

## SSIA Conference Call

Jan 8<sup>th</sup> 2013 5:00pm(8:00 EST)

**Attendance on call:** Don Rinaldi, Blasé Knabl, Paul Angelos, Bob Berman, Gina Berman (taking notes), Ira Freedman, Rick Meyer, Sandra VerBrugan, Harry Lowenberg, Mitch, Not on: Mike Brooks.

### Old Business:

We have ostrised the SSIA from the repair industry.

Need to show the benefits of being a member in newsletter: Show, newsletter, and other key benefits.

Kenny's shoe repair- an example has no desire to give back to the industry that has supported his family for years. Most repairers feel that there is no reason to join SSIA. They need to see tangible benefits for the members.

Mitch- when you have a program or association like this you only get 2% of folks to respond.

### **TRG**

A very length discussion on letting TRG be a member....as in: He tried to have wholesalers but no one wants to carry another line. He wants to show. And- But he sells direct and therefore doesn't have the relationship to be a member.

Harry- we can't open our industry up to have someone be member and show at the shows and sell direct. If someone wants to go on their own and buy so be it but to be a member you have to have the guidelines and relationships in the industry. We can't have someone at the show passing out business cards to sell direct and cut out the wholesaler.

Ira and Sandra pushed to have them at the show and doesn't see the reason as a repairer not to have them. A discussion by Harry, and Don, Sandra, and Ira ensued as to why.

Don- if 10% of the folks want TRG then the wholesalers will probably start carrying them.

If the shoe repairers decided to start a show and have everyone there most big wholesalers wouldn't come.

Don makes a motion that TRG can not be a member. Harry seconded. All approved except for Sandra and Ira who wanted them to be members.

Harry- there wasn't enough interest in any wholesaler carrying his line. Even on a consignment basis.

Don will contact TRG and let them know that they aren't approved

## **Discussion of who can be a member. (Lyons and Wolky)**

Traditionally SSIA was a wholesale business that protected the business. But times and the organization are so different that we need to consider folks that will sell direct or on the internet, especially when a finder won't or doesn't carry the product. The shoe repairers want to carry lines that cost less.

Lyons and Volpe approached some wholesalers but not the whole country.

Paul made the motion to except Lyons and Wolky and Ira seconded. Motion passed to except him back and because he has been gone for so long he needs to pay the \$1000 to get back in.

Andy Picolio- wants to be a member and wants to try for the silver cup. Even though he has had problems in the past.

## **Old Minutes Approval**

Blasé made Motion to approve the minutes of the last three meetings. Bob seconded and all approved.

## **Woly**

Woly letter- folks aren't interested in distributing but they are selling direct and has the prerogative to do so since no one will carry. A Discussion was had about them and the consenses is that there is nothing to do at this time.

## **New Business:**

Blasé talked about those folks wanting a golf tournament. But wanted someone to run it and be in charge of it that who plays golf. Mitch is looking into it.

He is also looking into what other things there are to do nearby.

Mitch: Let's see if anyone is interested in having a golf tournament either before or after the convention.