the polyester plates which only had a lifespan of 15,000-20,000 impressions. This meant that they were spending a lot of time making and setting up their press with new plates.

Jeff Hoy of Image Control Systems had the solution – the PlateWriter Infuse. With its robust and reliable aluminum iPlates, it could produce plates more quickly and cleanly – plates which could withstand ten times the impressions!

“After many years of using Silvermaster plates for our Ryobi 3304HA, we made the switch to the Glunz & Jensen iCTP Infuse system,” explained Joe Fraley, Owner and President of Sun Press Printing. “Previously, with polyester plates and fresh chemistry, we would get 15,000 to 20,000 impressions from each plate.”

“Now, with the PlateWriter’s metal plates, we are getting up to 200,000 impressions per plate.”

“It is saving us money and press make-ready time,” said Joe Fraley. “Also, the PlateWriter Infuse system has easier maintenance and no chemical waste. We are very happy with our decision to replace our previous platemaking system with the iCTP PlateWriter Infuse.”



Aquino-James Tusa, Junior Operator and Freedom-Lino Tusa, Senior Operator of SLFEA Commercial Printers.

Company name

SLFEA Commercial Printers Ltd.

Location

Motootua, Apia, Samoa

Dealer



Printing press

Heidelberg Offset 2-color

Average plates/month

60

Typical printing jobs

Receipt books, labels, cards, annual reports, flyers

Only one operator required

Freedom and Dorothy Tusa of SLFEA Commercial Printers needed to find a new platemaking system. The chemicals and materials for their Theimer plate burner were being phased out and, in addition, the quality of the image it produced was becoming compromised, as it burned out more dots.

Given their situation and the products they print for their customers, they had four important requirements for their new platemaking system. It had to help them save time, improve quality, use less materials and chemicals, and finally, it was important that it could easily be operated by one person.

With the help of Robbie van de Lisdonk of Allied Machinery Services, they found a platemaking system which could meet these four requirements – the iCtP PlateWriter Infuse.

When asked what the most important benefits of the PlateWriter Infuse are for them, Freedom Tusa of SLFEA Commercial Printers unsurprisingly answered:

“Saving time, good production quality, using less materials and chemicals, and the need for only one operator.”

In addition, Freedom highlighted, “the availability of service and maintenance help from our local dealer,” as a great benefit.



Josh Lamontagne, VP Sales and Operations and Todd Lamontagne, Owner/Founder of Evolution Envelope stand by their choice of the PlateWriter Infuse.

Company name

Evolution Envelope

Location

Greer, South Carolina, USA

Dealer

TOMPKINS
Printing Equipment Company

Printing press

Halm Super Jet Press (2)

Average plates/month

60

Typical printing jobs

Envelopes

Almost no carbon footprint

In January 2023, Evolution Envelope of Greer, South Carolina decided that it was time for an update. For many years, they had been using a PlateWriter 2000 to make their printing plates, but it needed to be replaced and upgraded.

With help from their local iCtP dealer, Tompkins Printing Equipment Company, they decided that a new PlateWriter Infuse system was the right choice for them.

Evolution Envelope is focused on the envelope market and has been in business since 2008.

Mr. Todd Lamontagne, owner of Evolution Envelope, expressed that they are very satisfied with their new PlateWriter Infuse:

“The unit has almost no environmental impact or carbon footprint.”

“The speed and quality of this system is a noticeable step up from our previous system,” explained Todd Lamontagne.

While the speed and quality have improved with new generations, the impressive low environmental impact of the PlateWriter Infuse continues and builds upon the legacy of earlier PlateWriter models.



Imprimerie St. Fidele's operator team, Andrew, Flossel and Akim, with Ramsey and Ted from the VCS technical team.

Company name

Imprimerie St. Fidele

Location

Seychelles

Dealer



IT Solutions For Any Business!

