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INDIANAPOLIS INDIANA

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CENTRAL INK CORPORATION





CENTRALink
CORPORATION

**HOW DID
WE GET
HERE AND
WHERE ARE
WE GOING?**



HOW DID WE GET HERE?

- 1933: C E B Printing Ink CO. founded by Cecil E. Breen
- Currently named Central Ink Corporation
- 1945: Richard joined family business his father Cecil and his brother Vern.
- 1985: Vern retired
 - Richard became sole owner and President
- Still in Breen family
- Richard's son Dan is the current CEO and owner
- Gregg Dahleen is president (second generation "ink man")

WHERE ARE WE GOING?

- Vertical integration and automation
- Acquisitions & Partnerships
- Research and development
- Raw materials
- Service/Mobile Diagnostics
- Logistics



VERTICAL INTEGRATION AND AUTOMATION

- Manufacturing of pigment dispersions, varnishes, bases and other materials
- Increased control of finished products and streamlined production
- Expanded bulk storage and dispensing system; self actuating valves and integrated load cells →
 - Larger batch sizes and tanks
 - Reduced labor costs and shortened production times
 - Consistent and predictable manufacturing costs
 - Diversification and greater amounts of cold set black production (at three of our North American plants)
- \$30 million dollar reinvestment in equipment and automation

ACQUISITIONS & PARTNERSHIPS

- Companies now part of the CIC family
 - C&W pressroom products, Impressions Inks, Rendic Graphics Systems and the Horizon coating company
- Advantages
 - Expansion → bundle products and provide shipping efficiencies
 - Personnel with new or different perspectives
 - Improved understanding of other consumables along with how they impact inks and the printing process
- Toll manufacturing
 - Increasing production of inks and pressroom chemicals for other allied ink companies

RESEARCH AND DEVELOPMENT



- New chemists

- Veterans with decades of experience & recent graduates from universities
- Quicker adjustments as materials evolve
- Better preparation for future challenges

- Raw materials

- New sources
- Alternate feed stocks
 - Petroleum, Organic clays, Pigments, additives and Bio renewable resources.
- Increased raw material evaluations and improved testing methodologies
- Predictive ordering / Better forecasting

SERVICE / MOBILE DIAGNOSTICS

- Continue to provide unparalleled service
 - Commitment to support our customers
 - Over 20 salaried domestic technical service and salespeople
- Mobile Diagnostics
 - Pressroom optimization
 - Ink / Water Balance
 - Ink / Water "Press Speed Curves"
 - Plate curves
 - Color management and standard adherence (G7,ISO,CRPC,etc..)

EFFICIENCIES IN LOGISTICS

- Better routing of CIC fleet of trucks
 - Use of custom bulk color trailers and black tankers
- CIC personnel expertise along with outside sources → freight efficiencies and savings
- Secondary warehousing of goods
- Increased use of rail for incoming and outgoing materials
 - Intermodal and traditional rail car
 - International container management

THANK YOU!

