

nold "Skip" rween

biggest issue is to biggest issue is to bond quickly and actely enough to increasinformed and selective—umers. They appreciate ity and a genuine story, by are very particular that they want and likely to compromise. It's ge challenge, and simultusly, an opportunity for

of us that may be able to

istently get it right."

Wolverine 1,000 Mile with Horween



Materials and components executives weigh in on the obstacles that trouble them.

By Peter Verry



La Sportiva Gore-Tex hiker



Matt Schreiner

Global product leader, Gore-Tex Footwear

"The incredibly outdated U.S. tariff structure for 'protective' performance footwear in the U.S. affects our ability to grow and invest in the innovation that is the lifeblood of our industry. These tariffs deny consumers access to footwear with the performance features they need, narrowing their choice of product and forcing them to compromise."



Cesario I sales and marketing Iger, Micro-Pak USA Inping out counterfeits Instant challenge for

onstant challenge for ds and suppliers of comnts and materials. With etplaces such ibaba.com and

ao.com making it r for counterfeit makers buyers to transact, we an industrywide focus neludes more of a end effort, beginning

eliminating or regulatources of fakes

e market."



Micro-Pak sticker dispenser



Christine Lynn

VP of business development, Basic Adhesives

"Environmental impact and the demands of consumers for eco-friendly products without sacrificing quality has been a major issue. The protection, preservation and conservation of the environment continues to be an important issue, and these efforts will gain traction in the future. The number of eco-friendly products will subsequently continue to increase."



Eco issues







Glenn Barrett

CEO, OrthoLite

"We must react to the changing geography of manufacturing. We have factories in Vietnam and Indonesia that require us to replicate what we do in different venues. Three challenges [this presents] are the transfer of technology, working out logistical issues in new countries and maintaining the level of quality and service we're trusted for."