

**February 11, 2005**

**Re: Jewelry Wax Clarification**

Recently, Kerr Corporation began promoting a new brand and new form of jewelry injection wax and is claiming that the formulas are identical to previous Kerr products. This unfortunate situation needs to be clarified to protect distributors from misleading their customers.

In 1975, Freeman Manufacturing & Supply Company developed, manufactured, and began selling Freeman Flakes jewelry injection wax. In 1987, Freeman and Kerr entered into an agreement where Kerr would have exclusive rights to market and distribute these waxes under the ACCU<sup>®</sup>-Flakes brand name. This agreement, and all subsequent modifications to this agreement, expired on January 31<sup>st</sup>, 2005.

Freeman has become aware of Kerr's recent 'Dealer News' bulletin that introduces a new wax and claims it to be "the same high quality wax formulas you know". It is because of this bulletin that we must clarify the following:

- Freeman no longer sells wax to Kerr Corporation.
- Freeman has never manufactured any product for Kerr Corporation to be sold under the ACCU<sup>®</sup>-Beads brand name.
- Freeman has not sold or licensed its formulas or manufacturing processes to Kerr Corporation or any other third party.
- Since wax formulations cannot be reverse-engineered, Kerr or an agent would have had to develop their formulas from scratch.

The eight flake wax formulations that were sold under the ACCU<sup>®</sup>-Flakes brand name through January, 2005 are now manufactured and sold exclusively under the Freeman Flakes<sup>™</sup> brand name. Therefore, the only verifiable way to provide your customers with the same exact jewelry injection waxes that have been proven for thirty years is to buy and sell Freeman Flakes<sup>™</sup> jewelry injection wax.

Freeman is now working with its distributors to help them clarify the above to its customers. You are invited to visit our website at [www.freemanwax.com](http://www.freemanwax.com) or visit our booth (#804) at the MJSA Expo (March 6-8) in New York. Any further inquiries may be directed to Chris Fillmore, Director of Specialty Waxes, at 440-934-1902 x216 or 440-934-7200 (fax)

Sincerely,



Lou Turco  
President  
Freeman Manufacturing & Supply Company