Leadership Conference

St. Louis Union Station Hotel

November 13 & 14 2019
Welcome to the National Shoe Retailers Association’s 2019 Leadership Conference

Welcome to St. Louis, Missouri – the “Home of the Blues,” the “Birthplace of Rock ‘n’ Roll” and the setting of this year’s leadership conference at the historic St. Louis Union Station! If this is your first time joining us, I’d like to extend a special welcome to NSRA’s largest get-together of retailers and vendors of the year. And for returning attendees, thank you for making us part of your annual travel and educational plans.

This year’s agenda features speakers, topics and activities that were specially chosen to stimulate your thinking and inspire your enthusiasm for the challenges you meet and conquer every day. Nationally known experts will encourage you to explore strategies and suggestions to make your business thrive, and valuable networking times will allow you to share your own tips on remaining competitive in the marketplace.

You’ll leave St. Louis with business ideas and personal memories from connecting with a network of peers who understand what it takes to be a successful independent footwear retailer. Just as retailers everywhere are finding new ways to give their customers a memorable experience, NSRA hopes this year’s conference will be memorable for you and has you wanting to return next year.

We invite you to share your stories and learn from those of others. NSRA’s goal continues to be the same goal you set for your business: achieve excellence. Thank you for joining us.

Chuck Schuyler
NSRA President

NSRA BOARD OF DIRECTORS

Mark Denkler*, Chairman, Vince Canning Shoes, Delray Beach, FL
Phil Wright*, Vice Chairman, Vernon Powell Shoes, Salisbury, MD
Lenny Comeras, Esq., Immediate Past Chairman, Easton Shoes, Columbus, OH

Janice Abernethy, Abbadabba’s, Tucker, GA
Doug Becker, Becker Shoes, Collingwood, Ontario
Chris Bentvelzen, SHOES-n-FEET, Bellevue, WA
Maurice Breton, Comfort One Shoes, Manassas, VA
Troy Dempsey, The Heel, Green Bay, WI
Tony Fargnoli, Chaussures Tony Inc., Westmount, Quebec
Jeff Greenberg*, Lloyd’s Shoes, Carmel, CA
Ed Habre*, Shoe Mill, Portland, OR
Molly Jackson, New Balance Sarasota, Sarasota, FL
Todd Lewis, Shoe Fly Shoe, Inc., Tyrone, PA
John Luck, Lucky Shoes, Fairlawn, OH
Gary Malkin, Kaufman Shoes, Memphis, TN
Loren Martin, E.L.M. Shoes, Greencastle, PA
Alan Miklofsky*, Alan’s Shoes, Tucson, AZ
Andrew Monarch, Footwear etc., Sunnyvale, CA
Jim Piercy, Mosser’s Shoes, Champaign, IL

Jim Sajdak*, Stan’s Fit For Your Feet, Brookfield, WI
Dave Schoengart, Shoe Sensation, Inc., Jeffersonville, IN
Deborah Schuemann, Village Bootery, Tequesta, FL
Jill Snyder, Snyder Shoes, Ludington, MI
Dan Unger, Mar-Lou Shoes, Cleveland, FL
Bill Van Dis, V& A Bootery, Kalamazoo, MI
Danny Wasserman, Tip Top Shoes, New York, NY
Patricia Woody, Rabat Shoes, Berkeley, CA

Advisory Committee
Rick Ravel*, Karavel Shoes, Austin, TX
Joel Sigal, Littles Shoes, Pittsburgh, PA
Gary Weiner, Saxon Shoes, Richmond, VA

Honorary Board Members
Paul Muller*, Muller’s Family Shoe Center, Grand Rapids, MI
Ronald W. Scott*, Retail Strategies, LLC, Ridgeland, MS

* Past Chairman

NSRA Staff:
Chuck Schuyler, President
Nancy Hultquist, Director of Communications
Sandeel Beisner, Accounting Manager
Carisa Kennedy, Sponsorship Coordinator/Assistant to President
Tanja Clark, Membership Director/Event Planner
Debbie Fitzpatrick, Member Services Coordinator
Sandra Negovan, Marketing Coordinator
LEADERSHIP CONFERENCE

NOVEMBER 13 & 14, 2019
ST. LOUIS, MISSOURI

TABLE OF CONTENTS

Welcome .................................................. 2
Board of Directors & Staff ................. 2
Agenda ................................................... 4-5
Speakers ............................................... 6-7
NSRA Gives Back ................................. 8
Hall of Fame .......................................... 9
Retailer of the Year ............................. 10
Vendor of the Year ....................... 11
Sponsors .............................................. 12-13
Member Benefits ............................... 14-15
Exhibitors ............................................ 16-18
### Wednesday, November 13

