



INTERNATIONAL HOUSEWARES REPRESENTATIVES ASSOCIATION

1755 Lake Cook Rd • Highland Park IL 60035

(847) 607-8912 • Fax (847) 607-8559 • info@ihra.org

SPECIAL - Representative Membership Application - SPECIAL

Application Date _____ Date of Company Inception _____

Company _____

Address _____

City / State / Zip / Country _____

Phone(s) (_____) _____ (_____) _____

Fax: (_____) _____ eMail _____

Cell: (_____) _____ Web _____

SPONSOR (if any): _____ **COMPANY:** _____

■ OWNER / OFFICER / CONTACT INFORMATION:

1. Name: _____ Title: _____

2. Name: _____ Title: _____

3. Name: _____ Title: _____

■ **NUMBER OF FULL TIME EMPLOYEES:** _____ (Sales _____; Office Staff _____)

■ **ADDITIONAL FACILITIES** (Please check all applicable):

- | | | |
|---------------------------------------|----------------------------|---------------------------------|
| _____ 1. Warehouse | _____ 4. Demonstration Van | _____ 7. Service Dept. |
| _____ 2. Computerized Mailing/Reports | _____ 5. Showroom | _____ 8. Telemarketing |
| _____ 3. Collection & Credit | _____ 6. Distributor | _____ 9. In-Store Merchandising |
- Other: _____

■ **SALES TERRITORY BY STATE / PARTIAL STATE** (Please list alphabetically):

■ **MANUFACTURERS REPRESENTED** (minimum of two):

1. Company _____ Represented Since _____

Products _____ Contact Name _____

2. Company _____ Represented Since _____

Products _____ Contact Name _____

■ **SALES THROUGH CHANNELS / CUSTOMER BASE:**

- | | | | |
|--|--|--|--|
| Wholesalers..... <input type="checkbox"/> | Specialty Stores..... <input type="checkbox"/> | Warehouse Clubs..... <input type="checkbox"/> | National Chains..... <input type="checkbox"/> |
| Dprtmnt Stores..... <input type="checkbox"/> | Hardware Stores..... <input type="checkbox"/> | Supermarkets/ | Mail Order..... <input type="checkbox"/> |
| Home Centers..... <input type="checkbox"/> | Discount Stores..... <input type="checkbox"/> | Food Stores..... <input type="checkbox"/> | Home Furnishings & |
| Variety Stores..... <input type="checkbox"/> | Drug Stores..... <input type="checkbox"/> | Catalog Show Rooms... <input type="checkbox"/> | Appliance Stores..... <input type="checkbox"/> |

Other _____

■ CATEGORIES OF PRODUCTS REPRESENTED - OR - ABLE TO REPRESENT

- | | | |
|---|---|--|
| Albums & Scrapbooks..... <input type="checkbox"/> | Health & Beauty..... <input type="checkbox"/> | School Supplies..... <input type="checkbox"/> |
| Bath & Shower..... <input type="checkbox"/> | Holiday..... <input type="checkbox"/> | Sewing <input type="checkbox"/> |
| Books..... <input type="checkbox"/> | Home Décor <input type="checkbox"/> | Small Electrics <input type="checkbox"/> |
| Candy & Snacks..... <input type="checkbox"/> | Housewares..... <input type="checkbox"/> | Space/Garage Organizers..... <input type="checkbox"/> |
| Cleaning Products <input type="checkbox"/> | Juvenile <input type="checkbox"/> | Sporting Goods..... <input type="checkbox"/> |
| Closet & Storage <input type="checkbox"/> | Kitchen & Frig Storage <input type="checkbox"/> | Stationery <input type="checkbox"/> |
| Clothing Care..... <input type="checkbox"/> | Laundry..... <input type="checkbox"/> | Table Top <input type="checkbox"/> |
| Consumer Electronics <input type="checkbox"/> | Lawn & Garden..... <input type="checkbox"/> | Textiles..... <input type="checkbox"/> |
| Cookware & Bakeware <input type="checkbox"/> | Lighting & Electrical <input type="checkbox"/> | Toys <input type="checkbox"/> |
| Floor & Carpet Care <input type="checkbox"/> | Major Appliances <input type="checkbox"/> | Water Filters / Coolers <input type="checkbox"/> |
| Food (except Gourmet) <input type="checkbox"/> | Medical <input type="checkbox"/> | OTHER: |
| Frames & Artwork..... <input type="checkbox"/> | Office <input type="checkbox"/> | |
| Furniture <input type="checkbox"/> | Outdoor Living <input type="checkbox"/> | |
| Gadgets <input type="checkbox"/> | Party Goods..... <input type="checkbox"/> | |
| General Merchandise <input type="checkbox"/> | Personal Care..... <input type="checkbox"/> | |
| Giftware <input type="checkbox"/> | Pet <input type="checkbox"/> | |
| Gourmet Food & Products..... <input type="checkbox"/> | Photo <input type="checkbox"/> | |
| Hardware <input type="checkbox"/> | Safety & Security <input type="checkbox"/> | |

■ CODE OF ETHICS

The International Housewares Representatives Association is a trade association of manufacturers' representatives in the home, housewares, gourmet and hardware industries organized to:

Promote, protect and improve the multiple-line representative function and provide benefits and services to its members. Create and foster a spirit of mutual respect and esteem among members and others within the industry and other industries; and educate the industry and other industries as to the advantages of doing business through manufacturers' representatives.

In furtherance of these objectives, the Association develops and participates in programs and activities for manufacturers' representatives designed to elevate ethical standards, improve business operations and provide more efficient service to principals, customers and the industry. To implement these goals, the members of IHRA are expected to:

- Represent only those lines that they can effectively market and sell.
- Maintain a fiscally stable firm.
- Operate a well managed firm.
- Never degrade, malign or make false representations of a fellow representative.

Our company agrees to uphold this Code of Ethics.

■ Date _____ Signature _____
(Applicant Owner or Officer & Title)

■ DUES

Dues are \$245 per year.

SPECIAL PROMOTION FOR FIRST-TIME MEMBERS & COMPANIES THAT HAVE NOT BELONGED FOR 4 YEARS OR MORE:

FREE - NO CHARGE - FREE - NO CHARGE

for the balance of 2009!