# SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D.C. 20549

# SCHEDULE 14A INFORMATION

PROXY STATEMENT PURSUANT TO SECTION 14(a) OF THE SECURITIES EXCHANGE ACT OF 1934

Filed by the Registrant [X]
Filed by a Party other than the Registrant [ ]
Check the appropriate box:
[ ] Preliminary Proxy Statement [ ] Confidential, for use of the Commission Only (as permitted by Rule 14a-6(e)(2))
[ ] Definitive Proxy Statement [X] Definitive Additional Materials [ ] Soliciting Material Pursuant to Section 240.14a-11(c) or Section 240.14a-12
Venator Group, Inc.
(Name of Registrant as Specified In Its Charter)
(Name of Person(s) Filing Proxy Statement, of other than the Registrant)
Payment of Filing Fee (Check the appropriate box):
[X] No fee required.
[ ] Fee computed on table below per Exchange Act Rules 14a-6(i)(1) and 0-11.
(1) Title of each class of securities to which transaction applies:
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(1) Amount previously paid:
(2) Form, Schedule or Registration Statement No.:
(3) Filing Party:
(4) Date Filed:

# [VENATOR GROUP LOGO]

Foot Locker
Lady Foot Locker
Kids Foot Locker
Foot Locker International
Champs Sports
Eastbay
Colorado
Northern Reflections
Northern Traditions
Northern Elements
Northern Getaway
Afterthoughts
San Francisco Music Box
Randy River
Weekend Edition

- Venator's Board and management commitment to build and deliver value for our shareholders
  - Business strategy and repositioning of Venator Group Corporate governance and compensation structures Interaction with Greenway Partners

- - The Situation:
  - Financial pressures
  - High cost structure
  - Lack of inventory management and control
  - Over-invested in non-strategic, underperforming assets
  - Broken infrastructure
  - Ineffective organization, deficient skills

#### - - The Plan:

- Significantly improve financial position
- Strengthen global organization
- Introduce aggressive inventory management
- Implement overhead & selling cost reduction
- Consolidate logistics / distribution
- Initiate active asset management
- Institutionalize planning discipline

#### '95 - '98 INITIATIVES

- - Divest non-core businesses and assets

# RESULTS

- Eliminated 27 formats
- Sold and closed 3,866 stores
- Sold FWW Germany \$563 MM Sold 233 Broadway \$138 MM
- Closed 400 store FWW division
- Closed 500 specialty footwear division Generated \$1 billion from asset sales

# 27 Formats Eliminated!

US	4/95 5/95 3/96 5/96 4/97 7/97 12/97 3/98 4-98 4-98 9/98	The Rx Place Kids Mart/Little Folk Drug Mart Accessory Lady Basics FW Woolworth Best of Times Garden Centers Randy River Eagle Rock Kinney US Footquarters
Germany	6/96 8/96 10/96 2/97 9/98	New Yorker Sud Lady Plus Rubin Moderna FWW Germany
Australia	3/97	Gallery
Hong Kong	4/97	Foot Locker
Mexico	8/97 12/97	Foot Locker FW Woolworth
Canada	7/95 7/95 10/96 6/97 4/98 5/98	Karuba Canary Islands Silk & Satin Kinney Leased Dept. Kinney Canada Ashbrooks

#### '95 - '98 INITIATIVES

- - Focus business on core specialty concepts

#### **RESULTS**

- Designed 7 new prototypes
- Remodel sales comps:
  - Foot Locker US +15%

  - Lady Foot Locker +9% Kids Foot Locker +25%
  - Foot Locker CN +25%
- Converted 155 FWW locations
- Acquired Eastbay
- Acquired Koenig, Athletic Fitters Open/remodel over 2,300 stores

#### '95 - '98 INITIATIVES

- - Reinvest in our core businesses

#### **RESULTS**

- - Enhanced competitiveness in our market place:
  - New stores \$300 MM
  - Remodels \$290 MM
  - Info./Log. \$200 MM
  - Maintenance \$90 MM
  - Acquisitions \$180 MM

#### '95 - '98 INITIATIVES

- - Improve balance sheet and financial condition

#### **RESULTS**

- - Reduced net debt from \$1.2B to \$570 MM
- - Reduced aged inventory
- - Reduced SG&A by \$400 M

[VENATOR GROUP LOGO]

#### '95 - '98 INITIATIVES

Improve infrastructure and merchandising systems: Logistics, I/S, financial reporting

#### **RESULTS**

- Completed DC consolidation
- Implemented People Soft I/S systems Redesigned (M2K) merchandising process

#### '95 - '98 INITIATIVES

Enhance merchandise assortments

#### **RESULTS**

- Introduced proprietary branded product Created exclusive product capability/organization
- Launched Internet commerce

Progress: Rebuilt Corporate Team

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Title

President & COO SVP Asset Management SVP Real Estate

SVP Finance & CFO **VP Information Systems** 

VP Real Estate

VP Organization & Devel.

