



## NOMINATION FORM

For

### HONORED MEMBERSHIP

In The

### U.S. SKI & SNOWBOARD HALL OF FAME

Candidate's Name: \_\_\_\_\_ Edward J. "Ned" Hamilton \_\_\_\_\_

Date & Place of Birth: \_\_\_\_\_ [REDACTED] \_\_\_\_\_

Address of Candidate: \_\_\_\_\_ [REDACTED] \_\_\_\_\_

Telephone Number: \_\_\_\_\_ [REDACTED] \_\_\_\_\_

Email: \_\_\_\_\_ [REDACTED] \_\_\_\_\_

Is the candidate still living? If not, provide date and place of death: Living \_\_\_\_\_

#### **Nominator information:**

Name: \_\_\_\_\_ Tom Gately \_\_\_\_\_

Address: \_\_\_\_\_ [REDACTED] \_\_\_\_\_

Telephone Number: \_\_\_\_\_ [REDACTED] \_\_\_\_\_

Email: \_\_\_\_\_ tgately@sportsshops.com \_\_\_\_\_

For what category are you nominating this candidate?

Athlete: \_\_\_\_\_

Snowsports Builder: X

Heritage: \_\_\_\_\_

(See appendix one at the end of this form for category definitions)

**An 8 x 10 photograph of the candidate must be supplied: X**

**State why the candidate merits election to the U.S. National Ski & Snowboard Hall of Fame (limit this statement to 250 words):**

Through 63 years in business, Ned Hamilton is well recognized as the epitome of the specialty retailer in the winter sports business. Through his deep commitment to the industry, he has weathered not only the many challenges of business – but also those that are beyond anyone’s control. Through fire, hurricanes and economic downturns, Ned met the challenges head on and is revered for his honesty, integrity and clear thinking.

Known primarily as the prominent retailer in first, New England, and then the southeastern United States, with his Peter Glenn shops, Ned has also experienced the supplier and resort sides of the industry. He was a manufacturer’s representative, distributor and a partner in Bolton Valley Ski Resort (VT). In addition, he headed up a large group of ski retailers known as Consolidated Buying Associates (or CBA). This was a national organization that partnered with The Sports Authority to run their seasonal ski/snowboard departments within their stores.

But it is the retail operation in Florida that has brought Ned national acclaim. Many questioned his decision when in 1975 he moved to Florida and started opening Peter Glenn shops there. With the help of family, loyal employees, and strong relationships with his vendor partners, his business thrived with eventual expansion into Georgia, Virginia, S. Carolina, Arizona, California and Alaska. No one thought that it made much sense to try and sell skis and ski clothing in this warmer climate, but Ned found that with the right amount of promotion, people in Florida were receptive. As he explained, “When we first came to Florida we had to completely change our product mix, sell the sport before we could sell apparel and equipment, and help grow the ski clubs, which were so important to us during the early years.”

To this day, outsiders question the viability of selling winter gear in Florida. But what the naysayers didn’t realize is that Ned’s enthusiasm is transparent and the ski community has grown exponentially. Clearly, all of Peter Glenn’s customers must travel to where the skiing is. The end result is the entire national winter sports industry has reaped the benefits of this forward thinking ski industry pioneer.

**In chronological order by year, list the candidate's achievements:**

1958 - Recognized a market need in Montpelier, VT, stocked the basement of his men's clothing store with ski equipment, clothing and accessories and named it after his son, Peter Glenn Hamilton.

After moving to a larger location due to the growth of the business, he expanded with area shops at Bolton Valley, Sugarbush, Mad River Glen, Glen Ellen (Sugarbush North,) Stowe, Burke Mountain, and with franchise stores in St. Albans, Stowe and St. Johnsbury.

1972 - Became President of National Sporting Goods Association.

1975 - Moved to Florida and opened a ski shop in Boca Raton.

