

"Committed to Assisting Our Members in the Pursuit of Profitability and Growth within Their Respective Worldwide Markets."



Ponte Vedra Inn & Club

54TH AEPMA ANNUAL MEETING FEATURES BEST- SELLING AUTHOR, SPEAKER & CEO — HARVEY MACKAY

The American Edged Products Manufacturers Association, the only national organization representing U.S. manufacturers of household and professional kitchen cutlery, sporting knives, edged hand tools and scissors/shears, is holding its yearly industry event in Ponte Vedra Beach, Florida. The May 3-6, 2006 Annual Meeting takes place at the exclusive Ponte Vedra Inn & Club.

Themed "Networking for Success," the Annual Meeting features two thought-provoking management sessions led by Gene Griessman, Ph.D. and Harvey

Mackay, CEO of Mackay Envelope Company.

Harvey Mackay is the author of five *New York Times* best selling books, including "Swim With the Sharks Without Being Eaten Alive," and chairman of the \$100 million Mackay Envelope Company. His presentation entitled "Outsell, Outmanage, Outmotivate and Outnegotiate Your Competition," offers owners and top management personnel of manufacturing companies and industry supplier firms valuable tips on salesmanship, customer service, leadership, management, and negotiation skills.

Gene Griessman is a prominent author, speaker and television host. In his two-part program, entitled "Networking Tips from Abraham Lincoln" and "Common Denominators of Great Leaders & High Achievers," Griessman will review the common denominators of high achievers and share proven techniques for improving time management skills, handling competitive workplace pressures and achieving work/life balance.

Spouses and guests are encouraged to hear both presentations.

Also featured on the program is a session by Marco Chiesura detailing the history of long-time Associate member Heinz Berger

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AEPMA LAUNCHES INDUSTRY TRENDS SURVEY

Wouldn't it be interesting to know how the collective edged product manufacturing industry fared in the previous quarter or the previous year? Wouldn't you also like to know what industry executives expect the trend of economic activity to be for the upcoming three months?

AEPMA has launched an industry "Business Barometer" to provide Manufacturer members with quarterly information on industry trends. No detailed sales, shipping, or consumption data is involved. The form takes only minutes to complete and will provide partici-

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Future Events

54th Annual Meeting
Ponte Vedra Inn & Club
Ponte Vedra Beach, FL
May 3-6, 2006

2006 Technical Seminar
The Simsbury Inn
Simsbury, CT
September 2006

55th Annual Meeting
The Villas at Grand Cypress
Orlando, FL
May 2-5, 2007

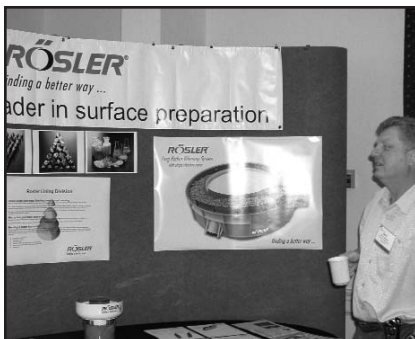
2005 AEPMA TECHNICAL SEMINAR ADDRESSES POLISHING & RELATED FINISHING OF EDGED PRODUCTS

Nearly sixty edged products industry representatives met September 14-15, 2005, in Simsbury,



Dr. Andreas Gross of Heinz Berger Maschinenfabrik lectures on polishing and finishing machines.

Connecticut for last fall's AEPMA Technical Seminar. The audience included management and plant personnel from most Manufacturing member firms as well as industry suppliers. The opening reception and all seminar breaks took place in the exhibit hall where attendees viewed displays of the latest products, materials and systems utilized



Brent Driscoll of CUTCO Cutlery Corp. views one of many supplier exhibits.

by makers of household and professional kitchen cutlery, sporting knives, edged hand tools and scissors/shears.

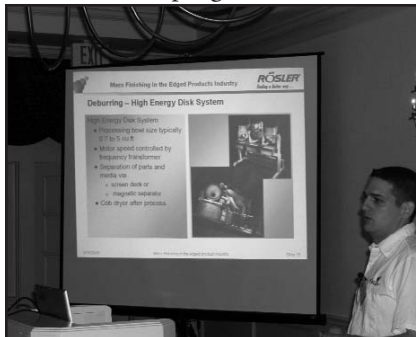
The program, entitled "Polishing & Related Finishing of Cutlery & Other Edged Products," included

presentations on Buffs & Compounds by Bob Nelson of JacksonLea; Compound Application Systems by Greg Borrosch of American Siepmann Corp.; Vibratory Finishes by Bernie Kerschbaum of Rosler Metal Finishing USA; Polishing & Finishing Machines by Dr. Andreas Gross of Heinz Berger Maschinenfabrik, and Effluent/Wastewater Treatment by Bernie Kerschbaum of Rosler Metal Finishing USA. Associate members were also given the opportunity to