<table>
<thead>
<tr>
<th>Time</th>
<th>Event Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>6:00 a.m. - 5:00 p.m.</td>
<td>Registration: Exhibitors &amp; Attendees</td>
</tr>
<tr>
<td>7:00 a.m. - 9:00 a.m.</td>
<td>Grab &amp; Go Breakfast, Networking &amp; Exhibits Open</td>
</tr>
</tbody>
</table>
| 7:45 a.m. - 8:00 a.m. | Board buses for NSRA Gives Back with Soles4Souls Event  
20th Street, west side of hotel  
Buses depart at 8:00 a.m., and will return to the hotel no later than 11:00 a.m.  
There will be no additional transportation provided. |
| 8:30 a.m. - 11:00 a.m. | NSRA Gives Back with Soles4Souls at Buder Elementary School                        |
| 12:00 p.m. - 1:00 p.m. | Buffet Lunch, Networking & Exhibits Open                                           |
| 1:15 p.m. - 1:30 p.m. | Welcome/Opening Ceremony  
Color Guard; Tiffany Turner sings national anthems of the U.S. and Canada.      |
| 1:30 p.m. - 3:00 p.m. | Talk Triggers: Turn Your Customers Into Volunteer Marketers  
Jay Baer  
Word of mouth is responsible for as much as 50% of all purchases, yet almost nobody has an actual plan to generate it. In this fast-paced, dynamic, modern presentation Jay Baer presents you with a simple, yet critical choice: do you want to be the same, or do you want to be different?  
When you offer a differentiated, talkable customer experience, it compels conversation. And when customers talk, they recruit new customers...for free.  
[www.jaybaer.com](http://www.jaybaer.com)  
Book signing in the Exhibit Hall immediately following Jay's presentation. |
| 3:00 p.m. - 5:00 p.m. | Networking & Exhibits Open, Join vendors for snack break: 3:15 p.m. - 4:15 p.m.  |
| 6:00 p.m. - 9:00 p.m. | Social Networking Dinner, Look for the NSRA Private Event sign by the end of the bar nearest hotel registration. |

**Note:** Daily agenda may be subject to change.

---

**A Special Thank You to Our 2019 Exhibitors!**

The support and participation of our exhibitors helps make this conference possible. We encourage attendees to take advantage of the Exhibits and Networking sessions throughout the conference to build relationships with the vendors who support NSRA and are invested in the long term viability of the independent retail channel.