1975 - Present

Opened stores in FL, VT, AZ, CA, AK, SC, VA and GA to where Peter Glenn now operates eight stores in Florida with single locations in Georgia and Virginia.

1979-1986

Southeastern Rep for multiple ski equipment and clothing lines (Geiger, Pre, Garmont, Blizzard, Swing West, Comfy, Eir).

1981 - Became distributor for Bolle sunglasses and goggles.

1989 - Took on the ski departments of The Sports Authority stores.

1991 - Formed Consolidated Buying Associates (CBA), an association of specialty retailers, to operate The Sports Authority ski departments on a national scale.

This buying group was comprised of 20 retailers operating the Sports Authority ski/snowboard departments in 23 states across all four corners of the continental United States including Alaska and the District of Columbia.

It is well known that many prospective participants are often intimidated by going into specialty shops and this big box retailer point-of-entry made skiing and snowboarding more accessible and helped build participation.

In addition, the CBA stores brought a level of customer service including boot fitting and ski tuning to these outlets which helped ensure new participants had a good experience further increasing the chances of creating life-long enthusiasts.

1993 - Built ski deck at Ft. Lauderdale store.

1994 - Bought into a travel agency and put travel departments in several Peter Glenn stores.

1998 - Bought into Bolton Valley Ski Resort (VT).

1999 - Started selling on line at [www.peterglenn.com](http://www.peterglenn.com).

2004 - Elected to Board of Directors of Snowsports Merchandising Corporation (SMC).

2008 - Celebrated 50 years in business.

2012 - Received the Snowsports Industry Association (SIA) Industry Achievement Award.

**On one page provide additional data, anecdotes, etc. that you feel are pertinent to this nomination:**

Ned has graciously volunteered his time to various boards and associations.

Peter Glenn has won numerous accolades as a Gold Medal Shop, voted by readers of SKI Magazine in 2004, and several Retailer of the Year honors by Snowsports Industries America (SIA) - 1963, 1993, 2007, 2008, and 2012.

He was honored with a Lifetime Achievement Award by SIA in 2012.

Ned is a humble man and gives much credit to his success to his two children, Peter and Lori, who grew up with the same passion for skiing and the business. Lori's husband, Martin Underwood, joined the team in 1992 and brought a strong business background to round out the family team. Ned credits his wife, Carolyn, for being a pillar of support and an incredible partner.

Testimonial:

*I would wholeheartedly recommend Ned Hamilton for induction into the Ski Hall of Fame.*

*I have known Ned for nearly 25 years. Throughout that period, Ned has been a retailer with the highest standards of integrity. Hamilton's Peter Glenn stores are a showcase for brands and he consistently merchandised and represented our products professionally. His loyalty and support for the brands he sells is in a league of its own. As a manufacturer, I couldn't ask for a better partner in the retail world.*

*Beyond the way he ran his stores and represented brands, it is important to note that Ned Hamilton is an exceptional human being. He is honest, trustworthy and always had a willing ear when I needed counsel about some product, business or personal issue. Ned is a first class guy and definitely deserves to be inducted into the Ski Hall of Fame.*

*If you have any questions about this recommendation, don't hesitate to contact me by email or phone.*

*Sincerely,*

*Tim*

**Tim Petrick | Former President & CEO K2 Sports | 4201 6th Avenue S. | Seattle, WA 98108 O. (206) 805-4859, C. (206) 390-2615**

**Please list the names and addresses of those people who are supporting this nomination (Minimum of three - limit six):**

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**Please provide a list of sources for visual material that can be used at the candidate's induction presentation:**

**[www.peterglenn.com](http://www.peterglenn.com)**

**Carolyn Hamilton  
C. (561) 504-4671  
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**Peter Hamilton  
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Signature of nominator

Thomas R. Gately  
President  
Snowsports Merchandising Corporation



**OVERMEYER**

SKI CLOTHING SINCE 1947

February 1, 2017

Ski and Snowboard Hall of Fame  
610 Palms Avenue  
Ishpeming, MI 49849

Dear Sir/Madam:

Ned Hamilton is a true pioneer in the ski business in the United States. He has done a terrific job selling ski equipment and clothing, first in Vermont, then in Florida. Over 50 years and ten stores later, Ned continues to keep his stores on the cutting edge.