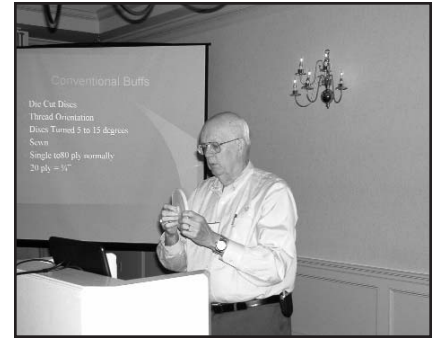
AEPMA Board of Directors meets prior to seminar. Pictured are (l to r) Brent Driscoll of CUTCO Cutlery Corp., Greg Borrosch of American Siepmann Corp., Jerry Ranallo of Warner Manufacturing Co., and Alan Peppel of Dexter-Russell, Inc.

speak to the assembly about their firm's products and services. An exit survey was taken at the conclusion of the program. 90% of



Vibratory finishes are covered by Bernie Kerschbaum of Rosler Metal Finishing USA.

respondents rated the location (Simsbury, Connecticut) as good to excellent. The hotel (the Simsbury



Bob Nelson of JacksonLea discusses buffs and compounds.

Inn) fared even better with a good to excellent rating of 95%. Exhibits were also a hit, with 81% of survey respondents giving them a rating of good to excellent.

Survey respondents generally gave high marks to all seminar presentations. Of the five presentations, the lowest rated segment received a 50% rating of good to excellent. The most popular presentation received a good to excellent rating of 80%.

In general, 95% of all respondents said that the education value of the program was good to excellent, with 90% in favor of keeping the same format at future seminars. As for staying with the one-day format, over 70% were in favor. Finally, nearly 90% of all respondents said they would be back for the next AEPMA Technical Seminar.

Plans are underway for this year's program. Although the September dates and speakers are yet to be finalized, the AEPMA Technical Seminar will take place once more at the Simsbury Inn in Simsbury, Connecticut. Further details will be available in late Spring.

AEPMA BOARD MEETS IN FEBRUARY PRIOR TO LAS VEGAS SHOT SHOW

The AEPMA Board of Directors met February 8, 2006 in Las Vegas, Nevada, the day prior to the opening of the February 9-12 Shot Show at the Las Vegas Convention Center. Most board members were involved at the show as exhibitors or attendees.

Matters considered by the board included officer and committee reports as well as several items of new business. A resume of the meeting minutes is as follows.

Treasurer Brent Driscoll reported that the fiscal year closed with the association in good financial condition. He also presented the proposed budget for fiscal year 2006/07, which was approved by the board.

The Membership Committee report submitted by Chairman Bob Clemence indicated that association membership is holding steady. It was noted that several new companies are considering membership as well as sending one or more representatives to the 2006 AEPMA Annual Meeting. The board also reviewed a long list of prospects to be contacted regarding membership and/or attending the convention.

After a brief discussion about the current state of the edged products industry in the US and Europe, it was decided to add another session to the Annual Meeting program. An industry roundtable was scheduled for Saturday morning, May 6, to discuss a variety of issues such as how to ease airline restrictions on certain knives and tools, globalization and the impact of China.

European manufacturers are encouraged to participate along with all domestic makers of household and professional kitchen cutlery, sporting knives, edged hand tools and scissors/shears.

President Jerry Ranallo appointed a Nominating Committee to prepare a slate of candidates for the 2006/07 Board of Directors, with elections to be held during the 2006 Annual Meeting.

A discussion took place regarding topics, dates and location for the 2006 Technical Seminar. It was generally agreed to hold the program at The Simsbury Inn in Simsbury, Connecticut, sometime in mid- to late-September. "Kanban" was chosen as the topic for presentation.

Executive Director David Barrack reported that everything is set for a sensational 2006 Annual Meeting. He said that featured speakers Harvey Mackay and Gene Griessman are confirmed, and that Marco Chiesura of Heinz Berger Maschinenbrik will be giving a historical presentation on his company.

Barrack also reported that he had spoken to the Shot Show organizers about AEPMA presenting a seminar at next year's tradeshow, becoming a show sponsor and having an exhibit booth. He was directed to pursue this course of action by the board.

