

AMERICAN KNIFE AND TOOL INSTITUTE
Minutes of Conference Call
Board of Regents and Executive Committee Meeting
March 26, 2002 - 2:00 p.m. EST

On Tuesday, March 26, 2002, the Executive Committee meeting was called to order at 2:00 p.m. EDT by AKTI Vice President Les de Asis. Present included: Regents Les de Asis, Al Pendray, Bob Miller, Chad Vincent. Regents Absent: CJ Buck, A. G. Russell, Wally Gardiner. Advisory members present: Doug Flagg-Kershaw, Les Edelstein-Moteng, Jerry Rinder-Swiss Army, Deb Garvick-United, Spencer Fraser-SOG. Others: Jan Billeb, Executive Director, David Kowalski, Communications Coordinator, Mike Jones-Gerber for Chad Vincent.

Recruiting Plan/Prospect Lists

Dave Kowalski reviewed the information received from William Stockwell, fundraising consulting firm referred by Jerry Rinder. He noted that Stockwell does not take a percentage and offers several different pricing packages. Mr. Stockwell has not been recently available for Kowalski to discuss AKTI's needs and Stockwell's potential availability for a meeting at Blade or the September meeting.

Rinder reviewed the school fundraising program he had been involved with and emphasized the importance of the standardized training, but more specifically the follow-up routine for volunteer callers. It will be essential to develop a script that ensures that the recruiter correctly portrays AKTI goals, benefits and successes to potential new members who are typically personally known by the caller.

Discussion followed on target prospect lists and the level of commitment required from each person involved. Kowalski noted that the original intention of pursuing outside help for recruiting was to gain membership from vendors and other business associates while he continues to recruit within the knife manufacturing industry.

Les de Asis, Jerry Rinder, Deb Garvick, Spencer Frazer and Dave Kowalski volunteered to work on obtaining more information and formulate a recommendation to the Executive Committee. A conference call meeting was scheduled for April 23rd at 2 p.m. EST to report their findings.

Maine Situation with Wal-Mart

Mike Jones reported that Gerber has been successful in Maine. Wal-Mart's purchasing agent has restored the product in question back on the shelves, but Gerber will continue to monitor it closely.

Florida Issue Update

Dave Kowalski reviewed the March 23rd report memo from Rick Watson and the additional questions Kowalski posed. The effort to attach an amendment to proposed legislation was unsuccessful. AKTI has raised a total of \$10,920, with additional pledges still outstanding, to cover the lobbyist cost on the Florida switchblade issue. Al Pendray noted that additional money

should be coming from the Riverland Knife Collectors. Kowalski expects the \$1,000 pledge from One-Stop Knife Shop to come next week.

Kowalski will have additional discussion with Watson on the strategy going forward. A meeting will be planned at Blade Show.

Definitions

Dave Kowalski presented a review of StateNet bills highlighted during the first three months of 2002. He indicated AKTI may soon face several problems in more states because of broad and even unusual definitions being applied to knives. Proposed laws in several states differ on definitions of such things as: Bowie knife, pocket knife, blade length, dirk and dagger, "concealed" knives, "disguised" knives, and knives "legal and appropriate for hunting and fishing". It was generally agreed worthwhile that Kowalski contact attorney Dan Lawson regarding his efforts on definitions so far and work on developing definitions for review at several levels for possible adoption.

Blade Show

Kowalski announced he will be doing a seminar at Blade on FAA knife regulations on Saturday at 11:30 a.m.

Bob Miller moved to adjourn at 2:45 p.m. EDT, seconded by Deb Garvick. Carried unanimously.

Respectfully submitted,

Jan Billeb, Executive Director
American Knife and Tool Institute