He has been an Obermeyer customer for a long time, and we admire his ability and tenacity to have done such a good job in the ski industry.

He would deserve to be in the Ski and Snowboard Hall of Fame.

Sincerely,

Klaus Obermeyer  
CEO, Sport Obermeyer  
115 AABC  
Aspen, CO 81611



TO: Ski & Snowboard Hall of Fame Nominating Committee

FROM: Jeannie Thoren, Hall of Fame Class of 2014

Ned Hamilton could be a candidate for Ripley's Believe it or Not!!

It's one thing to open a Ski Shop in Aspen, Colorado or Sun Valley, Idaho. It's totally another thing to open Ski Shops in Miami and Ft. Lauderdale, Florida. Yet, that is what he chose to do.

He has spent his lifetime making sure that this under served population of skiers had the very best the Ski Industry has to offer.

I know this first hand. I've met women taking my ski clinics around the country, from Lake Placid to Mt. Bachelor who had their start at Peter Glenn Stores.

Add to this the fact that his is truly a family business. He will be the first to admit he couldn't have done this without the daily help of his wife Carolyn, his son Peter, and daughter Lori along with her husband Martin.

Rest assured this talented family will keep the Peter Glenn Legend alive!!

Respectfully submitted by,

Jeannie Thoren

I have known Ned and his family for close to fifty years as I first called on his Vermont business in 1969 when I was starting my industry career with Rossignol skis. Ned was gracious and actively promoting snowsports while donating time to the National Sporting Goods Association where he served as president.

In the mid 1970's Ned expanded his Peter Glenn of Vermont ski and snowboard shops to the southeast, first Florida, then Georgia, and later to other western locations. This is where he made his mark as a snowsports builder. I recall his various promotions with the Miami Ski Club, drumming up participation and business resulting in a travel packages to western ski country.

Volunteering comes to Ned naturally. When I was running ISHA, I recruited Ned to our board of directors where he actively served and developed snowsports promotional programs for our skiing history association both in his ski and snowboard stores and then expanding to Snowsports Merchandising Corporation and their retail network. The result was a success and ISHA's SKIING HERITAGE publication grew.

During my term as chairman of SIA, Ned was an effective representative from the ski and snowboard retail community enabling our association to develop a more efficient sell buy cycle thus enabling us to focus more on the building of snowsports.

Ned's track record more than qualifies him to become a member of our industries hall of fame.

Sincerely,

Hugh Harley

Vice- chairman and president, retired, Rossignol Ski Company, Inc.  
President, retired, ISHA

To: The U.S. Ski and Snowboard Hall of Fame Nominating Committee

Re: The nomination of Ned Hamilton

I cannot think of a more deserving individual for being inducted into the U.S. Ski and Snowboard Hall of Fame.

First of all he is the epitome of the word gentleman. I have known Ned for over 30 years and have always been impressed with his ability to see the big picture in the snow sports business. As a retailer in the ski business he was ahead of the game be it in selecting products, merchandising, to understanding distribution and his customers. Ned was not afraid to share his ideas with others and did so often and he even worked hard to get his competitors to align with some of his ideas as pointed out in the listing of his achievements. Ned was a very engaging individual and worked closely with other retailers, product suppliers and other organizations in the industry. He had an uncanny ability to get people to work together for the betterment of the industry. One thing most people don't know about Ned is that he is a good boar hunter too.

I have worked in the snow sports industry for over 50 years and I don't know of any individual that had his ability to engage the whole room.

Respectfully submitted

**David Ingemie**  
**D-703-281-1135**  
**C-703-919-6296**

**9014 Lupine Den Dr.**  
**Vienna, VA. 22182**

