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- Imports men's dress, casual, outdoor shoes; women's leather shoes; children's leather and vinyl shoes and athletic canvas and leather shoes.
- Imports originate from Brazil, Taiwan, Hong Kong, Italy, Spain and China.
- Has tried Canadian products.
- Prefers to be contacted by the Canadian firm, via a manufacturer's representative, trade fairs, industry publications and/or a visit by a representative to the Canadian company and its facilities.
- Attends "National Shoe Fair" and "Sporting Goods Show".
- Reads Footwear News.
- Actively seeking sources of supply for athletic footwear.