*Please take time to visit all of our 2019 exhibitors and help us thank them for their support at this event!*
<table>
<thead>
<tr>
<th>Time</th>
<th>Location</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>6:30 a.m.</td>
<td>Foyer C</td>
<td>Registration: Exhibitors &amp; Attendees</td>
</tr>
<tr>
<td>7:00 a.m. - 8:15 a.m.</td>
<td>Grand Ballrooms A-D</td>
<td>Buffet Breakfast</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Networking &amp; Exhibits Open</td>
</tr>
<tr>
<td>8:30 a.m. - 9:45 a.m.</td>
<td>Grand Ballrooms E-F</td>
<td><strong>ORBIt: The Art &amp; Science of Influence</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td><em>Dan Mann</em></td>
</tr>
<tr>
<td></td>
<td></td>
<td>You can’t teach an old dog new tricks, but you can teach adults how to change — it’s</td>
</tr>
<tr>
<td></td>
<td></td>
<td>just a little harder than you might think. That’s where ORBIt comes in. ORBIt is a six-</td>
</tr>
<tr>
<td></td>
<td></td>
<td>step process by which leaders can guide their staff or students through change. By</td>
</tr>
<tr>
<td></td>
<td></td>
<td>gaining buy-in, coaching through simulations, and providing savvy feedback, you’ll</td>
</tr>
<tr>
<td></td>
<td></td>
<td>learn to foster positive change in your employees that lasts. Attendees will gain:</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Implementable skills to guide employees into new behaviors</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Cross-staff motivation and buy-in</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Positive and negative simulation guidelines</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Feedback readiness that is adaptable to every employee</td>
</tr>
<tr>
<td></td>
<td></td>
<td><a href="http://www.mannigroup.net">www.mannigroup.net</a></td>
</tr>
<tr>
<td>9:45 a.m. - 10:15 a.m.</td>
<td>Grand Ballrooms E-F</td>
<td>Break &amp; Networking</td>
</tr>
<tr>
<td>10:15 a.m. - 11:30 a.m.</td>
<td>Grand Ballrooms E-F</td>
<td><strong>Busting the Millennial Myths</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td><em>Tim Miles</em></td>
</tr>
<tr>
<td></td>
<td></td>
<td>What do you say in your marketing and advertising when the way you’re working no</td>
</tr>
<tr>
<td></td>
<td></td>
<td>longer feels like it’s working? When people are drowning in noise? When our young</td>
</tr>
<tr>
<td></td>
<td></td>
<td>folks seem increasingly disengaged and distracted?</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Prepare to forget the conventional wisdom you’ve heard about Millennials. (Why is it</td>
</tr>
<tr>
<td></td>
<td></td>
<td>that conventional wisdom is always far more convention than actual wisdom?) In this</td>
</tr>
<tr>
<td></td>
<td></td>
<td>dynamic, blisteringly-paced 75 minutes, you’ll gain an understanding of what’s</td>
</tr>
<tr>
<td></td>
<td></td>
<td>happening, why, and what your company can say (and share) to succeed in these</td>
</tr>
<tr>
<td></td>
<td></td>
<td>turbulent (some would say troubling) times. Literally.</td>
</tr>
<tr>
<td></td>
<td></td>
<td><a href="http://www.timmilesandco.com">www.timmilesandco.com</a></td>
</tr>
<tr>
<td>11:30 a.m. - 12:30 p.m.</td>
<td>Grand Ballrooms A-D</td>
<td>Buffet Lunch</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Networking &amp; Exhibits Open</td>
</tr>
<tr>
<td>12:45 p.m. - 2:15 p.m.</td>
<td>Grand Ballrooms E-F</td>
<td><strong>Industry Strategies Session: Round Table Discussions</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td><em>John Lees</em></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Peer-to-peer sharing of insights and strategies on how to compete with today’s</td>
</tr>
<tr>
<td></td>
<td></td>
<td>challenges and opportunities. Topics of discussion will include, but are not limited to:</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Retail store staffing challenges and solutions</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Marketing: traditional vs. social media, e-commerce and online</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Merchandising and strategies for increased profit</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Store operations and suggestions of ways to reduce expenses</td>
</tr>
<tr>
<td>2:15 p.m. - 4:00 p.m.</td>
<td>Grand Ballrooms A-D</td>
<td>Networking &amp; Exhibits Open</td>
</tr>
<tr>
<td>6:30 p.m. - 7:30 p.m.</td>
<td>Midway East</td>
<td>Reception</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Look for the NSRA Private Event sign.</td>
</tr>
<tr>
<td>7:45 p.m. - 9:30 p.m.</td>
<td>Grand Ballroom E-F</td>
<td>Awards Banquet</td>
</tr>
</tbody>
</table>

*Note: Daily agenda may be subject to change.*
Introducing This Year’s Speakers

Thanks for meeting us in St. Louis!

Jay Baer
www.jaybaer.com

Jay Baer teaches businesspeople how to turn their customers into more customers. A founder of five, multi-million dollar companies, Jay delivers highly customized, engaging keynote presentations on word of mouth, marketing, customer experience, and customer service. His consulting firm, Convince & Convert, provides strategic counsel to the world’s most iconic brands like Caterpillar, Oracle, 3M, Adidas, and The United Nations. The best-selling author of six books, Jay was recently inducted into the Professional Speaker Hall of Fame and the Word of Mouth Marketing Hall of Fame. He is also the host of the award-winning Social Pros podcast.

Dan Mann
www.manngroup.net

Open your trusty dictionary and flip to “leadership,” and you’ll likely find Dan’s face looking back. The Mann himself thrives in the sticky straits of leadership, in both his own business and in the more than 2,000 others he’s worked with since founding The Mann Group in 2002. Dan was given the gift of gab, and it’s his unparalleled communication skills that make him a trusted teacher across dozens of industries. The proficient public speaker, published author, specialty retail sage, and leadership liaison has a host of hobbies that fill his spare time outside the proverbial office, including mountain biking, movies, and music.
Tim Miles
www.timmilesandco.com

As founder and CEO of marketing and management consulting firm Tim Miles & Company, Tim Miles has helped hundreds of companies and thousands of people communicate more powerfully. For more than 25 years he’s been on a journey to teach people to look at the world a little differently and to separate the merely urgent from the truly important. He’s a bestselling author, blogger, podcaster, and speaker who, to paraphrase screenwriter David Freeman, has taken everything that made him weird as a kid and gotten people to pay him money for it as an adult.

