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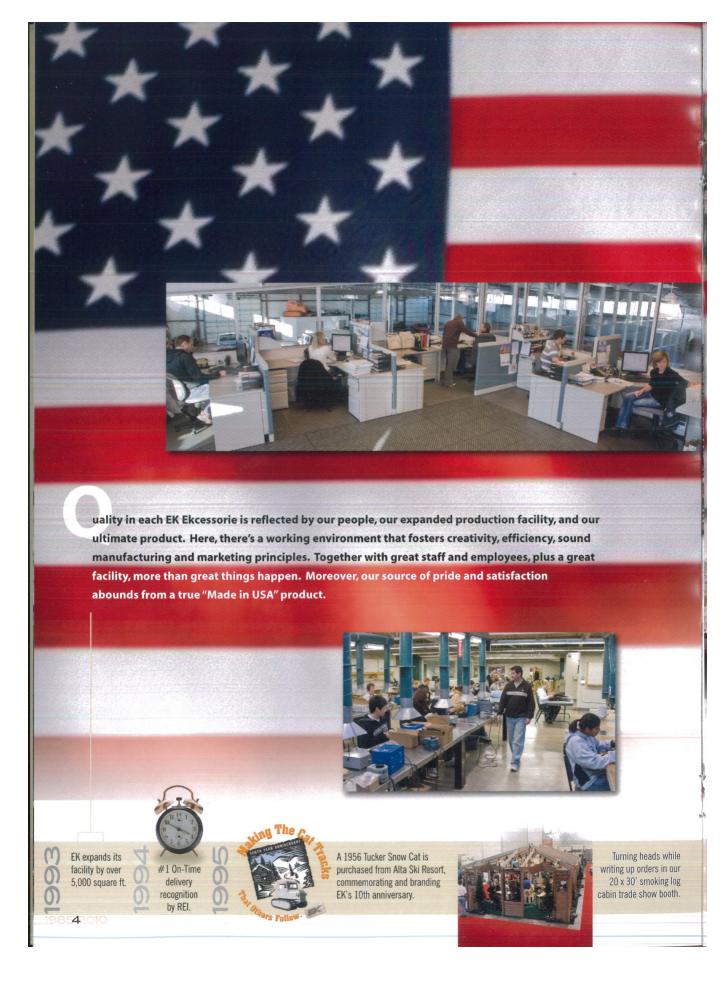
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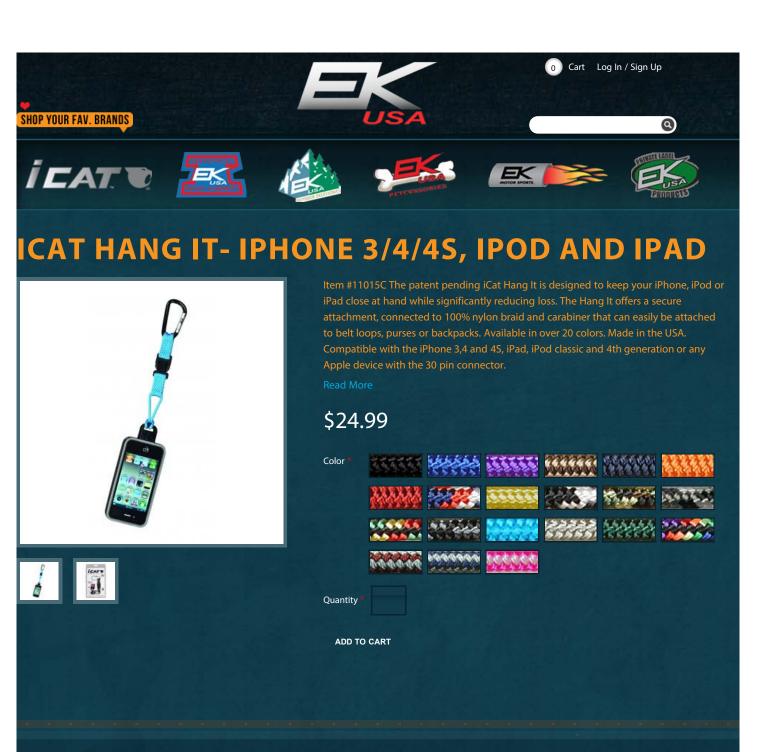
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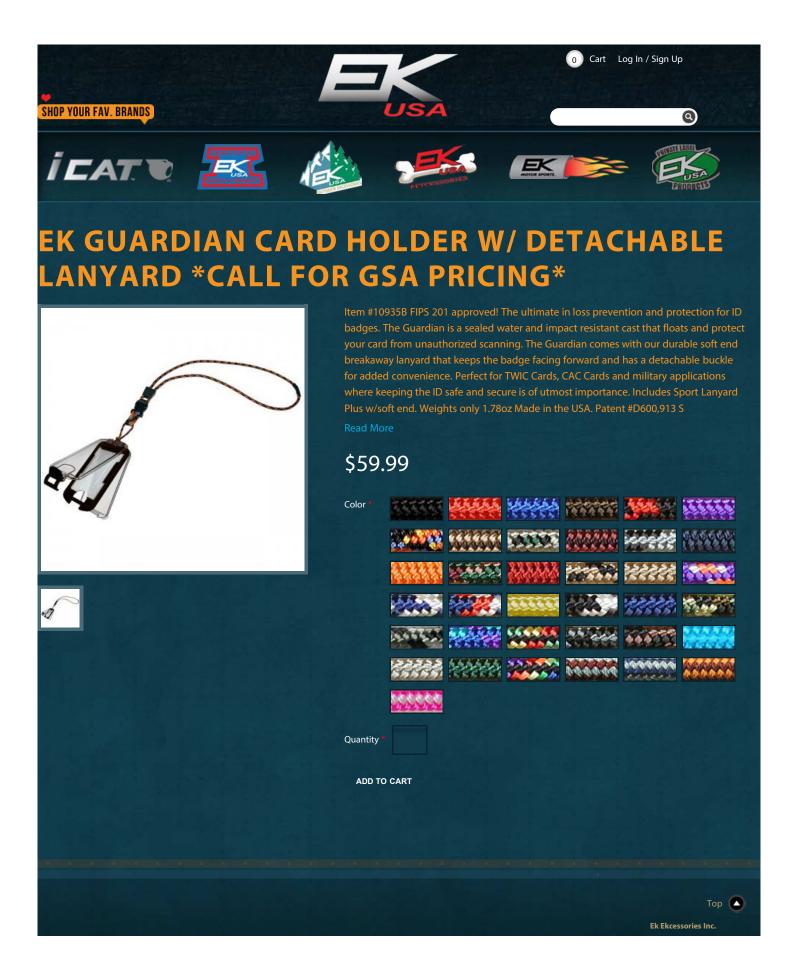
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### News

