

May 5, 2008

Dear Member:

At last week's Annual Meeting in Amelia Island ...

MSA President **Bill Lambert** and North Safety Products President **Sid Ellis** were reelected chairman and vice chairman of the ISEA Board of Trustees. **Joe Reimer**, Senior VP – Fall Protection for Sperian Protection, was reelected to a three-year term on the Board, and the membership elected three new Trustees: **J.P. Sankpill**, President and CEO of U.S. Safety; **Jim Teigen**, Business Manager of OK-1 Manufacturing Co., and **Pat Velasco**, CEO of Capital Safety.

Forecaster **Brian Beaulieu** presented his outlook for the economy, telling the ISEA crowd that current conditions are "just a warm-up for the real recession." In a two-hour presentation that was filled with data and charts, insight, and a healthy dose of humor, Beaulieu forecast slight growth through 2008, with a hard landing in 2009-2010, similar to the recessions of 1982 and 1992. He pointed out the status of "tipping points" for the economy, showed how various US and international indicators move together, and reviewed what companies should be doing at each of the four phases of the economic cycle. "The future is up to you," he said; "There is always a way to make money."

Commenting on this year's Presidential and Congressional races, **Norman Ornstein** of the American Enterprise Institute noted that confidence in government is at nearly historic lows. He discussed the ongoing primary contest in the Democratic Party and its possible effects on the election, but said that "no matter how badly the Democrats are doing, you'd still rather be in their shoes than the Republicans' this election year." Congress will stay in Democratic hands, he said, and will likely become even more polarized as many "realists and problem-solvers" are retiring.

The final speakers were an international market opportunities panel. **Ann Lavin**, VP of the US-ASEAN Business Council, discussed the business climate in Southeast Asia, concentrating on Singapore, Indonesia, Vietnam, Cambodia and Thailand. **John Anderson**, Senior Director for Western Hemisphere Affairs at the Commerce Department, described safety and security equipment markets in South America, and the benefits of the bilateral and multilateral free trade agreements with those countries. **Jay Thompson**, Russia Desk Officer with the Commerce Department's International Trade Administration, reviewed the dynamic political and economic climate in Russian, and the growth of US exports.

The next general business meeting is the **Fall Meeting, November 10-12** at the Ritz-Carlton Pentagon City in Arlington, VA. Concurrent with this meeting will be ISEA's **National Symposium on Personal Protection for the next 75 years**, in cooperation with NIOSH. Look for more information soon on this important event.

Congratulations to Justine Kostrub, a junior at Allegheny College in Meadville, PA, winner of the 2008 **Lincoln C. Bailey Memorial Scholarship**. Ms. Kostrub, a biology major who plans to continue to medical school, was selected based on her academic achievement and college and community activities. She is the daughter of an employee of Mine Safety Appliances Co. in Cranberry Township, PA. The scholarship is awarded annually to a rising college junior or senior who is the son or daughter of an ISEA member company employee, and selected by an independent panel. It's entirely supported by voluntary, tax-deductible contributions to the scholarship foundation. Contact Ann Feder at ISEA for more information on how to apply for the scholarship, or make a contribution.

Coming up:

May 8	Fall Protection Group	Conference call (Dan Glucksman)
May 9	Risk Management Committee	Conference call (Dan Glucksman)
May 13	Marketing & Communications Committee	Conference call (Joe Walker)
June 3	High Visibility Products Group	Minneapolis
July 29-30	Strategic Planning Committee/Board	Williamsburg, VA
Nov 10-12	Fall Meeting	Arlington, VA

ISEA also publishes a monthly *Washington Report*, a twice-a-month *Market Intelligence Digest*, a *Standards Focus* newsletter, and a quarterly *Protection Update* (in *Occupational Hazards* magazine). If you're not getting these publications, contact ISEA headquarters. Look for up-to-date information on the Web at www.safetyequipment.org.