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**CONTACTS:**

**Broadford & Maloney Inc.**

Martin Maloney, 203-661-2900, m.maloney@bmcorp.com

**Jetrion LLC**

Jean Brown, APR, 734-622-6615, jean.brown@jetrion.com

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**JETRION EXPANDS NORTH AMERICAN MARKET  
CHANNELS WITH PITMAN ALLIANCE**

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**Pitman Adds Jetrion's Advanced  
Inkjet Systems and Inks to Product Portfolio**

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**ANN ARBOR, MI – September 11, 2005** – Jetrion LLC, a leading supplier of inkjet printers, inks and custom systems, has significantly expanded its North American distribution channels with the addition of Pitman Company as a distributor of Jetrion's advanced inkjet systems and inks. The companies have signed a letter of intent and are working to complete a final agreement.

Pitman now distributes a broad range of Jetrion's inkjet products – including its complete line of Jetrion 3000 Series Inkjet Systems – to the commercial printing, mailing, packaging and label markets. Pitman also now offers Jetrion's extensive range of high-performance CIJ solvent, UV and new low-VOC inkjet inks.

Larry D'Amico, vice president, Digital Imaging of Pitman noted, "Jetrion's comprehensive line of hardware and ink products is a unique fit for Pitman's distribution operations across the country. Pitman is known for bringing the highest quality and technology to our customers, and our alliance with Jetrion now adds a strong portfolio of the most productive and reliable printers and ink products for a variety of variable data applications in the graphics industry."

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Dr. Ken Stack, president of Jetrion, said, "Pitman's distribution of Jetrion products gives their customer base immediate access to the major innovations in inkjet technology that we've released in less than three years of operation. Through Pitman's solid sales and service presence in our key markets, we are enhancing the reach and depth of our own sales operations, and are introducing a wider spectrum of inkjet users to the higher levels of quality and productivity that our products deliver."

A Jetrion team has traveled to Pitman branches across the country to train the distributor's sales and technical specialists. The team also provides support on calls to their inkjet customers. Pitman's technical team provides Jetrion with immediate customer feedback regarding needs in various inkjet markets, helping to drive future development. The partnership has already resulted in significant new sales for both Jetrion and Pitman.

### **About Pitman Company**

An innovative leader in the graphic arts industry for more than a century, Pitman Company is North America's largest independent distributor of digital prepress and pressroom products, services and support. The company represents more than 900 quality manufacturers and offers a full spectrum of product and system solutions, service and support for both digital and traditional prepress and pressroom operations. Headquartered in Totowa, New Jersey, Pitman Company has branch locations across the United States, and is on the Web at [www.pitman.com](http://www.pitman.com). For more information, please contact Larry D'Amico, vice president, Digital Imaging, at 973-890-8574 or [ldamico@pitman.com](mailto:ldamico@pitman.com).

### **About Jetrion LLC**

A wholly-owned subsidiary of Flint Ink, Jetrion LLC provides a complete spectrum of industrial inkjet products, services and custom high-performance integration solutions to the printing, converting, packaging and direct mail industries. For more information about Jetrion, contact Jason Oliver, director of marketing and new business development, at 734-622-6650 or [info@jetrion.com](mailto:info@jetrion.com). Jetrion is on the Web at [www.jetrion.com](http://www.jetrion.com).

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**About Flint Ink**

Founded in 1920, Flint Ink Corporation offers a comprehensive range of flexographic, sheetfed, web offset, gravure, UV/EB curable, digital, and advanced and conductive inks. Operations are organized into eight segments: North America, Latin America, Asia, India/Pacific, Flint-Schmidt in Europe, Jetrion LLC, Precisia LLC, and CDR Pigments & Dispersions. For additional information on Flint Ink's products and services, contact Rita Conrad, vice president of Corporate Communications, Flint Ink, at 734-622-6362 or [rita.conrad@flintink.com](mailto:rita.conrad@flintink.com). Flint Ink is on the Web at [www.flintink.com](http://www.flintink.com).

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