

SSIA Meeting

Conference Call April 17, 2013

Attendance:

Blasé Knabl, Paul Angelos, Bob Berman, Ira Freedman, Mitch Lebovic, Rick Meyer. Late- Don Rinaldi Sandra Verbrugen. Meeting notes; Gina Berman

Meeting called to order by Blasé at 5:00pm Pacific Time 8:00 EST

Old Business:

Taco: Wants to be a member again. Mitch says The bylaws state that they have until the end of the following year to pay last years and this years membership before they are fined the \$1000 to rejoin.

Convention San Diego Show, especially parking. Should SSIA pay for parking?

Mitch I have spoken to the hotel. Overnight guests registered in the SSIA room block will be charged \$10 per night for parking if they have a car. Those driving in to attend the show for the day will be able to park for free. SSIA will be able to validate parking tickets at our registration desk. As I said yesterday, I do have a list of criteria for future hotels. Parking costs are on that list and, if the issue arises again, I will make sure the board is aware of it.

Exhibitor	# tables	Amount Paid	Date Paid	2013 Dues Paid	Notes
Birkenstock USA	1	\$650	3/27/2013	3/18/2013	
Casali	2	\$1,200	3/18/2013	3/18/2013	
Foam-Tex	1	\$650	2/13/2013	1/31/2013	Needs electricity
Hickory Brands	6	\$2,750	2/20/2013	1/31/2013	Diagram attached to registration form.
JR Leather	1	\$650	4/15/2013	4/15/2013	Next to Petronio
Justin Blair	1	\$650	2/8/2013	2/8/2013	
Lincoln Shoe Polish	1	\$650	2/20/2013	11/20/2012	Next to Soletech
Moneysworth & Best	5	\$2,200	3/5/2013	1/31/2013	Wall space
Pecard Chemical	1	\$650	4/1/2013	1/24/2013	
Petronio Shoe Products	1	\$650	4/1/2013	1/31/2013	Next to JR Leather, Renia
RSV Enterprises	1	\$650	3/13/2013	11/20/2012	
SC Johnson/Kiwi	2	\$1,300	4/15/2013	11/20/2012	
SRE Importers	2	\$1,200	2/11/2013	11/20/2012	Wall space not near Soletech, Landesman, Borr
Soletech	2	\$1,200	3/19/2013	3/19/2013	
Tarrago USA	2	\$1,200	3/13/2013	11/20/2013	
Topy SAS					To pay via wire transfer. Dues reminder sent 2/
Vibram USA	5	\$2,200	2/12/2013	1/13/2013	
Totals	34	\$18,450			

Hotel: Mitch-Our room block at the hotel is 85 percent full. That means we have met our obligation to the hotel in terms of room nights and still have a few rooms left in our block. If you haven't made your reservations, do so now.

Post cards have been mailed promoting the show. Flyers and newsletters have been shipped to finders in the Western U.S. for them to distribute to their customers.

Direct selling by suppliers:

Ped Efix: Mitch will send them a letter letting them know that they can not sell direct at the show and if they want to continue to be in SSIA that they will not be allowed to sell directly. (they have had complaints from other suppliers).

Silver Cup: So far we only have two pair of shoes. Deadline is 26st of April for submitting shoes.

2014 Show in Philadelphia area:

I have been working for several weeks on finding a location for SSIA's 2014 convention. The company that aids us in site selection (Sandy Swanson, Conference Direct) sent me a list of about 20 properties near Philadelphia and Wilmington to review. From that list, I visited five that are within SSIA's budget:

1. [Radisson Hotel Philadelphia Northeast](#) (Also recommended by Steve Buonomo at Frankford Leather Company).
2. [Doubletree by Hilton Hotel Valley Forge](#) (Steve also recommended Valley Forge as a location, though not this specific hotel.)
3. Clarion Hotel The Belle – Newark, DE
4. Crowne Plaza Wilmington North
5. Hilton Wilmington/Christiana

Of those five, the three Delaware properties didn't have space suitable for our event. We need a sizeable ballroom for exhibits, breakout rooms for seminars and another fairly large area for brunch and the each fell short on one of those items.

The Radisson and Doubletree will both make excellent properties, however. Here is a comparison of the properties. **Dates Available Room Rate Meeting Room Fees F & B Minimum Parking Fees**

Radisson July 26-27, 2014 \$124 \$5,000/day \$8,000 none

Doubletree July 19-20, 2014 or \$99 Complimentary w/ \$7,000 none

August 2-3, 2014 F&B minimum and room pick-up

As you can see, the Doubletree is much less expensive if we can live with dates a week earlier or later than what SSIA has typically done. I can also check with the Radisson to see if they're willing to negotiate. I looked at airport properties in Philadelphia. They were too expensive. Same for downtown properties. There is a Doubletree in downtown Wilmington that has enough meeting space for SSIA. Their initial proposal was too high, but I can revisit that if you like.

A discussion of hotels and locations and prices for 10 minutes. Everyone voted for the Double Tree due to costs of meeting rooms.

Door Prizes- Sandra is taking care of.

New Business:

Board Openings

There are 3 Openings for Board members. 1 shoe repair, 1 supplier and 1 wholesaler. So far there is 3 people who have said they are interested for shoe repairers.

Need a wholesaler and supplier. Blasé was told her can run again for another term.

Newsletter: Newsletter should go out before the show and have a list of the seminars. They will go out to all members and all shoe repair shops in California and surrounding areas. Need articles to fill the newsletter. It will contain pictures of last years show.

T-Shirt for the show

Don is ordering and arranging for the T- shirts and pennants for the show with the Logo on the front. Same as last year.

Pictures Ira will take pictures at the show due to Mitch running the show.

Silver Cup awards Sandra is ordering and Mitch is locating displays cases.

Motion to close the meeting by Ira and seconded by Blasé at 5:54 Pacific Time