

SSIA CONFERENCE

SEPT 19, 2012

Attendance : Mike Morelli, Sandra Ver Bruggen , Blasé Knabl, Rick Meyer, Harry Loewenberg, Bob Berman, Paul Angelos, Ira Freedman, Mitch Lebovic.

Old Business:

Acor:

Motion to approve Don's letter to Acor by Mike Morrelli and Paul Angelus 2nd. Unanimous approval.

Italian leather company: First, the Italian leather company that applied for membership just prior to the Chicago show would still like their application considered. As you may recall, the board decided not to rush a decision prior to the show. But the board did not reject the application, only refused to schedule a rushed meeting to consider it in time for this company to come to Chicago. I have attached a copy of the application.

Discussion on whether to approve. They are a supplier not a wholesaler and sells direct. No decision has been made regarding Request of Italy leather Company for SSIA approval pending gathering of more information. Harry moves that we table the discussion because we don't yet know the extent of it's involment with Lyons and Volpi. Blasé 2nd Motion. Ira abstains. But passed by all others.

Sandra and Blase went to Spingarn High School in Washington DC. To meet with the shoe repair class. In Intercity DC, and is dire need of supplies, materials, and machinery. Harry wants to try to make it a big deal and get news crews and Mayor and other repairs, suppliers, wholesalers, etc.

Treasurers Report: According to the bank statement minus checks written Bob said there is \$70, 016.86 in the bank.

Newsletters:

Article about Southern leather was very upsetting to wholesalers in the industry that the newsletter should not be a venue for advertising for wholesalers. Amount of content will decide whether the newsletter is 8 or 12 pages.

Need to vote whether we mention any wholesalers events because it borders on advertising. Miami leather wants to notify of open house. Frankford wants to notify of the website. It was suggest that if a wholesaler wants an article written about them that they request a board member or an impartial person write it. If a wholesaler is going to promote his business it's going to be promoted on his own. The newsletter should concentrate this time on the show and why you should go and what there is to learn.

Blasé makes a motion that any Wholesale business that has a direct solicitation with respect to business not be in the newsletter. Harry motioned that "the SSIA is here to represent the industry as a whole. The intent is not to promote the wholesalers. The newsletter is to promote the entire industry" Rick seconded. Everyone agreed that "We are a work in progress and at the moment will not take any advertising for the newsletter."

All approved and a role of each response was given.

Harry wants to add pictures and notifications of silver cup. Blasé said he and Sandra want to include an article that Jim McFarland wrote on the Silver cup and what it means to win it be included in the newsletter along with the Silver Cup pictures to explain it. Entries have to be in by Jan 31st for Silver Cup. So this is the last newsletter before the deadline notifying them to apply. Both the MacFarland and the Barry Croft article will be in the newsletter opposite the silver cup picture.

Upgrading of the list for newsletter mailing. The last list had about 200 postcards come back so the list of addresses needs updating. Mitch either needs to delete those out of the list or send Gina the postcards so she can make changes.

By law change: **Current Definition** **Section 2. Supplier Membership**

Any manufacturer of leather, rubber shoe products, shoe findings, shoe store supplies, shoe repairing machinery, or similar products, or the suppliers' agents, shall be eligible for supplier membership in the Association.

Proposed New Definition

Section 2. Supplier Membership

Supplier membership is available to any firm, company or corporation which is a recognized seller of leather, rubber shoe products, shoe findings, shoe store supplies or similar products to wholesaler-distributors in the shoe repair industry. Supplier membership is also available to any firm, company or corporation selling shoe repairing machinery.

Discussion of by-law change wording that Mitch suggested but that it not be too restrictive.

Tabled until next conference call but Mitch will send out suggested wording to everyone.

Motion to adjourn the meeting 6:20