### Utah Accessories Maker EK Celebrates 25 Years

Ed Kalbach wouldn't describe his personality as "intense." Instead, he pauses, and quickly retorts: "No, I'd describe myself as obsessive-compulsive—but in a good way." Thanks to his obsessive focus on product innovation, he's grown EK Accessories into a multi-million dollar operation with some 7,000 SKUs in a half-dozen catalogs.

Today, 25 years after launching his company at Booth #32043, Kalbach employs more than 100 people in Logan, Utah. His 30,000-square-foot factory and makes everything from the ubiquitous Cat Strap to private label tie-down straps for Harley-Davidson and Honda. All Made in the USA.

Kalbach, who admits he skimmed through high school and never went to college, launched EK Accessories and his first product, Cat Flaps, at an SIA show in 1985. Cat Flaps flopped, but his next two products, Cat Crap, a lens anti-fogging film, and Cat Straps, sunglass retainers, caught fire. He's never looked back.

Today, Kalbach sells products into seven separate industries ranging from pet stores to the safety and security industry. Southwest Airline employees sport EK lanyards, the U.S. Army buys his key rings, he makes grab handles and roll-bar accessories for the four-wheel crowd, and then there's his promotional products catalog.

Kalbach, a self-described motor-head, holds more than two dozen patents and when he looks back on his 25 years building the company it was the Cat Strap that put him on the map. And it was simple, he said. He took a piece of climbing cord, stuck some rubber gas-line tubing off a motorcycle engine on both ends, and then jammed sunglass temples into the gas-line. Call it a Cat Strap.

He went to SIA to hawk them and left with a \$60,000 order from some Oakley reps. Not bad for a 21-year-old ski bum living on \$125 a week who had rolled into Utah driving an old Chevy Blazer. Kalbach, however, wanted a bit more cash to live on. He opened a motorcycle repair shop and added a ski exchange. And then he got inventive.

It was the Cat Strap that helped spawn dozens of outdoor accessories. He soon took 3- and 5-millimeter climbing cord and added lanyards, key retainers, wristwatch bands and zipper pulls to his line. And in 1988 he introduced patterned webbing into the outdoor market, and he defies anyone to prove differently.

In 1991 he built a new factory in Logan and later, keeping his eye on developing trends, moved away from the neon craze into earth-tone patterns in rope and webbing—another first, he said.

Over the years, REI named his company number one for on-time delivery; EK was picked as Utah's fastest

growing company; and Kalbach was later named Utah's Small Business Person of the Year. Kiplinger's Personal Finance Magazine put him on its cover in 1998 and EK was picked as an official licensee for the 2002 Salt Lake Winter Olympics. He's received more honors than there's space to list them.

But Kalbach is proud of two things when discussing his company: First, he's most proud of his employees, many of whom have worked with him for years. And he readily admits that it's their work that has helped make the company successful. No one has been laid off in what most now call the Great Recession.

Next, Kalbach makes everything in Logan, Utah. "Some people tell me I can't compete with China, and I go ballistic. China will never kick my butt," he says, as a quick smile spreads across his face.

## 25 Years and Still Growing!

Logan, UT -January 6, 2010-Since its founding in 1985 EK Ekcessories has grown into the world leader in outdoor accessories. From a humble beginning in a small ski shop on Main Street in Logan, Utah where EK owner Ed Kalbach developed his first of countless creations, beginning with the Cat Flap side shield for Cat Eye style sunglasses, that opened the door for the ever popular Cat Strap Eyewear Retainer and Cat Crap Lens Cleaner/Anti Fog that were soon to follow.

Over the years EK Ekcessories has received numerous awards and supported countless organizations. All of which have contributed to its success as a company.

EK Ekcessories uses and will continue to use only the highest quality materials to create its outstanding lines of accessories and will continue to make them here in the USA. This is not just any accessories company but, a global leader with quality consumer products in the Outdoor, Pet, Safety Security, Motor Sport, and Ad specialty industries with market presentation in over 40 countries worldwide. EK Ekcessories has provided thousands of accessories to companies and individuals who seek quality durability and performance.

EK Ekcessories looks forward to the coming years, continued growth, and is committed to continuing to provide a superior quality accessories line.

# EK MOTORSPORTS NAMED OFFICIAL LICENSEE OF AMERICAN HONDA MOTOR CO. PRODUCTS

Logan UT— March 15, 2007. Logan, UT based EK Motorsports, a division of EK Ekcessories and a leading manufacturer for off-road accessories is now an official licensee for American Honda.