The next meeting of the board will be held April 26 at the Ponte Vedra Inn & Club prior to the 2006 AEPMA Annual Meeting.



AEPMA BOARD OF DIRECTORS

OFFICERS

Jerry Ranallo, *President*
Warner Manufacturing Co.
Alan Peppel, *Vice President*
Dexter-Russell, Inc.
Brent Driscoll, *Treasurer*
CUTCO Cutlery Corp.

DIRECTORS

Tom Arrowsmith
W.R. Case & Sons Cutlery Co.
C J Buck
Buck Knives, Inc.
Bob Clemence
Hyde Manufacturing Co.

ASSOCIATE MEMBER REPRESENTATIVE

Greg Borrosch
American Siepmann Corp.

EXECUTIVE DIRECTOR

David Barrack
AEPMA
21165 Whitfield Place, #105
Potomac Falls, VA
Telephone: 703-433-9281
Facsimile: 703-433-0369
E-mail: info@aepma.org
Web Site: www.aepma.org

GENERAL COUNSEL

John J. Kelly, Esq.
2500 Wilson Blvd.
Arlington, VA 22201
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Facsimile: 703-907-7501
E-mail: johnk@gw.eia.org

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Maschinenfabrik. In addition, a recently planned session will take place on the morning of Saturday, May 6. Representatives from the European cutlery community have been invited to participate in roundtable discussions on issues of common interest, such as how to ease airline restrictions on certain tools and knives, globalization and the impact of China.

A Florida landmark since it's opening nearly eighty years ago, the Ponte Vedra Inn & Club is a 300-acre oceanfront resort with all the amenities of a first-class property. Resort guests enjoy miles of unspoiled Atlantic Ocean beaches, 36 holes of championship golf, a racquet club, health facility, full-service spa, four pools and numerous dining experiences to choose from. Area attractions, such as historic St. Augustine and the TPC at Sawgrass, are just minutes away. Also nearby is the city of Jacksonville and Jacksonville International Airport.

This year's convention has more to offer than ever before. Manufacturer and supplier representatives worldwide have been invited to hear about the latest innovations, management practices and trends in their field. Plus, there is ample time for networking with peers during numerous receptions, dinners and sporting events. For details on meeting registration and/or hotel reservations, log on to www.aepma.org/events/events.asp and www.pvresorts.com, or contact AEPMA at 703-433-9281.

ABOUT THE ANNUAL MEETING SPEAKERS



HARVEY MACKAY
CEO, Mackay
Envelope Company

Harvey Mackay is chairman of the \$100 million

Mackay Envelope Company, an organization that he started in 1960. From his experience as a Minneapolis entrepreneur and prominent community leader, he will offer Annual Meeting attendees powerful and compelling advice on how to outsell, outmanage, outmotivate and outnegotiate the competition. He will provide tips on salesmanship, customer service, leadership, management and negotiation.

Mackay, who has written five *New York Times* bestselling books — “*Swim With the Sharks Without Being Eaten Alive*,” “*Beware the Naked Man Who Offers You His Shirt*,” “*Dig Your Well Before You're Thirsty*,” “*Pushing the Envelope*” and “*We Got Fired! ... And It's the Best Thing That Ever Happened To Us*” — is a nationally syndicated columnist and has been named one of the top five speakers in the world by Toastmasters International.

At the conclusion of his presentation, a free copy of his *New York Times* No. 1 best selling book, “*Swim With the Sharks Without Being Eaten Alive*,” will be given to all AEPMA members and guests in attendance.



GENE GRISSMAN,
Ph.D.

AEPMA Annual Meeting attendees will have a rare

opportunity to see and hear

“Lincoln Live,” a spell-binding program that has been performed at Ford's Theatre, the Lincoln Memorial, the Georgia Dome and the Ice Palace before tens of thousands, and before countless conventions all over North America. This presentation — performed by Gene Griessman, America's premier Lincoln performer — has been compared to Hal Holbrook's portrayal of Mark Twain. Griessman will also lead a seminar concerning lessons we can learn from historical figures that can help us as we lead our companies to higher levels of performance and profitability.

Griessman is an internationally known speaker on what makes people successful in their careers. He has interviewed hundreds of high achievers, including David Rockefeller, Sandra Day O'Connor, Ray Charles, Mary Kay, Jack Nicklaus, Hank Aaron, Julie Andrews, Aaron Copland, Ronald Reagan, Jack Lemmon, Jimmy Carter, Billy Joel, and Tennessee Williams. He often appears on television and radio, and his award-winning programs have aired on WCNN and TBS. For years he was host of “Up Close” on TBS.

