



Jake Nichol
President/CEO of Leatherman, Inc.

Jake will address a number of issues facing companies and how Leatherman navigated some of those issues:

- ◆ succeeding the founder of a family owned/privately held company
- ◆ financial and operational turnaround issues
- ◆ moving manufacturing to China vs. keeping jobs in Portland/US
- ◆ fighting off patent infringement and knock-off competition
- ◆ declining market share issues, GM% compression
- ◆ preserving the quality brand name
- ◆ working on new product development and launching them
- ◆ wrestling with the "joy & pain" of selling to the big box retailers

Date: Wednesday, October 3, 2007

Place: Sheraton Universal Hotel

Time: 5:00 – 6:00 Registration/Cocktails
6:00 – 7:00 Presentation
7:00 – Dinner

Cost: Member Reservations – \$55.00 per person
Members at the door - \$70.00 per person
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