VP Strategic Planning & Analysis

VP Merchandising Operations

**VP Investor Relations** 

VP Logistics & Distribution

Dale Hilpert Jeff Branman John DeWolf Bruce Hartman Ron Gaston Jeff Burke Mitch Kosh Steve Hanon Maryann McGeorge Juris Pagrabs Richard Price

Prior Experience

Payless Shoe Source Financo / First Boston Disney / The Limited May Department Stores Co. Fabric-Centers of America Barnes & Noble Federated Dept. Stores PepsiCo, Inc. Federated Dept. Stores OfficeMax Zellerbach

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Progress: Rebuilt Operating Teams

Title Name Prior Experience

FOOT LOCKER U.S.

President Tim Finn Foot Locker International SVP Marketing Hilary Chasin Petrie Stores SVP Merch. Planning John Disa Casual Corner GMM Kids Foot Locker Joe Berk Country Seat

CHAMPS

President & CEO Rick Mina Foot Locker Europe
SVP Stores Jon Chittenden Stylco - Foot Locker and Champ Div.
SVP Marketing Ian Gomar Starter
SVP Human Resources Jeff Dentz Horace Small
VP Product Development Reid Worth Patagonia

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Repositioning	Progress	Continues

[PIE CHART] [PIE CHART]

1994 BUSINESS MIX 1998 BUSINESS MIX

Athletic Group 39% Athletic Group 82% Northern Group General Merch 36% 9% Specialty Footwear Northern Group 9% 9% All other 4% All other 12%

# \$136 BILLION INDUSTRY

Venator Athletic Group 2.7% of Industry \$3.7 Billion

[PIE CHART]

CLOTHING 44% \$60 Billion EQUIPMENT 35% \$48 Billion FOOTWEAR 21% \$28 Billion

[VENATOR GROUP LOG0]

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# \$70 BILLION INDUSTRY

Venator Athletic Group 4.7% of Industry \$3.3 Billion

[PIE CHART]

CLOTHING 49% \$34 Billion EQUIPMENT 30% \$21 Billion FOOTWEAR 21% \$15 Billion

[VENATOR GROUP LOG0]

U.S. Athletic Footwear Market Growth, '95-'98

# [BAR GRAPH]

ANNUAL % CHANGE IN REVENUE

1995	7.1
1996	5.9
1997	4.6
1998	-6.3

Source: The NPD Group

# [BAR GRAPH]

# OPERATING PROFIT % OF SALES

	1995	1996	1997	1998
Venator Group Athletic	10.5	13.2	10.4	0.5
Peer Group Composite	3.9	5.8	4.8	

Note: Peer Group includes: Footaction, Finish Line, Just for Feet, Sports

Authority and Athlete's Foot Source: SEC Filings, Venator Analysis

# Top 7 Retailers Represent 40% Market Share!

[PIE CHART]

Small Independent Operations: Local Venator Athletic Group: Z	61% 16%
JCP	6%
FEET	5%
F. Action	4%
TSA	3%
FINL	3%
A. Foot	2%

- Sq. footage 5 yr. CAGR: 11% Sales (industry) 5 yr. CAGR: 5% to 6% 1998 Sales (industry) declined (6.3%)

# EXTERNAL - INDUSTRY RELATED ISSUES

- Fashion shift away from high-end athletic footwear Created mix-shift to lower price-point product Oversupply of close-out product
- Weak branded and licensed apparel sales
- NBA lockout depressed basketball footwear sales
- Lack of Asian tourism impacted key international cities

#### INTERNAL - COMPANY RELATED ISSUES

- - Declining sales productivity resulted in reduced margins
- - Delays in new store openings
  - Escalating inventories created increased markdowns
- - Burdened real estate with 155 FWW properties
- - Accelerated capital expenditures to fund new prototypes and FWW conversions

[VENATOR GROUP LOGO]

# GENERATE PROFITABLE TOP-LINE SALES (IMPROVE GROSS MARGINS)

- - Implement M2K merchandising process
  - Improve allocations by store
  - Reduce number of styles by 50%
  - Increase remaining SKU's three-fold
- - Execute differentiating programs
  - Tuned Air, Champion, Nautica NST
  - Quick response styles
  - Speed to market reduce buying lead times to reduce fashion risk and markdowns

# GENERATE PROFITABLE TOP-LINE SALES (IMPROVE GROSS MARGINS)

- - Increase product offering of opening price points
- - Refocus the field organization to drive sales
- - Exploit growth opportunities in the U.S. market
  - Women's and kids' markets
  - Street/neighborhood stores
- Continue to roll-out European growth strategy
  - New 250,000 sq. foot distribution facility

[VENATOR GROUP LOGO]

GENERATE PROFITABLE TOP-LINE SALES (IMPROVE GROSS MARGINS)

Exciting Internet Opportunities eVenator!

