









FEATURED PRODUCTS

We have received terrific response on these products.
If you have not had an opportunity to take advantage yet... order today!

	#1330	Newporter This sole provides outstanding slip resisting characteristics and is ideal for use in restaurant environments.	Men's Sizes: X-Small: 4, 5 Small: 6, 7, 8 Medium: 9, 10 Large: 11, 12, 13	Women's Sizes: X-Small: 6, 7 Small: 8, 9, 10 Medium: 11, 12	Colors: Black
	#1318	Alpha+ Oil and heat-resisting sole is ideal for industrial applications. Grooves in the heel help disperse fluids for added traction and raised ladder grips help maintain proper footing.	Sizes: 10, 12, 14	Dimensions: 14 iron forepart 40 iron in heel	Colors: Black
	#8870	Lisk Newflex Sheet Newflex is slip resisting with the long-wearing characteristics of rubber, yet it is half the weight!	Sizes: 21.5" x 26"	Dimensions: 5mm, 8mm, 10mm	Colors: Black, Brown, Beige, White
	#8860	Newflex Sheet Newflex is a new compound from Vibram. This outstanding compound provides softness, lightweight, excellent slip-resistance, abrasion and elasticity. It is designed for orthopedic, comfort and casual shoes.	Sizes: 18.5" x 23.5"	Dimensions: 4mm, 6mm, 8mm, 10mm (8mm not available in Brown and White)	Colors: Black, Brown, Beige, White
	#7373	Pro Tania Sheet This 1mm sheet (1.8 iron) provides excellent slip resisting characteristics. It is extremely flexible.	Sizes: 18.5" x 23.5"	Dimensions: 1mm	Colors: Black, Oak, Flint
	#7175	Cherry Sheet Composed of soft rubber, the Cherry sheet features excellent abrasion and slip resisting characteristics.	Sizes: 11.4" x 35.8"	Dimensions: 4mm, 6mm	Colors: Black

FEATURED PRODUCTS (continued from page 2)

	#100	FIRE&ICE™ Compound Designed for firefighters, the new FIRE&ICE™ compound combines the heat resistance of our FIRE compound with the slip resistance of our DRI-ICE compound, for an even higher level of performance and durability.	Sizes Sole: 8, 10, 12, 14	Sizes Heel: 10, 12, 14, 16	Colors: Black
	#1685	Mombello Motorcycle racing is a growing sport in the United States. Seeing a need for improved performance and durability, Vibram introduced the Mombello outsole for replacing soles on Motocross footwear. Vibram Mombello is made of a tear-resistant rubber that can handle the constant pressure on the "teeth" of the pedal and ensure performance over the long term.			
	#7673	Pro Tania Half Soles Perfect for women's and men's dress and dress-casual shoes, protecting the wearer with slip-resisting characteristics. This is a DYNAMITE compound.	Sizes: 47/50 men's 40/42 women's	Dimensions: 3.5 iron	Colors: Black, Neutral, Dark Oak

DOLLARS & sense

Presentation is Everything

Did you know when consumers walk by your store, you have only 3 seconds to attract their attention? A few simple steps will help improve your first impression, bring new customers into your store, and increase sales. Attracting even five new customers a day spending an average of \$45 on repair will increase your annual income by \$58,500 per year!

Below are a few simple steps to help you get started:

1. Evaluate - Look at your shop from your customers' perspective or even ask a friend to evaluate - inside and out. What do you see? Is your shop name visible from the street or sidewalk at several angles? Are your windows clean? Shelves organized? Do you prominently display the brands you carry? Is your store interior welcoming and comfortable? Do you have seating for customers while they are waiting?

2. Clean Up the Clutter - Clean off counters and shelves. Organize your products and supplies into more-attractive containers. Create a presentable area for completed projects. Toss out faded signs and posters. Remove out-dated point-of-purchase displays.

3. Make Repairs & Improvements - Work from the outside in. Make exterior improvements and repairs. Maybe a new door handle is in order! Add a little color to your life.

A fresh coat of paint inside and out can immediately freshen up your store. Tip: Keep paint samples so you can easily do chip repairs or touch ups. Pick up new chair cushions or throw rugs to replace those that are worn down.



4. Keep Window Display Simple - Take down all window and door signs and displays. Keep only those signs that are in good condition. Be selective with what you put back up. Too much signage blocks light and keeps customers from looking into your store. Additionally, door and window signs are more effective if they are one word, such as, "SALE", "REPAIRS", or "VIBRAM"; more information can be provided inside the store.

