

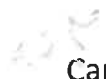
Altoona, Iowa – October 14, 2025

I am honored and grateful to be recognized today as a manufacturing legend. My interest in manufacturing began during my eight years of high school and college that coincided with the Eisenhower Administration. It started with a keen interest in legendary manufacturer Henry Ford (the first \$5 per day wage, the assembly line, and any color as long as it was black)...that's when I acquired my first Model T almost seventy years ago.

The ISU Mechanical Engineering Department, now ISU's largest, had substantial influence on me including providing awareness of Iowa based manufacturers and my first jet plane ride in 1960 to attend the ASME winter annual meeting in New York City. I met Lillian Galbreth, the mother of the Legendary "Cheaper by the Dozen" family.

Real Iowa manufacturing legends I have been privileged to know or know of include George Foerstner – Amana Founder (I caddied for him), Gary VerMeer (daughter Mary and I served ABI together – she later became chairperson of the NAM), Frank Vogel, Arthur Collins, my dad's good friend Ray Hagie and Jim Tyler (he didn't know how they could make it so good and sell it so cheap). Can't leave out two that have had tremendous impact on our state universities, Roy Carver at Iowa and Eugene Sukup for the Cyclones. Iowa City's E.F. Lindquist figured out how to make a Davidson printing press tied to a computer read both sides of a test answer sheet, thousands per hour. ACT and Measurement Research (now Pearson) followed with hundreds of good paying jobs coming to our town.

My comments about real Iowa manufacturing legends must also include a wonderful friend I met at an ABI convention at Okoboji years ago while loading his sailboat – the late Al Jennings, whose 2nd generation leadership took Economy Forms (EFCO) to over a dozen locations in the US and



Canada plus almost that many around the world. Al was always very devoted to ISU, ABI, NAM and the Gateway Hotel.

As for me, prominent on my list of career goals was transitioning my great grandfather's company from the 3rd generation to the 5th (our son David). Challenges have included survival, we are now the only Iowa calendar plant remaining of six when I started, operating with inventory turning just once per year and getting paid for our products similarly. You now know why I am such a fan of Iowa's community banks. Our banker is here today – Dwight Seegmiller – 50 years with Hills Bank.

The most positive thing going for our product? We know exactly when it will be obsolete. Incidentally, 73% of adults use a paper calendar - it's the only advertising people ask for.

A valued souvenir of our IMA and ABI membership has been this book, my great grandfather's record as treasurer during the association's initial five years after he served as president for one of them. Most you paid either \$15 or \$20 annual dues back then, about the cost of a 6 pack or bottle of Bob Wersen's wonderful Tassel Ridge wine today. Here's his calendar for the 250th year of our country. Total Receipts for the year June 1, 1908 to May 31, 1909 were \$4,638.60, after expenses yielding a plus \$151.83 balance.

As ABI Chairman years ago, I will always remember an evening joint session of the legislature where Mark Douglas, Don Houser and Jack Soener were right there to make sure I said just what we needed to eliminate the sales and use tax on machinery and equipment for manufacturing.

Thank you for this honor and all this great state and its wonderful manufacturers have done for me, Linda and our family!