

## **Minutes Friday 21, 2017 SSIA Conference call 8pm EST**

**Free Conference number is** [712-432-6100](tel:712-432-6100) and enter code 15151347#

**Attendance:** Paul Angelos, Sandra VerBruggen, Pat McCabe, Laurie McPherson, , Mitch Lebovic, Phil Wadzinski, Shannon Embry, Jim McFarland, John McLoughlin, **Notes:** Gina Berman **Absent:** Eddy Gitlin

**Quorum:** Yes

**Vote on adoption of old Minutes from July 7th.** *Phil Motioned to accept the minutes and Sandra Seconded. All approved.*

**Presidents Report:** Sandra VerBruggen- The show didn't meet the room guarantee of 416. There were so many cancelations so we are 40 room nights short. John said that equates to over \$8000. Sandra will make an announcement that everyone needs to make sure that the room they booked is under the SSIA convention.

**Vice President:** Paul Angelos- When he toured the ship they presented large rooms and all were air-conditioned. Some have mentioned that air doesn't work or the room they have is not what was booked.

**Treasurer Report (Money in the bank) John McLoughlin Presented at meeting a full report. Will attach to minutes. Ending balance for June is \$108,298**

**John-** We are almost double over where we were a few years ago. So even with the expense of the extra rooms will be about \$100,000.

**Silver cup we spent \$5200 Entries \$1265**

**Show income is less than last year ago due to lower attendance of suppliers. Newsletter is now making money. Silver Cup has more entries than it ever has.**

**Income from the Long beach show:**

**Food and Beverage has been met.**

### **Old Business:**

**Convention: Report and finish last minute details 2017-** Queen Mary

### **FRIDAY**

8am- Friday morning at 8am is pre-con meeting.

9am- Victoria Room\9am Board meeting

Regent Room

12- Exhibitor set up at Noon.

## **SAT**

Sat 8am -Seminars start at 8am so registration table needs start set up by 7am (Veranda Room)

10am Membership Meeting Queen Salon

1pm- Hall Opens for shoe Repairers

Saturday night 7pm dinner and awards

## **SUN**

Sunday morning at 9am board meeting- voting on officers

(on back of badges have time and room for meetings and conference)

**Annual Meeting** review on procedure and who is doing what.

The list of those who died, Bylaw voting. Elections of board members,

## **BAGS**

John-When the bags are ordered most of the inventory needs to go to Petronio. He has 86 left and Guard has 207. It's taken 6 months just to go through half. The bags are slowing down from the beginning but they are paid for up front so money comes in slowly. John believes as an organization that an alternative needs to be thought of to get the Logos and word out on the SSIA.

Soletech, Tarrago, Saphir logos are willing to be sponsors for bags. That's 3 logos, however they don't want to be on the bag next to TRG. Does the SSIA stick to guidelines of fair Advertising for all.

The board as a group agrees that rules are rules and they need to play nice. If they pull advertising then so be it.

## **Guideline for show for Repairers, wholesalers, suppliers**

Phil- Brought to the suppliers that there is no guidelines for suppliers and received a lot of responses. There should be one for all groups for membership and the show. The board needs to come up with a new guideline for the bylaws.

Pat- Paul should write down the unwritten rules before he goes off the board.

Ohio travel and Lyons and Volpe sell some things direct private label.

Pat- what if in the future the Wholesalers want to have a booth or repairers that have a unique product. We need to have a discussion about that.

Paul- we should consider a show every two years and have more regional shows.

Pat- Miami Leather has an “open house” every year. It’s essentially a regional show. Suppliers are usually there.

Is this going to hurt the show in the future or will it calm down.

John – this came up years ago with the PFA that the show is held in a region and the local wholesalers are promoting and sponsoring heavily. We can’t have the other wholesalers getting booths and taking away all the sales. We are at a point now with Sachs going out that we need to have some changes. Its hard to figure where this goes. We want the supplier to sell to the wholesaler and wholesaler to sell to the repairer. We need definite guidelines.

Sandra- it doesn’t even say that the wholesalers that carry need to be SSIA members just that a certain amount wholesalers support.

Sandra- the supplier meeting needs to discuss these things.

Pat- the wholesalers are concerned with real estate.

Phil- John is absolutely correct that it’ll be a free for all unless you say “the board is going to address this issue and come up with guidelines”

Shannon- the meetings after the show tomorrow needs to have a list of things to discuss.

### **Exhibition Hall guidelines:**

Guidelines for what you can bring to show- suppliers and who can be in your booth

Guidelines for wholesalers- bringing their customers to see suppliers booths and taking orders

Guidelines for repairers- asking for samples, (one per store) Dress, don’t interrupt, etc...

### **New Business**

## Newsletters-

Pat- had the discussion with Mitch on Newsletters for the year and they came up with the following dates: Jan 19, April 4, Sept 3

Phil- A guy from France is Looking for some sponsorship for putting together a book on the history of shoe polish. And collects tins of different polishes. We need to discuss this next meeting.

## **Awards**

Veranda Room is a bit odd on set up. It's almost a step down.

John- When do we bring Tom up?

Sandra talks about Silver Cup

Paul reads off winners and Sandra presents

World Cup first and then Silver Cup- ending with the Grand Winner. Tom Costin will speak.

8 awards for world cup and 6 for Silver Cup. The entries were close at the beginning and then fell off.

Jim motioned to adjourn and Pat seconded and all approved.

Meeting adjourned at 11:55