- Expand e-commerce and direct channels by leveraging Eastbay's infrastructure
- Launch new subsidiary eVENATOR
  In-store fulfillment network (never out-of-stock)
  - Employment of in-store catalogs as line extensions
  - NFL catalog and Internet businesses
  - Eastbay becomes a subsidiary of eVenator

# LIMIT CAPEX AND IMPROVE CAPITAL PRODUCTIVITY TO INCREASE CASH FLOW

- Reduce capital spending to \$175 million
- Systematically reduce number of loss stores
  Derive highest and best use of Trophy properties
- Implement best-practice inventory management and receipt flow processes

# REDUCE OPERATING EXPENSES BY \$100 MM

- - Reduce operating expenses at corporate and divisional levels
- - Reduce corporate cost to 1% of sales by 2001
- - Leverage corporate shared services organization
  - Implement best practices and cross-divisional synergies

[VENATOR GROUP LOGO]

Venator Today: Positioned For Growth

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- Compelling competitive/leadership position with strong brand name recognition
- Expanded merchandise opportunities
  - High-end, unique product exclusive Private label products apparel

  - Enhance moderate price-point business

Venator Today: Positioned For Growth

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- Refined strategic focus portfolio realignment 1/3 of existing real estate has been upgraded
  - Women's and kids' markets are underserved
  - Street and neighborhood stores
  - Direct channels (catalogs and e-commerce)
  - Europe is growing faster than U.S.
- Excitement building: Olympics & NBA returning

Venator Today: Stock Performance

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Wall Street Recognizes our Progress!

- From \$15.00 to high of \$28.375 in 8/97
- Retail peer group stock declined 55% from its high in 1998
- Vendor industry group declined 36% from its high in 1998
- Increased more than 85% since 1/29/99
  More than double our nearest industry peer
- Four analysts upgrade investment opinions
- New analyst initiates coverage on June 29, 1999

Venator Today: Corporate Governance

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Nine out of eleven are Independent!

- Strong independent board
  - 7 joined in last 6 years
  - World-class business leaders
    - Carter Bacot recently retired Chairman of Bank of New York Purdy Crawford Chairman of Imasco

    - Phil Geier Chairman of Interpublic
    - Jarobin Gilbert CEO of DBSS Group
    - Allan Loren CIO of American Express
    - Margaret MacKimm former SVP of Kraft Foods
    - John Mackowski former Chairman of Atlantic Mutual Ins.
    - Jim Preston recently retired Chairman of Avon
    - Chris Sinclair former Chairman Pepsi-Cola Company, a division of PepsiCo, Inc.

- - Active Board participation
  - Regular meetings at least 6 times per year
  - Very active committee schedule
- - Changed Board compensation
  - Eliminated Board meeting fees in 1996
    - Flat annual fee of \$40,000
    - Paid 1/2 in stock option to increase
  - No additional perks
- Froze Directors' Retirement Plan in 1994
  - Only four directors currently serving entitled

- Change in executive compensation

   Moved to a "pay for performance" system corporate wide four years ago

   More closely align with shareholders' interests

  - Greater portion of compensation "at risk"
    - Annual incentive plan based on operating results
    - Stock option program heavily weighted
- Revised Rights Plan
  More "shareholder friendly"
  Qualified offers do not trigger the Rights Plan

Venator Today: Greenway Proposals

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- Greenway proposals previous 3 years 1996 Spin-off Foot Locker
  - - Ignored financial impact 1997 Reinstate the dividend
  - - Neglected the need to reinvest in business
  - 1998 Sell Germany
    - We were in the process of preparing business for sale
- 4 years of restructuring focus on business  $\,$

- Greenway proposals current year

   Change name back to Woolworth

   ISS recommended and 80% of shares voted in favor of the change

   Very costly and confusing other businesses in several countries use the name
  - Our employees have embraced the name

- Greenway proposals current year Eliminate the pill / shareholder approval

  - Recent stock volatility supports some form of Rights Plan
     Board recently amended the plan to exclude qualified offers from triggering the Plan
    Slate of four directors

- Venator Group's nominees are world-class business leaders Carter Bacot former Chairman of Bank of New York

  - Purdy Crawford Chairman of Imasco

  - Phil Geier Chairman of Interpublic
    Dale Hilpert President and COO of Venator Group
- Greenway Partners nominees
  - Two are principals of Greenway Partners
  - One is an officer of a Company controlled by Greenway
  - One is a limited partner of Greenway

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Kids Foot Locker
Foot Locker International
Champs Sports
Eastbay
Colorado
Northern Reflections
Northern Traditions
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Afterthoughts
San Francisco Music Box
Randy River
Weekend Edition