



2007 IMDA Annual Convention



Brad Kisner
Sr. VP, Chief Technology Officer



www.MetalDecorators.com





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Brad Kisner is the President of Triangle Digital INX Co. Triangle Digital is an internationally recognized digital ink and coatings manufacturing company. Brad started working in manufacturing during his high school summers at Triangle Coatings, a paint company his father Ned Kisner still owns and operates. Brad returned to Triangle Coatings after graduating from college and led the company in the area of sales and marketing. As VP of Sales for Triangle Coatings, he was at the forefront in development of coatings for the sign and billboard industry. As this industry went digital in the late 80's, Brad led Triangle into manufacturing digital inks as this new market emerged. With the help of chemists, Brad brought Triangle's first digital imaging products to market in 1988.

With hard work and aggressive risk taking, Brad powered the digital division of Triangle Coatings into the highest earning product line they carried. By 2002 it was obvious that Triangle Coating's digital branch could support itself, so it spun out to become Triangle Digital LLC. As the driving force behind Triangle Digital, Brad secured international distribution and developed worldwide recognition for the company. He pushed his global staff to make Triangle Digital an international leader in the digital imaging industry, offering unsurpassed quality and service.

Triangle Digital has manufacturing facilities in California and in China. They have their research and development facility in San Leandro, California. Triangle Digital also boasts an office and warehousing in Luxembourg which services the European market. Brad has successfully established over 160 international distributor and dealer relationships which stock our products in nearly every significant country, so anyone, anywhere can purchase the top quality products Triangle Digital manufactures.

In 2006, as the digital imaging industry further consolidated, Triangle Digital LLC joint ventured with Sakata INX and INX International Ink Co. to create Triangle Digital INX Co. Its prime purpose is to pursue integration into the traditional ink markets that INX International currently dominates.

Brad continues to push the company into new realms of the digital industry, providing products to customers that cannot be found anywhere else. He leads his team on the cutting edge of technology and is showing the industry there's more to digital than ink.





Digital Printing Opportunities

**Presented by:
Brad Kisner**

IMDA Convention
May 24, 2007
Indian Lakes Resort, Bloomingdale, IL

Technology Powerhouse

SAKATA INX...
Visual Communication Technology

INX...
Ink & Coatings Solutions

TRIANGLE™

ISI
Innovative
Solutions INX

INX...
DIGITAL

Our Vision

To be recognized as a global technological leader for jettable applications integrating chemistry, software, and mechanical knowledge.