John Lees, Facilitator

John Lees was director of marketing and sales for a German multinational company in Australia and New Zealand, and then a global consultant. He ran his own consulting, training and speaking business for many years, and has written 13 books on business development. He has also worked with the Vionic Group in the U.S., offering specialized training and coaching to Vionic retail partners, and has been the author of more than 200 weekly business articles.

Join your peers in sharing insights and strategies on how to compete with the challenges and opportunities in today’s marketplace.

Topics of discussion will include, but are not limited to:

• Retail store staffing challenges and solutions
• Marketing: traditional vs. social media, e-commerce and online
• Merchandising and strategies for increased profit
• Store operations and suggestions for ways to reduce expenses
NSRA will team with NSRA and Timberland for this tenth annual event, providing footwear to those in need. This year’s event will take place at Buder Elementary School.

NSRA’s members will fill a variety of roles, from sorting shoes to fitting the shoes. The hard work and dedication of volunteers shows on their faces and is reflected on the faces of those who are being fit for a new pair of shoes. With everyone working together, we hope to send over 400 students home with new shoes.

NSRA and Soles4Souls extend thanks in advance to all who participate in this opportunity to help others. This amazing event continues to grow every year because of our remarkable volunteers. We also thank Timberland for making this event possible with its donation of shoes for the students, Feetures for its donation of socks, and Dansko for its donation of footwear for the teachers.

To join this event on Wednesday morning, please meet at 7:45 a.m. at the west side of hotel on 20th Street. Buses will depart the hotel at 8:00 a.m. There will be no additional transportation provided.

**NSRA thanks these sponsors for their generous donations:**

- **Timberland**
- **Feetures**
- **Dansko**
The NSRA Hall of Fame honors individuals who have made a significant impact on the footwear industry. Inductees into the Hall of Fame are honored for a combination of traits: retail leadership, personal and professional integrity, exceptional insight, service to their communities, participation in charitable activities and overall service to NSRA.

NSRA is pleased to announce the 2019 Hall of Fame inductee:

John Schuler

The mission of Schuler Shoes, the oldest family-owned and operated shoe retailer west of the Mississippi, is "Improving lives — one person, one pair, one neighborhood at a time."

Third-generation retailer John Schuler has done just that since 1973 as he grew the Maple Grove, Minnesota-based company into the nine-location, fourth-generation retailer that improves customer’s lives and their communities today. John has successfully navigated through the ups and downs of the industry over the years with a top-notch team.

His commitment to excellence, his passion and commitment to the independent retailing community, are just a couple of the reasons John stands out in our industry.

John has been a member of NSRA since 1979. He was a board member for 20 years, serving on the Technology, Finance and Nominations Committees, and earned the first NSRA Retailer of the Year Award in 2009.

Join NSRA in congratulating John on being named our Hall of Fame inductee for 2019!

Hall of Fame Members

Class of 2018
Joe Salzano

Class of 2017
D. Larry Sherman

Class of 2016
Michael Bernard
Morton Brownstein

Class of 2015
Wayne Muller  1983-1985*

Class of 2014
Margot Fraser
Harry Jubelirer
Ronald W. Scott  1993-1995*

Class of 2013
Terry Armstrong
Jerry Levin  1995-1997*
Howard K. Penn  1991-1993*
Al H. Singer

Class of 2012
Theodore J. Altier  1964-1965*
William Boettge  1984-2003**
William Burnett  1981-1983*
Bill Douglas  1987-1989*
Lloyd W. Nordstrom  1958-1960*
William Ross, D.P.M.
Joseph Shell  1975-1983**
Stanley Strum  1997-1999*

* Past Chairman of the Board of Directors
** Past President of NSRA

To learn more about NSRA Hall of Fame members, visit www.nsra.org and select NSRA Awards from the menu.
NSRA RETAILER OF THE YEAR

The Retailer of the Year Award has been presented annually since 2009. Recipients are individual NSRA members who, as the owner or co-owner of a footwear retailing business, actively demonstrated business vision, principled leadership and service to NSRA.

The 2019 Retailer of the Year will be announced at the Annual Awards Banquet on Thursday evening.