Griessman has written and co-authored seven books in addition to his one-man play on Abraham Lincoln. He has performed twice at the historic Ford's Theatre, at the Lincoln Memorial, and before over 20,000 at the Georgia Dome and the Ice Palace. Griessman has taught at the College of William and Mary, North Carolina State University, Auburn University, and Georgia Tech. He has served as a Fulbright professor at the National Graduate University of Pakistan and as a visiting researcher at the Agrarian University of Peru.

54TH AEPMA
ANNUAL MEETING

NETWORKING FOR SUCCESS!

Registration Information

(Online registration is also available at www.aepma.org)

Please register the following:

Name _____

Spouse/Guest _____

Company _____

Address _____

City/State/Zip _____

Phone/Fax _____

E-mail _____

REGISTRATION FEES

Check the appropriate box(es):

Before March 31, 2006

Member/Industry Representative \$885

Spouse/Guest \$575

Children under 12 \$185

After March 31, 2006

Member/Industry Representative \$925

Spouse/Guest \$605

Children under 12 \$210

Optional Events

Golf Tournament (Ocean Course) \$235

Name(s) _____

Tennis Tournament (Racquet Club) \$45

Name(s) _____

Total Amount Due \$ _____

PAYMENT INFORMATION

Check the appropriate box(es):

My check is enclosed (*Checks should be made payable to AEPMA.*)

Please charge the following credit card:

Credit Card Type: MasterCard Visa AMEX

Card Number _____ Expiration Date _____

Name on Card _____ Signature _____

Mail or fax your completed registration form to:

AEPMA Meeting Coordinator

21165 Whitfield Place, #105

Potomac Falls, VA 20165

Facsimile: 703-433-0369

For room reservations, call:

Ponte Vedra Inn & Club

1-800-234-7842

AEPMA Rate - \$300 Single/Double

CANCELLATION POLICY: Notice received by Friday, April 14 = 100% refund. Notice received by Friday, April 28 = 50% refund. No refunds will be issued for cancellations received after April 29.

54TH AEPMA
ANNUAL MEETING

NETWORKING FOR SUCCESS!

AGENDA

MANAGEMENT SESSIONS

THURSDAY, MAY 4, 2006

“Networking Tips from President Abraham Lincoln” and
“Common Denominators of Great Leaders & High Achievers”

Gene Griessman, Ph.D.

FRIDAY, MAY 5, 2006

“Outsell, Outmanage, Outmotivate and Outnegotiate Your Competition”

Harvey Mackay, CEO, Mackay Envelope Company

SCHEDULE OF EVENTS

WEDNESDAY, MAY 3

2:30 pm AEPMA Board
of Directors Meeting

6:00 pm First Timer’s
Reception

6:30 pm – 7:30 pm Welcome
Reception

THURSDAY, MAY 4

8:00 am Continental
Breakfast

8:45 am Opening
General Session

Welcome by AEPMA President
Jerry Ranallo of Warner
Manufacturing Company

9:00 am Speaker Session
“Networking Tips from President Abraham Lincoln,” by Gene
Griessman, Ph.D.

10:00 am General Session
“History of Heinz Berger Maschinenfabrik GmbH & Co.,”
by Marco Chiesura of Heinz
Berger Maschinenfabrik

10:30 am Coffee Break

10:45 am Speaker Session
“Common Denominators of Great Leaders & High Achievers,” by Gene Griessman,
Ph.D.

11:45 am Recess

12:30 pm Annual Golf
Tournament (Optional Event)

6:30 pm – 9:30 pm Seaside
Reception & Dinner

FRIDAY, MAY 5

7:30 am Associates
Breakfast Meeting

8:00 am Continental
Breakfast

8:30 am Keynote Address
“Outsell, Outmanage, Outmotivate and Outnegotiate Your Competition,” by Harvey
Mackay, CEO of Mackay
Envelope Company

10:00 am Coffee Break

10:15 am Associate
Member Presentations

11:45 am AEPMA
Business Meeting
Officer Reports, Committee
Reports & Elections

12:15 pm Recess

1:30 pm Annual Tennis
Tournament (Optional Event)

6:30 pm Reception

7:30 pm Annual Banquet

SATURDAY, MAY 6

8:30 am Continental
Breakfast

9:00 am Industry
Roundtable

Open discussion on legislative,
regulatory and trade matters of
common interest to the U.S. and
European edged products industries.

12 noon Annual Meeting
Adjourns

PLEASE NOTE: Registered spouses and guests are encouraged to attend all general session speaker presentations and all scheduled social events. For further details regarding the Annual Meeting program, contact AEPMA headquarters.