Wide & Superwide Format Graphics Today



Wide & Superwide Format Graphics Today



INX...
DIGITAL

Wide & Superwide Format Graphics Today



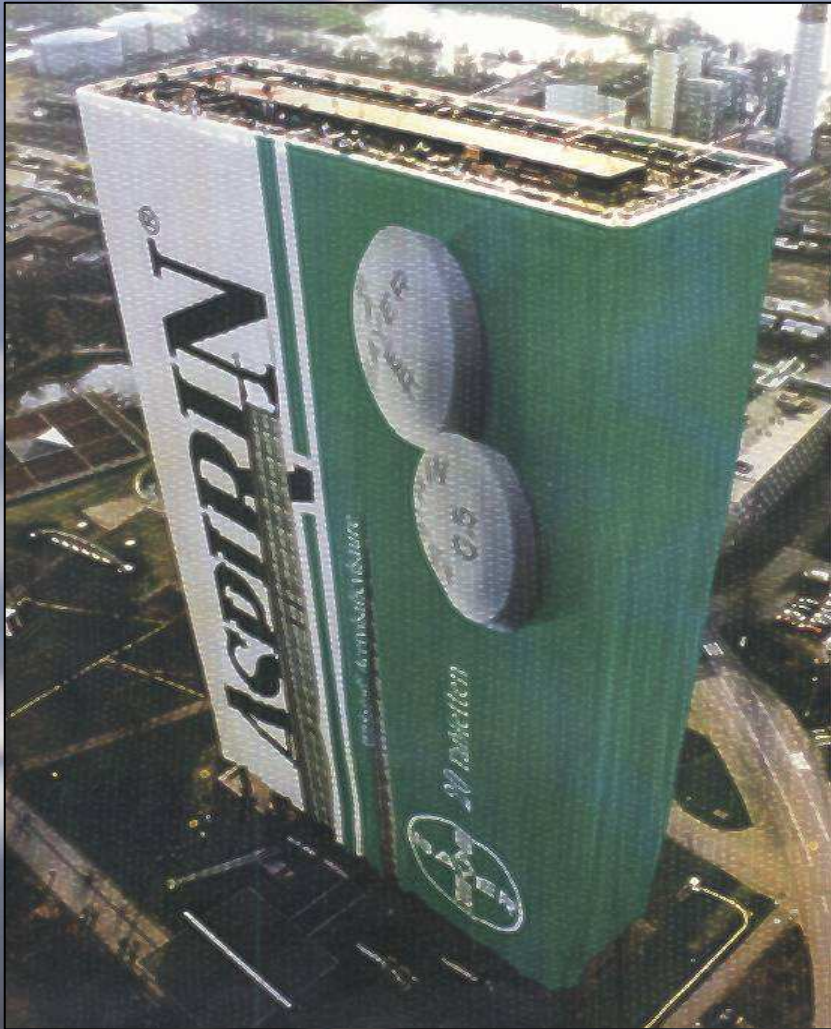
Wide & Superwide Format Graphics Today



Wide & Superwide Format Graphics Today



Wide & Superwide Format Graphics Today



Wide & Superwide Format Graphics Today



