



FOOTWEAR DISTRIBUTORS AND RETAILERS OF AMERICA

# Why does more than 80% of the footwear industry belong to FDRA?

## Because We Boost Their Business

Customized Sourcing Strategy Support

Footwear Customs Classification Guidance

Exclusive Sales Data and Trends

Social Compliance and Product Safety Expertise



**FDRA is the largest and most respected footwear trade association in the U.S. We go the extra mile by providing the data and resources needed to understand and address trends and challenges this year, next year, and the next five years.**

**PARTIAL FDRA MEMBER LIST**

---

ACI	Elan-Polo Inc	RG Barry Brands
Aldo	Express	Rack Room Shoes
BBC International	Foot Locker	Renaissance Imports
BCNY International Ltd	Fortune Footwear	Schwartz & Benjamin Inc
Brown Shoe Company	G.H. Bass	Sears Holdings Corporation
Bureau Veritas	H.H. Brown Shoe Company	SG Footwear
C.O. Lynch	Inter-Pacific Corporation	Shoe Carnival
Calson Investment Ltd	JCPenney	Skechers
Camuto Group	Jimlar Corporation	Steve Madden
Carmichael International	K-Swiss Inc	The Children's Place
Cels Enterprises	Lacrosse Footwear	The NPD Group
Clarks Companies	Lathrop & Gage LC	Topline Corporation
Cole International Inc	LJO Inc	Totes Isotoner Corporation
Columbia Sportswear	Marubeni America Corporation	Valley Lane Industries
Cosco North America	McCubbin Hosiery LLC	Walmart
Deer Stags Concepts	Nike	Weyco Group
Drew Shoe Corporation	Olem Shoe Corporation	Willits Footwear Worldwide
Dynasty Footwear	PACCESS	Wolverine Worldwide
E.S. Originals	Pentland USA	Worldwide Distributors
ecVision	PUMA	Zappos

## BENEFITS OF FDRA MEMBERSHIPS

---

### Exclusive Information on the Footwear Industry

- Instant FDRA alerts on new footwear legislation and regulations.
- Free weekly and monthly newsletters with information you won't get anywhere else, including:
  - Executive Updates
  - Customs Report
  - Intellectual Property Digest
  - Footwear Commodities Report
  - Sourcing and Compliance Bulletin

---

### Sourcing and Compliance Strategy Support

FDRA helps its members bolster their sourcing strategies and compliance programs through direct consultation and data support.

---

### Free Guidance on IP Issues and Customs Rules

Members have free access to FDRA's customs and intellectual property lawyers should they need in-depth legal information or advice.

---

### FDRA Working Groups

FDRA hosts monthly conference calls to update and allow footwear professionals to discuss best practices, issues and challenges related to product safety, customs, social compliance, and government relations.

---

### Free Footwear Sales Data and Analysis

FDRA produces a weekly sales survey report for retailers, and a monthly sales analysis report and consumer trend updates for all members.

### Large Discounts on FDRA Workshops and Conferences

- Footwear Traffic Distribution and Customs Conference (FTDC)
- Responsible Footwear Forum (RFF)
- Product Safety and Environment (PSE) Workshop
- Leather 101 Workshop
- Footwear Intellectual Property Forum

---

### Free Access to the Footwear Intelligence Center Containing

- Weekly Industry Sales Reports
- Interactive Footwear Customs Archive
- Monthly Import Numbers

---

### Groundbreaking Reports Including

- The annual Footwear Sourcing Forecast
- The annual Factory Survey Analysis

---

### Major Cost Savings Through Advocacy

- FDRA fights footwear tariffs amounting to \$2.5 billion in hidden taxes on the industry each year. FDRA's efforts have saved its members 100's of millions of dollars.
- FDRA uses its clout to help its members meet with Members of Congress, Administration officials and Ambassadors to address any specific issues impacting their business.
- Free access to FDRA advocacy tools which allows all your employees to engage with Congress and key policymakers in Washington, D.C.



## FDRA LEADERSHIP TEAM

---

### Of the Industry, By the Industry, For the Industry



**Greg Tunney**  
**FDRA Chairman**  
President & CEO  
RG Barry Brands



**Nick Grayston**  
**FDRA Vice Chairman**  
SVP & President  
Footwear and Home  
Sears Holdings



**Rick Muskat**  
**FDRA Treasurer**  
Owner  
Deer Stags Concepts

*“FDRA is the largest and most effective U.S. footwear trade association. Period.* FDRA provides my company with valuable business intelligence needed to succeed. Intelligence that can’t be found elsewhere. In a time of great challenges, it can do the same for you. Join us.”

- **Greg Tunney, President & CEO, RG Barry Brands**

“FDRA is the only trade association dedicated solely to serving the footwear industry. *FDRA only works on footwear issues. That’s a big reason why I’m a member:* I want someone focused on our industry alone, not stretched thin representing multiple retail products. Demand better. Join FDRA.”

- **Rick Muskat, Owner, Deer Stags Concepts**

## FDRA MEMBERSHIP FEES

---

**FDRA Members range from small family-owned footwear businesses to multi-national footwear companies.**

*“We work extremely hard to ensure our members get exactly what they need at a very affordable rate.* We are not only the industry’s voice in Washington, but we are also its intelligence hub. From product safety, customs, and factory compliance solutions to helping companies develop advanced sourcing strategies, FDRA has you covered. If you want key business strategy support, contact us to see if membership makes sense for you.”

- **Matt Priest, President, FDRA**



1319 F Street, NW, Suite 700  
Washington, DC 20002

Ph: 202-737-5660  
Fax: 202-638-2615  
www.fdra.org

Matt Priest, President: mpriest@fdra.org  
Andy Polk, Vice President: apolk@fdra.org  
Faith Lewis, Finance Director: flewis@fdra.org