“KANBAN” TO BE DISCUSSED AT 2006 FALL TECHNICAL SEMINAR

The 2006 AEPMA Technical Seminar will take place in mid- to late-September at The Simsbury Inn in Simsbury, Connecticut. “Kanban” is the featured topic for this year’s program.

Kanban is a Japanese term meaning “signal.” It is one of the primary tools of the JIT system. It signals a cycle of replenishment for production and materials that maintains an

orderly and efficient flow of materials throughout the entire manufacturing process. All manufacturers and suppliers can benefit from learning more about this simple, but effective management tool.

The seminar schedule includes an opening reception the evening before, exhibits during the reception and seminar breaks, Associate member presentations, a group luncheon

and more. All industry manufacturers and suppliers are encouraged to attend.

Additional information regarding the 2006 AEPMA Technical Seminar will be provided during the upcoming Annual Meeting. Be sure to visit the AEPMA Web site at www.aepma.org for periodic updates.

NEW BOARD OF DIRECTORS TO BE ELECTED AT 54TH ANNUAL MEETING

Annual elections for the AEPMA Board of Directors will take place on the morning of Friday, May 5, 2006, during the Annual Meeting at Ponte Vedra Inn & Club in Ponte Vedra Beach, Florida. Only Manufacturer members are permitted to vote, and only one representative per member firm may cast a ballot.

The Nominating Committee, chaired by Jim Stitt of CUTCO Cutlery Corp., has submitted the following slate of candidates for the 2006/07 Board of Directors:

- **President** – Alan Peppel of

Dexter – Russell, Inc., for a term to expire in 2007

- **Vice President** – Brent Driscoll of CUTCO Cutlery Corp., for a term to expire in 2007
- **Treasurer** – Tom Arrowsmith of W.R. Case & Sons Cutlery Co., for a term to expire in 2007
- **President Emeritus** – Jerry Ranallo of Warner Manufacturing Co., for a term to expire in 2007

- **Associate Member Representative** – Greg Borrosch of American Siepmann Corp., for a term to expire in 2007

Directors currently serving on the board are C.J. Buck of Buck Knives, Inc. (term to expire in 2008) and Bob Clemence of Hyde Manufacturing Co. (term to expire in 2008).

All newly elected board members will begin their respective terms at the conclusion of the 2006 Annual Meeting.

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pants with a daily summary update. (Individual responses are never revealed.) Once four quarters worth of information has been collected, an annual summary will be published as well.

To participate, log on to <http://fs7.formsite.com/aepma/>

[AEPMA/index.html](http://www.aepma.org/index.html), then complete and submit the form. It’s that easy. You can also access the form by visiting the AEPMA Web site (www.aepma.org) and clicking on the AEPMA Trends Survey link that appears in red at the bottom right corner of the home page.

To receive a summary of the first quarter’s results (January 1, 2006 –

March 31, 2006), be sure to complete and submit your form by Friday, April 7, 2006. After this cut-off date, the form will be set for the second quarter (April 1, 2006 – June 30, 2006). Contact AEPMA headquarters by phone (703-433-9281) or e-mail (info@aepma.org) if you have any questions or are experiencing any difficulties with the form.



BECOME A MEMBER OF AEPMA!

The American Edged Products Manufacturers Association (AEPMA) has been serving the U.S. edged products manufacturing, fabricating and marketing industry since 1953. By promoting the exchange of ideas through conventions, technical seminars, trade tours and exhibitions, AEPMA provides its members with the information and tools they need to stay ahead of the competition.

Members benefit from the following:

- Association-sponsored technical seminars, management sessions and professional education programs.
- Quarterly and annual summaries of industry trends (confidential reports for members only).
- Legal representation on trade, regulatory and legislative matters.
- Representation by an experienced, Washington, D.C. headquarters staff.
- Officially recognized forum for conducting commerce with all those involved in the edged product industry.
- An opportunity for industry suppliers and manufacturers to meet on an informal basis at two or more membership events each year.
- Publications (membership directory, newsletters, promotional brochures, etc.) and numerous advertising opportunities.
- A listing on the AEPMA Web site that includes a direct link to your company Web site.

By choosing to participate in AEPMA, your membership dues support efforts in the areas of import violations, deceptive advertising practices and public awareness of one of America's oldest industries.

To learn more about the association and membership, contact headquarters by telephone at 703-433-9281 or by e-mail at info@aepma.org. You may also visit the association online at www.aepma.org.