

American Knife & Tool Institute

Executive Committee Meeting (BOR & Advisory)

February 12, 2006

Board Room, Hilton Hotel, Las Vegas, NV

The Executive Committee meeting of the American Knife and Tool Institute on Sunday, February 12, 2006, was called to order at 2:30 p.m. PST by AKTI Regent Les de Asis (Benchmade). Regents present: C J Buck (Buck Knives), Jeff Goddard (Kershaw), A. G. Russell (A.G. Russell Knives). Advisory members present: AKTI Vice President David Hall (United). Others present: Jan Billeb, Executive Director; David Kowalski, Communications Coordinator; Goldie Russell (A. G. Russell Knives), Jim Hamilton (United). Regents absent: Tom Arrowsmith (W.R. Case Cutlery), Eugene Shadley (Knifemakers Guild), AKTI President Mike Jones (Gerber).

These minutes are formatted on a per-subject basis, not the chronological discussion.

Administrative – Jan Billeb, Executive Director

Minutes: Les de Asis moved, CJ Buck seconded to approve the minutes of the June 2, 2005 Executive Committee meeting. Passed unanimously.

Updated Executive Committee email lists and corporate membership lists were distributed.

Financials: Comparative year-end profit and loss and balance sheets were distributed on January 30, 2006 with the agenda. Jan Billeb reviewed the profit and loss statements explaining that the difference from last year in premier membership income was due to timing of invoicing and that the difference in Ambassador and Associates dues was the result of non-renewals. Currently all members receive a mailing of three invoices before they are dropped. The membership expense category was for life membership plaques purchased. The office equipment expense was for the purchase of a multi-function machine to replace the fax machine that no longer worked. Increased website administration cost was for the setup of the revised website. Increased travel expenses were for Billeb to attend the Blade Show West in Portland. The reduction in website costs reflects the change to Yahoo as a provider. The additional interest income over 2004 was due to opening the money market account. Billeb further explained that the current quote for Officers and Directors insurance was \$1,188 but that she had requested competitive quotes. Current coverage is provided by Aon and she completed all necessary paperwork for a possible refund due to a class action suit for nondisclosure of commissions. CJ Buck moved to accept the financial reports as presented, Les de Asis seconded. Passed unanimously.

Future Meetings: Billeb noted that the next physical meeting is scheduled for prior to the Blade Show on Thursday, June 15, 2006 from 1 p.m. to 4 p.m. at the Renaissance Waverly Hotel in Atlanta, with the Annual Meeting scheduled for 5 p.m. Conference call meetings will be announced as needed.

Website: Discussion on the current AKTI website included the following suggestions: that people be allowed to register on the website for possible AKTI alerts or information; AKTI will attempt to gather those names/email addresses for a database of potential supporters; and that the site include secure server information. We will also begin developing an area for licensed attorneys (sorted by state) to volunteer/work for hire on knife cases. Billeb reported that she is working further on the education area of the website, starting with how to care for kitchen cutlery. Gerber has volunteered their graphic department to develop her materials into PowerPoint presentations so people can download them from AKTI's website. Any members with information they feel would be useful topics are encouraged to forward them. Kowalski and Billeb will work on wording to be included with the AKTI member logo and forward it to all Executive Committee members encouraging them to link their websites to AKTI's website. Links to corporate members will be included on the AKTI website.

Public Relations – David Kowalski, Communications Coordinator

Show participation: AKTI's participation at Blade Show West was discussed and Jan Billeb noted that while membership recruitment revenue did not pay expenses, she felt the interaction with people, especially with having a table inside the showroom, had been worthwhile. Goldie Russell commented that AKTI should not expect to pay expenses on show participation and that it was the exposure of AKTI to the public that was important. It was agreed that AKTI should pursue possible display space at the Beinfeld shows and the Oregon Knife Collectors Show. Kowalski and Billeb suggested that it might be time for AKTI to have a booth at the SHOT Show similar to other organizations in the lobby area. The possibility of finding volunteers to help man the booths at SHOT and Blade was mentioned. The need to reprint the AKTI brochure was mentioned and Jan Billeb suggested it be four-panel with one panel as a tear-off application form. David Hall agreed to forward her possible printing firms to contact for quotes. Hall also suggested Dave Staples of Images Group be contacted for possible help with PR efforts.

Knife Safety Booth: Samantha Coppa from The Edge requested permission from AKTI to apply for a nonprofit booth space at the San Diego County Fair in AKTI's name. She will take care of all manpower needed. AKTI will provide materials for

distribution. Jan Billeb suggested that a revised AKTI brochure would be helpful to distribute there since it could include a membership application, as well as information on downloading the current My First Knife and Knife Law brochures.

Ads in publications: Ideas for new AKTI ads were distributed with Kowalski noting that Steve Shackelford at Blade, Mark Zalesky at Knife World and Steve Dick at Harris Publications had agreed to insert them on a complimentary basis. Billeb reported that Denny Fallon of Firearms Marketing Group agreed to include them in all their publications. The focus of the ads was discussed, including the need to have a more compelling statement along with graphics or photo being the major focus and not the AKTI name. Billeb suggested one ad should target people who don't know there are knife laws. Goldie Russell offered to have their graphic person work further on some ad options which will be distributed to the Executive Committee for input before sending to the publications.