In your window display, show products and services that you offer. Maybe a Vibram® shoe repair in progress. Accent your window display with a few seasonal decorations or simple accessories. Try using pedestals to create different levels for displays. Use colors and textures that compliment your store design.

5. Research - Here are a few Web sites that can help you get started or give you some new ideas:

- www.sherwin-williams.com
- www.containerstore.com
- www.benjaminmoore.com
- www.organizes-it.com
- www.fengshuisolutions.net
- www.merchin.com
- www.slstoredisplays.com

WHAT'S happening!



The Westin Chicago Northwest
Chicago, IL

SSIA 103rd Annual Convention July 21-22, 2007 • Itasca, IL

The 103rd Annual Convention will be held at the Westin Chicago Northwest in Itasca, Illinois. Newly renovated in 2006, this four-star, four-diamond hotel is situated in the Chancellory Business Park. From a point-of-sale seminar to tricks-of-the-trade demonstration, this year's convention is must attend!

Visit www.ssia.info for additional details.

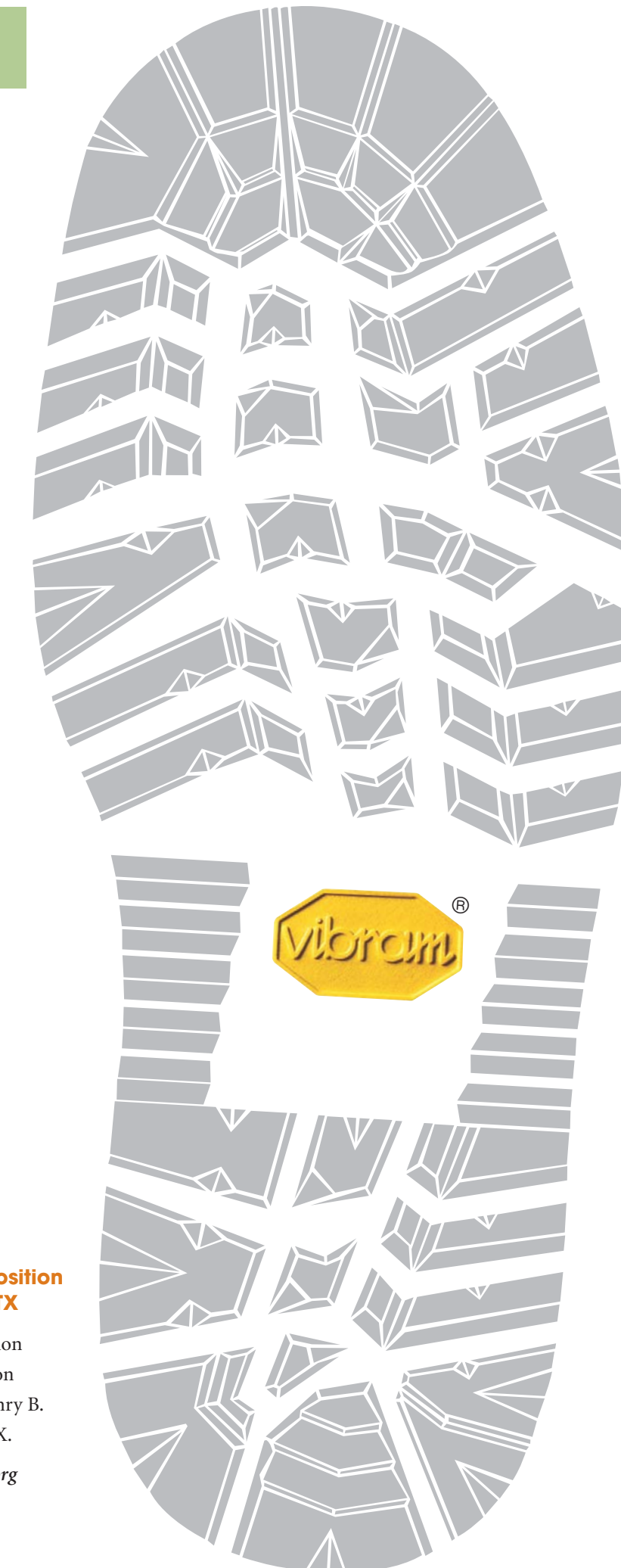


Henry B. Gonzales Convention Center
San Antonio, TX

PFA 49th Annual Symposium and Exposition November 8-11, 2007 • San Antonio, TX

The PFA's 49th Annual Symposium and Exposition theme is General Pedorthics: Exploring Common Foot Problems. The event will be held at the Henry B. Gonzales Convention Center, in San Antonio, TX.

