

March 28, 1990

TO: All Salesmen

Reference is made to my recent memo concerning the return of new shoes.

We are confident that you will do your part in discouraging this practice.

We are also aware that situations will arise, where we are forced to accept the return of new merchandise.

In the event this situation arises the following points will be applicable, effective April 2, 1990.

1. Authorization must be granted in writing from the office.
2. Shoes requested for return must be current, no discontinued styles, or shop worn shoes will be accepted.
3. Freight charges must be prepaid by the dealer on all returns.
4. In lieu of the current handling and restocking charge a 15% per pair charge will be assessed on all new shoe returns.

Obviously this charge will not be applicable on defective footwear.

It is imperative that this policy be adhered to 100%.

Please advise me if you have any questions concerning this matter.


Bob Zembruski