Murals were placed on consecutive buildings to show distance runner Bernard Lagat bursting through.



A transparent decal was placed on this transit shelter to show distance runner Bernard Lagat crashing through.

Wide & Superwide Format Graphics Today



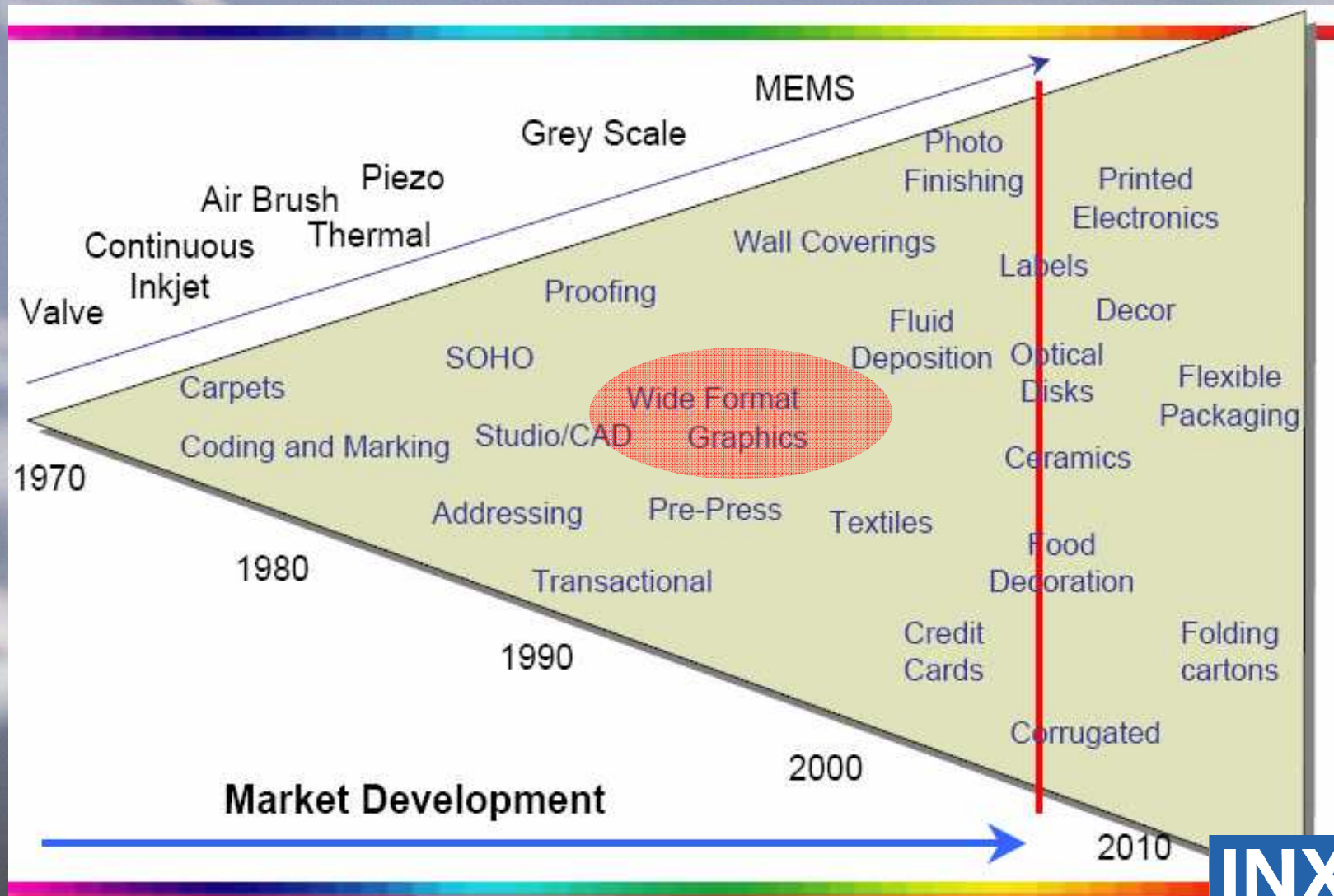
**we've come a long way in
the outdoor graphics
industry**