Call (800) 673-8447 or e-mail info@pedorthics.org for details.



Customer's Special Request

Replace original plastic sole with lightweight and resilient Vibram Sole.



Robert DiRinaldo

We all get special requests once in a while, some we can do and some are just impossible. Let me share this customer's request with you.

"Can you change the bottom of these shoes so they look normal?"

His reasons for wanting to change the bottoms: The soles are flared too much, especially near the heel, making the shoes look larger than they really are. The shoes are a perfect fit, but overly heavy.

After hearing his request and checking out his shoes I knew exactly what he wanted. My reply was, "Yes we can re-style these shoes for you." I showed him our Vibram® display and recommended Style #2345, which is lightweight with a fine bottom tread. He agreed.

This shoe has a one-piece plastic molded unit sole. It requires removing most of the sole and heel, leaving the simulated welt (approximately 1/4" to 3/8" thick) and a little thicker at the heel base. (Caution: Do not use band saw without professional training or experience.)

Then sand to proper thickness leaving it a little thicker at the heel area to compensate for heel height.

The shoes are now ready to be attached to the Vibram bottoms. (Note: This job requires bonding plastic to Vibram so use proper adhesive.)

Place shoe in press for a good bond and shape. After pressing, hand cut and remove excess sole down to welt. After that, you're ready to start sanding. When sanding, carefully sand off some of the welt to reduce the extended look (as customer requested).

Before smooth sanding is done, check both shoes for perfection in the reduction of the welt size and shape.

This job is complete and customer is satisfied – I did it his way.

More and more quality shoes are coming into our shops with one-piece molded bottoms in need of sole replacement. Follow these same procedures, except for changing the appearance of the shoes. Quality craftsmanship, modern adhesives and Vibram products give you results and satisfied customers.



Before



Removing most of sole with band saw or sharp knife



Sand to proper thickness



Before and After

VAW

For your convenience the following is a list of Vibram Authorized Wholesalers:

UNITED STATES

- D & L Leather & Supplies** Utica, NY (315) 724-5215
- Fort Pitt Leather Company** Pittsburgh, PA (412) 281-7879
- Frankford Leather Co. Inc.** Bensalem, PA (215) 244-0400
- Hanover Leather & Findings** Lowell, MA (978) 452-5541
- I. Sachs Sons, Inc.** Chicago, IL (312) 666-0091
- I. Samuels & Son** New Castle, PA (724) 652-9761
- Intermountain Leather & Findings** Salt Lake City, UT (801) 355-3737
- J. Weiner & Co.** Roanoke, VA (540) 345-7456
- J.H. Cook & Sons, Inc.** Granite Quarry, NC (704) 279-5568
- Joseph H. Deacon Company** Cherry Hill, NJ (856) 667-9014
- Kaufman Shoe Repair Supply Inc** New York, NY (212) 777-1700
- Konomos Distributing Incorporated** Kansas City, MO (816) 483-9388
- L & M Leather Supply, Inc.** Brooklyn, NY (718) 797-3434
- Landwerlen Leather Company** Indianapolis, IN (317) 636-7271
- Louis Birns & Sons** Guilderland, NY (518) 690-7141
- Macpherson Leather Company** Seattle, WA (206) 328-0855
- Marilu Products Co.** Bloomington, MN (952) 854-0140
- Miami Leather Company** Miami, FL (305) 266-8328
- Montana Leather Company** Billings, MT (406) 245-1660
- Oregon Leather-Eugene** Eugene, OR (541) 343-2563
- Oregon Leather-Portland** Portland, OR (503) 228-4105
- Ratterman Southern Company** Cincinnati, OH (513) 242-0622
- Ruby Leather Company** Milwaukee, WI (414) 778-2288
- Ruby Leather Company** Parker, CO (888) 805-0362
- Saderma Leather Company LA** Los Angeles, CA (323) 461-4861
- Saderma Leather North** San Leandro, CA (510) 347-1080
- Saderma Leather Orange County** Buena Park, CA (714) 522-1855

UNITED STATES (cont.)