Membership - David Kowalski, Communications Coordinator

Corporate Memberships: David Kowalski reported on the contacts he and Jan Billeb made during the SHOT Show. Al Mar and Leatherman are expected to join. Browning getting closer to joining. Swiss Army Brands has new Vice President who believes they should continue to support us. Very positive feedback from current members ... Meyerco, Taylor Cutlery, William Henry.

NICA: At their recent meeting NICA decided to continue functioning for at least one more year using volunteer officers. It is not expected that the group will remain an Advisory Board member.

Dealer Recruitment Plan: David Kowalski reviewed the planned dealer program for retailers to join one time at \$60 and receive AKTI Dollars valued at \$25 to use with any participating manufacturer or distributor. Thereafter renewals would be at the \$100 membership level. It was suggested that the mailing be done on AKTI letterhead and Kowalski will clarify with Les Edelstein how the redemption process will work. Kowalski was asked to follow up with prospective new premier members to see if they wanted to be included prior to doing the mailing. It was noted that "only redeemable one time" needed to be added to the artwork and "bucks" changed to "dollars."

Collectors Groups: AKTI will look again at enlisting support from these groups, perhaps by offering complimentary membership to the group secretary, who would promote us to individual members. Those individuals and the entire club could then be enlisted for future email and letter-writing campaigns in their state(s).

Legislative – David Kowalski – CJ Buck

StateNet: Legislative calendars of schedules for each state were distributed.

Mailings of Definitions: David Kowalski reported he had completed a mailing of the definitions to all state attorneys general and again included copies of the protocol as well. It was noted that this mailing should be done on a regular basis due to continual changes. Approximately 4-6 attorney's general change every year nationally.

NH Law Status: Through attorney Evan Nappen, formerly from New Jersey, David Kowalski provided AKTI packets of information for the Criminal Justice Committee in New Hampshire when they met to consider revising their dangerous and concealed weapons statute. Nappen's efforts involved the introduction of language into the NH carry laws to include carrying and selling knives. After review it appears New Hampshire is leaning toward eliminating carry laws and placing greater emphasis on punishment for crimes committed with weapons. Kowalski will stay close to this developing issue to make sure AKTI input is sought and provided.

Model Legislation: Kowalski discussed with attorney Dan Lawson AKTI moving forward with drafting model legislation to provide in cases such as New Hampshire. Lawson believes we should do so and has volunteered to work on the issue.

NY Concealed Knife: We had a potential legislative issue but it turned out not to be.

NJ Doubled-Edged Knives: A NJ retailer had a legal issue with a Kershaw model that has a double edge. Kowalski provided NJ statute language to Jeff Goddard and retailer.

CA Motorist Arrested: This case began with an email to Benchmade about an arrest for carrying one of their assisted-opening knives. Contact forwarded to Kowalski who mailed pertinent CA statute language to defendant, as well as offer that we would provide consulting attorney when defendant hired a local attorney. We have not been re-contacted. NOTE: Kowalski was provided mailing address by defendant when he called him. On February 24, packet of information was returned to him as non-deliverable. Perhaps this supposed defendant was part of a law enforcement or newspaper investigation and was simply posing as a defendant to assess the Benchmade and/or AKTI response.

CA NRA Pamphlet: Kowalski contacted by member of a CA law firm working on San Francisco gun ban and also on a proposed pamphlet on CA knife laws. Referred him to statute 653K and AKTI website for our history on lobbying for the additional exemptions to the CA switchblade statute. Asked that any material used be credited to AKTI.

St. Louis Arches: Jeff Goddard reported that three cases from St. Louis, Missouri were still pending. These people were willing to fight the park system but had not been given court dates. Knives are being confiscated but the Dept. of Interior and/or St. Louis prosecutors apparently do not want to pursue these matters in court, choosing instead to confiscate knives that a

particular gate attendant considers illegal. Goddard also indicated he will forward other information relative to court cases involving assisted-openers that can be shared with other AKTI members.

TSA Meeting: The possibility of AKTI representatives meeting with TSA officials regarding permitting knives in carry-on luggage and on persons was discussed. Kowalski will explore the process necessary to get an audience with the TSA Director. Any member with U.S. Senate or House access should contact Kowalski about asking that lawmaker to help arrange the meeting.

Other Business:

AEPMA: CJ Buck described the purposes of AEPMA and their request to provide an educational session on U.S. knife regulations for their upcoming May annual meeting in Ponte Vedra Beach, FL. AEPMA is interested in a joint session with AKTI on regulations. It was agreed that C.J. Buck would be a good facilitator and AKTI representative and that Kowalski would provide him with any necessary support materials.

C J Buck moved, A. G. Russell seconded to adjourn at 5:00 p.m.

Respectfully submitted,


Jan B. Feb
AKTI Executive Director