Previous Retailer of the Year Honorees

2018
Jim Wellehan
Lamey Wellehan
Auburn, ME

2017
Ed Habre
Shoe Mill
Portland, OR

2016
Mark Denkler
Vince Canning Shoes
Delray Beach, FL

2015
Alan Miklofsky
Alan’s Shoe House
Tucson, AZ

2014
Randy Brown
Brown’s Enterprises
Washington, MO

2013
Jim Sajdak
Stan’s Fit For Your Feet
Brookfield, WI

2012
Phil Wright
Vernon Powell Shoes
Salisbury, MD

2011
Maurice Breton
Comfort One Shoes
Manassas, VA

2010
Tom Luck
Lucky Shoes
Fairlawn, OH

2009
John Schuler
Schuler Shoes
Maple Grove, MN
NSRA VENDOR OF THE YEAR

The NSRA Vendor of the Year Award has been presented annually since 2010. Recipients are companies that independent shoe retailers hold in high esteem for the integrity of their business practices, and for their long-term commitment to the independent retail channel.

NSRA is pleased to announce the 2019 Vendor of the Year:

Congratulations!

Previous Vendor of the Year Honorees

- 2018: ARCOPEDICO
- 2017: NAOT
- 2016: Timberland
- 2015: BIRKENSTOCK
- 2014: DRYDOCK FOOTWEAR GROUP
- 2013: earth BRANDS FOOTWEAR
- 2012: HHBROWN
- 2011: dansko
- 2010: new balance
NSRA is grateful for the generous support of its sponsors, which allows us to provide quality education and networking programs that are instrumental in helping our members significantly improve their business performance.
SPONSORED NSRA EDUCATION PROGRAMS:

Education Conference  Pre FN PLATFORM Workshop/Seminar  Atlanta Shoe Market
Leadership Conference  2019 – St. Louis, MO NextGen Program  2019 – Milwaukee, WI

INDUSTRY PARTNERS
**Member Benefits**

**Next Generation Leadership Program**
NextGen, a one-of-a-kind service launched in 2009, educates owners and successors on how to manage relationships that combine personal and professional roles, and how to transition leadership from one generation to the next. It brings young retailers together to discuss family dynamics, sibling expectations, management techniques, and more; and gives long-term retailers new insights on bringing younger family members into the business successfully.

**Annual Leadership Conference**
NSRA’s conference is the largest of its kind, giving attendees a unique opportunity to connect and network with their peers and the vendors who support them.

Join us in warm and sunny Tucson, Arizona next November 4th & 5th for our 2020 Leadership Conference at the El Conquistador Resort!

**Retail Education Seminars**
NSRA’s bi-annual educational programs are held in conjunction with the premier shoe shows, and are complimentary to attendees. They feature leading industry experts addressing ‘hot’ and timely issues for independent retailers.

Education Conference held the day before FN PLATFORM in Las Vegas every February and August.

Retail Training Workshop the second morning of the Atlanta Shoe Market every February and August.

**Retail Education Webinars**
Join industry professionals and NSRA in live education seminars via the internet, discussing topics that will help grow your business:

- Sales Training
- Retail Finance
- Securing Leases
- Succession Planning
Improving the business performance of our members for 107 years

**Shoe Retailing Today**
NSRA’s bi-monthly magazine

**Sales and Leadership Training**
NEW! John Lees offers complimentary, personalized training that is tailored to your staff and store. It’s a specially curated program exclusively for NSRA!

**NSRA OnLine**
Bi-weekly electronic newsletter

**RyTech Online Marketing Services**
NEW! A full service digital marketing firm, RyTech will provide a complimentary website assessment and an exclusive **10% discount** on online marketing services for NSRA members.

**Financial Analysis**
NSRA’s *Business Performance Report* is the sole in-depth financial analysis of the independent channel.

**Retail Training and Consulting**
Invaluable training programs and resources at an exclusive **NSRA Members-Only Rate of 30% off**!

