

## **GARY SMITH**

### **President, Outdoor Group**

### **The Timberland Company**

Gary Smith is the President, Outdoor Group for The Timberland Company, headquartered in Stratham, New Hampshire. He is responsible for the design, marketing and sales of footwear and apparel for a portfolio of respected outdoor brands, including; Timberland Outdoor Performance®, Smartwool®, Mion®, and Golite®.

Gary is also the Senior Vice President, Global Supply Chain Management. In this capacity, he has worldwide responsibility for developing and implementing the strategy for Timberland's global apparel and footwear operating business system, overseeing product development, manufacturing, sourcing, logistics, and customer service functions.

Prior to joining Timberland, Gary was a partner at McKinsey & Company, the world's leading management consulting firm. During his eight years at McKinsey, he was a leader of the firm's North American Operations Strategy and Effectiveness Practice and helped industrial, consumer and technology clients around the world improve their business performance.

Before McKinsey, Gary spent six years with United Technologies Corporation (UTC). While at UTC, his principal assignments included working on a major reconfiguration of the manufacturing operations and the introduction of lean production principles at UTC's Pratt & Whitney jet engine unit, and the construction of an automotive components factory outside Budapest, Hungary for UT Automotive.

Gary earned his MBA from Dartmouth College's Amos Tuck School of Business, where he was named an Edward Tuck Scholar for outstanding academic performance. He also holds a Bachelor of Science degree from the University of Maine.

Timberland (NYSE: TBL) is a global leader in the design, engineering and marketing of footwear, apparel and accessories for consumers who value the outdoors and their time in it. The company's products can be found in leading department and specialty stores as well as Timberland retail stores throughout North America, Europe, Asia, South Africa, Latin America and the Middle East.

Across the United States and around the world, Timberland demonstrates a deep commitment to "doing well and doing good" through its unique Path of Service program. Through it, Timberland employees, consumers and service partners forge powerful partnerships to transform the communities in which they live and work. More information about Timberland is available at: [www.timberland.com](http://www.timberland.com).