However,



Its just the beginning when it comes to integration into conventional print markets



Why go Digital ? Drivers for Digital

- Just in time
- Minimal setup, leadtime
- Improved economics for small print runs
 - Each can costs the same: qty 1, 5, 1000, or 1 mil
 - Prototyping, proofing
 - Short time-to-market with new products
- Inventory
 - Print on demand
 - No over/under production; no obsolete stock
- Print customization
 - Personalization
 - Specific region or event
 - Dual Branding; UA & Coke
 - Serial Data
 - NCAA March Madness
 - Unique serial numbers
- Photographic imagery, realism
 - Hansens

Inkjet Machinery

Wide Format Graphics



Super-wide Format Graphics



UV Flat bed



Pre-Press



Glass



Credit cards



Coding and Marking

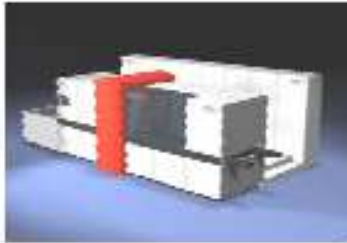


Inkjet Machinery

Packaging



Corrugated



Labels



Optical Disks



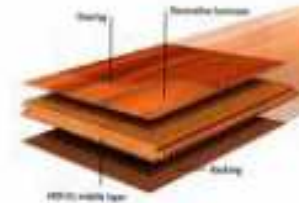
Food Decoration



Ceramics



Decor



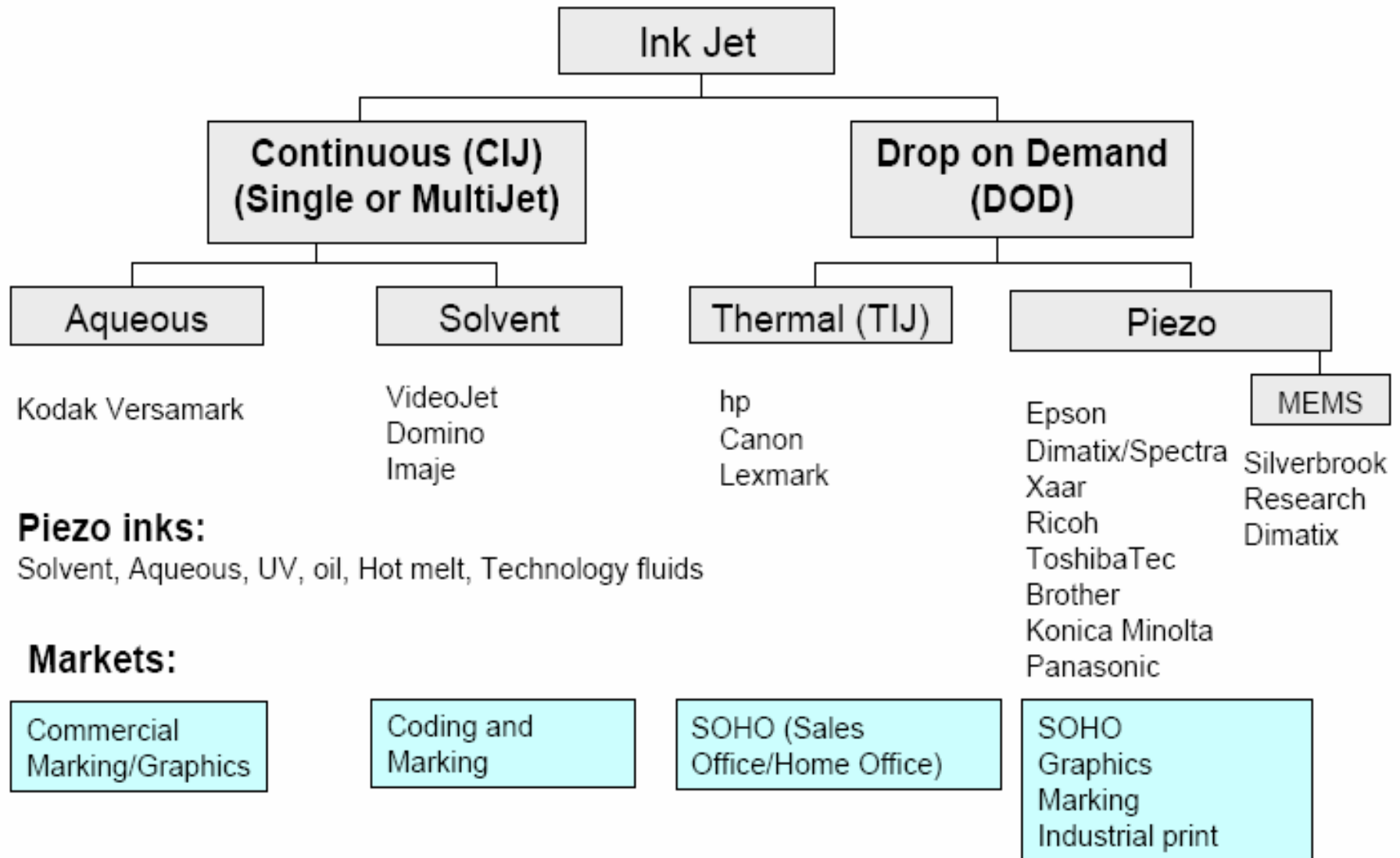
Printed Electronics



Fluid Deposition



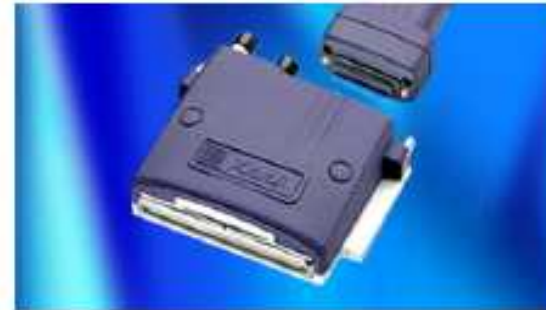
Printhead Technologies



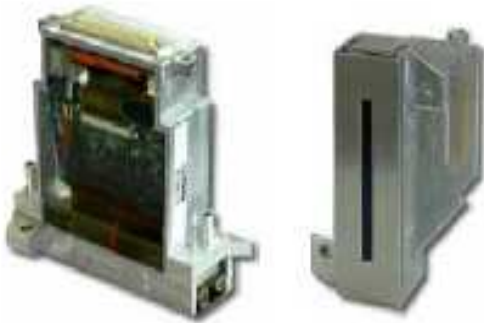
Drop-On-Demand Piezo Printheads



Spectra S-Class



Xaar Omnidot 318 GS (TTEC)