---

**BUSINESS SERVICES**

**Shipping**
The average NSRA member using the program saved over $4,100 per store in the last year.

**Credit/Debit Card Processing**
NSRA members can take advantage of specially negotiated rates.

**E-Marketing**
Through NSRA, members save up to 30% on email marketing.
<table>
<thead>
<tr>
<th>Company</th>
<th>Contact Names</th>
</tr>
</thead>
<tbody>
<tr>
<td>AETREX WORLDWIDE</td>
<td>Aaron Brown, Jeremy Edling, Raham Gorguinpour, Jon Noriega, Matt Schwartz</td>
</tr>
<tr>
<td>ARCOPEDICO</td>
<td>Dan Simas</td>
</tr>
<tr>
<td>ARA SHOES</td>
<td>Sam Spears</td>
</tr>
<tr>
<td>BIRKENSTOCK</td>
<td>Sandra Colon, Andy Farer</td>
</tr>
<tr>
<td>BLACKS CONSULTING</td>
<td>Scott Prentice</td>
</tr>
<tr>
<td>BOS. &amp; CO.</td>
<td>Ann Bosco, Jim Bosco</td>
</tr>
<tr>
<td>CLARKS</td>
<td>Michael Borge, Jason Protano</td>
</tr>
<tr>
<td>CONSOLIDATED SHOE CO.</td>
<td>Billy Carrington</td>
</tr>
<tr>
<td>DANSKO</td>
<td>Kitty Bolinger, Chad Johnson</td>
</tr>
<tr>
<td>DUNHAM &amp; ARAVON</td>
<td>Karen Pitts</td>
</tr>
<tr>
<td>ECCO</td>
<td>Brandy LaPlante, Matt Thibeau</td>
</tr>
<tr>
<td>FEETURES</td>
<td>Hugh Gaither, Steve Hallinan</td>
</tr>
<tr>
<td>FLUCHOS</td>
<td>Brian Benko, Shawn Langley, Louis-Philippe Roy, Marvin Zychick</td>
</tr>
<tr>
<td>GEOX</td>
<td>Mark-Anthony Licea, Roberto Perrone</td>
</tr>
</tbody>
</table>
HARTIES
Christoph Götzendorfer
Martin Leodolter

HOBSON INSURANCE
Kristy Longfellow

HOKA ONE ONE
Lori Dalaker

IMAGINE RETAIL
John Puchon

JAF A
Dan Simas

JAMBU & CO.
Kris Fernandes

LIMELIGHT SAN ANTONIO
PHOTOGRAPHY & VIDEO
limelightsanantonio.com
Josh Rindner

MANAGEMENT ONE
Paul Erickson
Ritchie Sayner

MEPHISTO
Jamie Burns
Sam Elesh
James Rowley

NAOT FOOTWEAR
Ari Levy
Landon Taylor

NERO GIARDINI
Stephen Kaye
PJ Propes
Matteo Quadrini

NEW BALANCE ATHLETICS
Rob Oskey
Peter Zappala

OLD FRIEND FOOTWEAR
Michael Haley

OS1ST
Tommy Nason
<table>
<thead>
<tr>
<th>Partnership</th>
<th>SOLES4SOULS</th>
<th>SOLES4SOULS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Harry Centa</td>
<td>David Graben</td>
<td>Wearing Out Poverty</td>
</tr>
<tr>
<td>REVERE SHOES</td>
<td>Pattie Graben</td>
<td></td>
</tr>
<tr>
<td>Brian Alves</td>
<td>Buddy Teaster</td>
<td></td>
</tr>
<tr>
<td>Anne Truscott</td>
<td>Tiffany Turner</td>
<td></td>
</tr>
<tr>
<td>Craig Truscott</td>
<td></td>
<td></td>
</tr>
<tr>
<td>RICS SOFTWARE</td>
<td>SPIRA</td>
<td></td>
</tr>
<tr>
<td>Keith Keokuk</td>
<td>Kevin Adametz</td>
<td></td>
</tr>
<tr>
<td>Tom Schrepferman</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Amber Vanes</td>
<td></td>
<td></td>
</tr>
<tr>
<td>RIEKER SHOE CORP.</td>
<td>SPRING FOOTWEAR CORP.</td>
<td></td>
</tr>
<tr>
<td>Scott Vera</td>
<td>David Benzikry</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Roger Jubas</td>
<td></td>
</tr>
<tr>
<td>ROCKPORT &amp; COBB HILL</td>
<td>TIMBERLAND</td>
<td></td>
</tr>
<tr>
<td>Brian Dykhouse</td>
<td>Bill Rowley</td>
<td></td>
</tr>
<tr>
<td>David Dykhouse</td>
<td>Chris Stelman</td>
<td></td>
</tr>
<tr>
<td>Norman Soucy</td>
<td></td>
<td></td>
</tr>
<tr>
<td>SANITA USA</td>
<td>VIONIC GROUP</td>
<td></td>
</tr>
<tr>
<td>Matt Tracy</td>
<td>Rob Seehusen</td>
<td></td>
</tr>
</tbody>
</table>

Please take time to visit all of our 2019 exhibitors and help us thank them for their support at this event!