Printing press

Heidelberg GTO52 / Kord 64

Average plates/month

400

Typical printing jobs

Magazines for the church

Consider environmental impact

After eight years of rigorous plate production, Imprimerie St. Fidele had “worn out” their 8 years old PlateWriter 3000. Since they had been greatly satisfied with the performance and green profile of their earlier PlateWriter, they approached their local iCtP dealer, VCS, to help them find a replacement system.

The newest PlateWriter model, the PlateWriter Infuse, matched their needs and allowed them continue working with a platform they knew and trusted.

“The PlateWriter Infuse is reliable, helping us produce 100 plates per week,” explained Imprimerie St. Fidele Manager, Mervin Vidot. “Its water-based ink and metal CtP plates mean that each plate is capable of printing more than 50.000 impressions.”

Manger Mervin Vidot continued, expressing great satisfaction with the PlateWriter Infuse:

“We have to think about the environment and future generations.”

“Producing press-ready aluminum plates without the use of chemical processing is important for us. The PlateWriter always produces high quality plates with accurate registration, making our jobs easier.”



Prepress Technician Kristy Jakubek and Print Shop Manager Doug Maurer from Madison Gas & Electric Company pose with their PlateWriter Infuse.

Company name

Madison Gas & Electric Co.

Printing press

Ryobi 524,512 & ABDick 360

Location

Madison, Wisconsin, USA

Average plates/month

30

Dealer

ML MARK ANDY

Typical printing jobs

Forms, envelopes
and newsletters

No monthly service fees

Madison Gas & Electric Company, a power company in Madison, Wisconsin, invested in the PlateWriter Infuse back in September 2022.

The primary reason they chose to replace their thermal Dimension platemaker was economic. A new PlateWriter Infuse platemaking system only required a small initial investment and yet it would also lower their monthly service and running costs.

“Madison Gas & Electric Company prints their own forms, envelopes, and newsletters, and therefore they require a flexible platemaking system that is reliable and efficient,” explained Kim Osmus, System Sales Specialist at iCtP dealer MarkAndy. “The low initial investment and affordable cost of ownership offer a big advantage for them.”

Doug Maurer, Print Shop Manager at Madison Gas & Electric Company, agreed:

“With our previous thermal CtP unit, the service cost was around \$1000 a month. Now we can do our own service and maintenance.”

The PlateWriter Infuse has proven to be the right choice for us,” concluded Doug Maurer.



Publisher Cody Sossamon and his daughter, Abbie, are the fourth and fifth generations of this family-run business.

Company name

The Gaffney Ledger

Printing press

Goss Community

Location

Cherokee County, SC, USA

Average plates/month

40-50

Dealer



Pete Cherkas
Service

Typical printing jobs

Local newspaper

Reliable back-up system

The Gaffney Ledger, a local newspaper in Cherokee County, South Carolina published their first newspaper back in February 1894. During its almost 130-year history, the newspaper has been printed using a wide variety of technologies.

Its newest platemaking system, a PlateWriter Infuse, was sold to them and installed by Pete Cherkas. The PlateWriter is meant to supplement their older ECRM Mako system.

“We’ve only had our PlateWriter Infuse for a little over a month, but we already love it!” exclaimed publisher Cody Sossamon.

“Our Mako is almost 20 years old, so we needed to make sure we have a reliable replacement that is easy to operate. The PlateWriter is perfect for us.”

The newspaper is published 3 times a week, with a circulation of 4,500 copies. The paper also has 800 on-line subscribers.



Part no. 10114399A_05/24

GLUNZ & JENSEN

Glunz & Jensen (HQ)
 Selandia Park 1
 4100 Ringsted, Denmark
 +45 5768 8181
 gj@glunz-jensen.com

Glunz & Jensen s.r.o.
 Kosicka, 50
 08001 Prešov, Slovakia
 +421 51 7563811
 gj@glunz-jensen.com

Glunz & Jensen (Americas)
 2185 Hwy. 292
 Inman, SC 29349, USA
 +1 864 568 4638
 gj-americas@glunz-jensen.com

Stay updated!
 Follow Glunz & Jensen



www.glunz-jensen.com