Konica Minolta

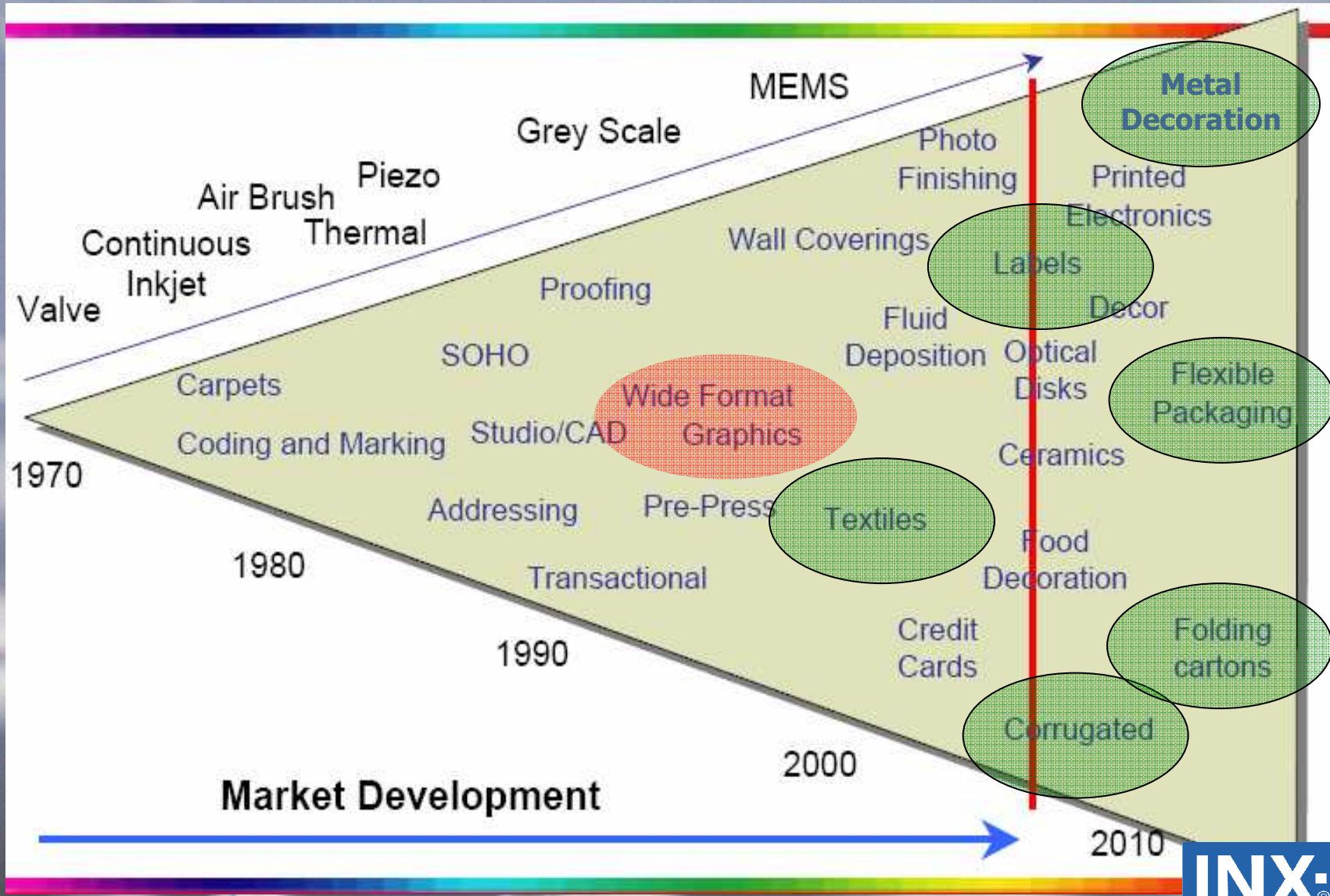
Xaar Omnidot 380
Binary



Xaar Omnidot 760 GS

Ricoh, Panasonic, ToshibaTec, Epson, hp, Seiko, Trident, Silverbrook

Where next?



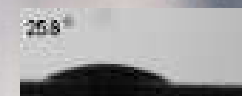
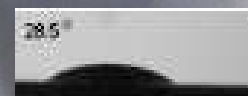
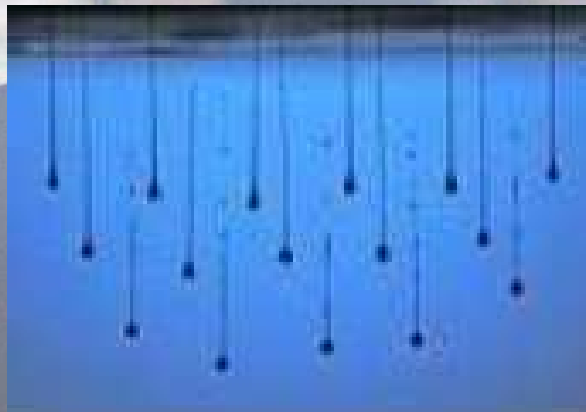
Market Development

How do I integrate digital into my existing operation ?



Integration Services

- Ink – Media – Hardware
- Industrial workflow
- Universal print engine
- Custom integration into existing production lines
- Project management
- Color management
- Ink supply management
- Now with ISI our ability to integrate expands



INX...
DIGITAL

What can I digitally print?

UV Flatbed printers currently print direct to a variety of materials



UV Flatbed printers can print flat sheet today!



Vutek PressVu UV Flatbed 600 dpi

Digitally printed cans would supplement your current offering with a profitable new product.

■ **Current 2 Piece Conventional Printer**

- cost: appx \$1.5 mil new
- speed: 2000 – 2200 cans per minute

■ **Future Digital Can Printer ?**

- cost: \$250k - \$500k
- conservative initial speed estimate 150 – 250 cans per minute
- \$1.5 mil investment might yield 450 – 1500 cans per minute

Conventional production speed in 1973 was 150-200 cans per minute



Thank You

Questions ?

Please come look at our digital print samples on metal!

INX...
DIGITAL



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