

RAMSEY, N.J., Sept. 16, 2013 /PRNewswire/ -- Konica Minolta Sensing Americas, Inc. (KMSA) announces today that following the acquisition of Instrument Systems GmbH (IS) by Konica Minolta Optics, Inc. (KMOP), the companies will enter into a collaborative arrangement regarding the sale of Instrument Systems portfolio of products in North America

Konica Minolta Sensing Americas will commence the marketing, sale, and distribution of the Instrument Systems line of optical test and measurement instruments including [spectrometers](#) ,

[imaging photometers and colorimeters](#)

,  
[goniophotometers](#)

and

[integrating spheres](#)

. Customers will benefit from unique and innovative products, services, and turnkey solutions available through a global network. The addition of Instrument Systems product portfolio further expands Konica Minolta measurement capabilities from UV (ultraviolet) to NIR (near infrared).

"Konica Minolta Sensing holds leading market share in the display measurement industry. We are now able to enter new markets and expand our reach offering customers an even broader product line in light and display industries, with a strong presence in high-end markets" according to Hal Yamazaki, President of KMSA. "With Konica Minolta Sensing Americas we have a strong distribution partner in North America at our side and we look forward to successful cooperation" commented Richard Distl, President of Instrument Systems.

Written by Australian Business

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Instrument Systems products sold throughout the United States and Canada are backed by Konica Minolta's world-class reliable service and support. To find out more about Konica Minolta Sensing's full line of light and display measurement solutions

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visit  
[sensing.konicaminolta.us](http://sensing.konicaminolta.us)

## **About Konica Minolta Sensing Americas, Inc.**

Konica Minolta Sensing Americas, Inc. (KMSA), a wholly owned subsidiary of Konica Minolta Holdings USA, Inc., is recognized as the international leader of industrial color, light and shape measurement. The company is responsible for product lines that continuously revolutionize how visual perception is measured by the world. An industry pioneer, as well as innovator, Konica Minolta Sensing developed and introduced the first portable color measurement units to the world. Presently, their catalog contains instruments such as portable colorimeters as well as portable and benchtop spectrophotometers for color measurement, spectroradiometers and lux meters for light/display measurement and 3D non-contact scanners for shape measurement.

## **About Instrument Systems GmbH**

Instrument Systems was founded in 1986 and is based in Munich. The company develops, manufactures and markets turnkey solutions for light measurement. Instrument Systems delivers a comprehensive range of light measuring products for industrial and research applications. These include high-performance array and scanning spectrometers, imaging photometers, and colorimeters. Key applications include LED and display measurement, as well as spectroradiometry and photometry. Instrument Systems is one of the leading manufacturers in this area. The associated Optronik Division develops and markets photometric test equipment specifically for vehicles and the traffic sector. 85% of sales are generated from export business.

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