- Saderma Leather Salt Lake** Salt Lake City, UT (801) 484-5550
 - Southern Leather Company** Dallas, TX (214) 637-4960
 - Southern Leather Company** Denver, CO (303) 377-7653
 - Southern Leather Company** Houston, TX (713) 658-0883
 - Southern Leather Company** Memphis, TN (901) 774-0400
 - Southern Leather Company** New Orleans, LA (504) 525-9031
 - State Leather & Shoe Company** San Antonio, TX (210) 222-0253
 - Summit Leather Company** Akron, OH (330) 928-9400
 - Tucson Leather Company** Tucson, AZ (520) 624-7981
- CANADA**
- Federal Leather** Montreal, QU (514) 276-4719
 - Fournitures De Cordonnerie** De La Pointe-Aux-Lievres, QU (418) 648-8842
 - Glasgow Leather** Stellarton, NS (902) 755-1211
 - Labelle Supply Co. Ltd** Burnaby, BC (604) 253-6301
 - National Shoe Specialties Limited** Scarborough, ON (416) 292-7181
 - Vega Leather Industries, Inc.** Montreal, QU (514) 383-0342
 - Warkov-Safeer Leather Limited** Winnipeg, MB (204) 943-3753
- PUERTO RICO**
- Norman Roquette Inc.** Catano, PR (787) 275-5377
 - Peleteria Gonzalez Inc.** San Juan, PR (787) 723-2252



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News & Views

A BUSINESS PUBLICATION FOR DEALERS FROM QUABAUG CORPORATION

Success with Build Up Sheets

Grundman Custom Footwear is a fourth generation custom shoe shop in Vincennes, Indiana that has been providing services for more than 75 years. In addition to making custom shoes, Grundman's also provides many orthopedic services.

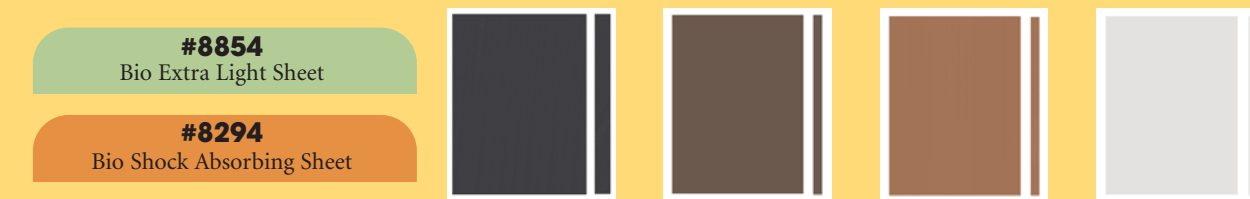


Mark Grundman, co-owner of Grundman Custom Footwear, works on an orthopedic boot in his workshop.

Mark Grundman, President, along with his daughter, Tracie Grundman-McNeece, are Certified Pedorthists (C. Peds). Customers come from all over the United States for his custom shoemaking and expertise in the orthopedic industry. "We offer everything from short leg raises, to CROW walkers to mid-sole laminates to custom shoes," states Mark Grundman. "In the past, we have had great difficulty with products breaking down, colors of the buildup products not matching the original uppers and laminate separating."

After much research and development, Vibram® recently launched a new line of Build-Up Sheets to combat these issues. Much of these new products' success has been due to the bonding capability. "This product provides an optimum bond, reducing the trauma or sheer between the sole and build-up."

"Vibram BioShock and Bio Extra Light products do not crush or compress over time," explains Mark. "The improved stability offers increased therapeutic value for my customers. As a result of this stability, the bonding also improves. Finally the colors blend well so the final products are aesthetically pleasing as well."



Bio Shock and Bio Extra Light are available in black, brown, beige and white; allowing you to match the look of the original uppers.

Item #	Density	Hardness	Compression Set	Tear Resistance	Heating Time
#8854	.21 - .26	57 - 65 (Shore A)	47 - 57%	14 - 24	3 minutes
#8294	.20 - .25	42 - 48 (Shore A)	15 - 25%	15 - 25	3 minutes

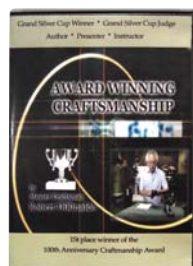
These lightweight sheets offer great stability and abrasion resistance.

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To order this DVD send a check or money order for \$34.95 (\$29.95 + \$5.00 shipping) to:

Mr. Robert DiRinaldo
DiRinaldos Shoe Service
512 Cavitt Avenue
Trafford, PA 15085
Tel: (412) 372-7685



#2345

Line Lite Sole
Lightweight sole for dress and casual applications

SIZES:
8, 10, 12, 14 (Black)
10, 12 (Brown)

DIMENSIONS:
14 iron forepart
40 iron heel

COLORS:
Black, Brown

