

IHRA

in our 17th year

Manufacturers: Are You Looking for Well-Qualified, Performance-Proven, Field Sales Professionals?

Find them quickly, easily and cost-effectively with IHRA's performance-proven services . . .

The IHRA Locator



The IHRA Locator (printed and/or electronic versions)

- Lists 200+ housewares representative companies
- Listings indicate the type of products sold, customer base sold through, territory covered, size of firm, year business founded, additional facilities and services, etc.
- COST each (printed or electronic): \$50 for IHA members; \$95 all others (\$100 / \$145 outside of North America). For both printed and electronic versions, add \$25.

Instant HOT Lines

This communication is from the International Housewares Representatives Association

HOT LINE / Line Available

Parasia
International, Ltd.

Stainless Steel Food & Beverage Products - The most High Quality Food Jars, Vacuum Bottles, Cookware, etc.

Parasia is an IHRA Manufacturer Member

More information about us at <http://www.timeinc.com/>

IF INTERESTED, CONTACT:

COMPANY:
Time Inc. Ltd.
3000 Avenue
Aveco - Vero Beach, FL 32906
(849) 595-9888 / Fax: (849) 595-9887

PERSON TO CONTACT:
Dorothy Hesse
Sales Director
eMail: shesse@timeinc.com

TERRITORIES OPEN: AE/OT/FF/EG/AN/HR/IN/VA/NS/KY/NE/VA/MI, MN/ND/SR/NE/NR/PA/VA/WV/OH/PA/RE/SD/IN/PA/VA/MI

COMMISSION RATE: Start @ 10%

YEARS IN BUSINESS: Since 1997 - have been manufacturing OEM since early 1980s.

GROSS SALES: \$ 3 million

This Bulletin is offered as a service of IHRA to keep members advised of lines available. The listing of a manufacturer should in no way be construed as an endorsement of that line by IHRA, it being the obligation of each member to make their own evaluation of the line.

The International Housewares Representatives Association (IHRA) is the professional trade association of multiple-line, field sales professionals of home, housewares and hardware products.

Lines Available

Manufacturers Seeking IHRA Field Sales Professionals

<p>Products: Mega-Catch™ Mosquito Traps and accessory items</p> <p>EnviroSafe Technologies International Limited Unit 10, 6 Omega St., Albany Auckland New Zealand 0632 +649 441 7574 Fax: +649 441 7573 www.megacatch.com</p> <p>Contact: Nicky Stockman, Sales Manager eMail: info@megacatch.com</p> <p>Territories: TX, LA, AL, FL, VA, NY, NJ, WI, GA, MI, MO, CO, MN</p> <p>Commission Rate: 5% Years in Business: 10</p> <p>Gross Sales: \$5,000,000+</p> <p>CURRENTLY DOING BUSINESS IN THE USA: Direct. Not currently using reps.</p> <p>CHANNELS INTO WHICH CURRENTLY SELL: Online Store (www.megacatch.com), drop shipping including www.homedepot.com, www.costco.com, www.frontgate.com. Using fulfillment house in Denver, CO.</p> <p>CHANNELS INTO WHICH WANT TO SELL: Drop site dealers</p>	<p>Products: The ZIPTIT - The World's 1st & Only Battery Operated Blister Pack Opener</p> <p>QVC will be selling The ZIPTIT on TV in late October</p> <p>CSB COMMODITIES INC 14000 Military Trail, Suite 204B Delray Beach FL 33471 (800) 471-1367</p> <p>Contact: Robert Schmelzer, President eMail: csbprez@csbcommodities.com</p> <p>Territories: Europe, Australia, Latin America</p> <p>Net1 Sales: \$10,000,000 (CSB Sales)</p> <p>Commission Rate: 5%</p> <p>Years in Business: 34</p> <p>Channels currently sold: Gift / Novelty / Specialty / Premium Stores / Electronics / Toy / Hardware / On-Line Retailers</p> <p>Seeking Sales Through: Same as above</p>	<p>Products: Stainless Steel Fris Coffee Savor Canister with built-in degassing valve. Winner of "Most Innovative New Product" at CoffeeFest Seattle 2009. Available in 12 oz and 16 oz sizes.</p> <p>FRIS / DIV OF WING ENTERPRISES, INC. 1198 North Spring Creek Place Springville UT 84663 888.766.7463 • Fax: 801.489.3685</p> <p>Contact: Keith Emmet, Dir of Bus Development eMail: kemmet@iscotfee.com</p> <p>Territories: USA, Canada, Europe</p> <p>Net1 Sales: \$75,000,000 (Parent Company)</p> <p>Commission Rate: 5%</p> <p>Years in Business: 20 (Parent Company)</p> <p>Channels currently sold: Direct: through reps for United Supermarkets, Fry's Food, Kitchen Collection and Kohl's</p> <p>Seeking Sales Through: Mass Merchandisers, Department Stores, Wholesalers, Supermarkets, Specialty Stores</p>
<p>Products: Pet Leashes & Collars, Grooming Tools, Training Pads & Wipes. We now have "green" products that are extremely hot in the marketplace! This line includes organic cotton and recycled polyester leashes and collars. Our pricing is extremely low for the mass merchandisers, etc. since we are a partner in a joint venture, vertical plant in China where we also manufacture our own webbing!</p> <p>JELLY GEAR COMPANY P.O. Box 37 West Hempstead NY 11552 (516) 575-4272 Fax: (516) 575-4739 www.jellygear.com</p> <p>Contact: Kathy Panella, VP Sales eMail: kpanella@jellygear.com</p> <p>Territories: U.S.A., Canada, Mexico</p> <p>Commission Rate: TBD</p> <p>Years in Business: 60</p> <p>Channels currently sold: Through direct factory sales to wholesalers and/or other manufacturers</p>	<p>Products: Cookware Basic / Cookware Premium / Cookware Hispanic / Food Preparation / Pressure Cooker / Coffee Maker / Specialty Cookware</p> <p>NEWAY INTERNATIONAL INC. 628 S. Azusa Ave City of Industry CA 91748 626-513-2830 • 626-513-2832 Fax: 626-460-2830</p> <p>Contact: John W. Shen, Manager eMail: ohnwesh@newayusa.com</p> <p>Territories: USA, Canada, Mexico</p> <p>Net1 Sales: \$2,000,000</p> <p>Commission Rate: 5% Years in Business: 3</p> <p>Currently Doing Business: thru reps in NJ, NY, WI, IL</p> <p>Channels currently sold: Grocery, Supermarket Chain, Mass Merchant Chain, Specialty</p> <p>Seeking Sales Through: Department Store, Grocery, Drug</p>	<p>Products: New and innovative Erasable Ink "Puzzle Pen"</p> <p>THE ROME GROUP P.O. Box 1000 Killingdale VT 05751 802.422.4466 • Fax: 802.422.4467</p> <p>Contact: Bernard Rome eMail: info@theromegroup.net</p> <p>Territories: All USA</p> <p>Net1 Sales: N/A</p> <p>Commission Rate: 7%</p> <p>Years in Business: 3</p> <p>Channels currently sold: Direct to Gift Shops, Airport News & Gift Shops</p> <p>Seeking Sales Through: Wholesalers, Catalogs, Housewares, Bookstores, Stationers, Supermarkets</p>

The listing of a manufacturer is not an endorsement by IHRA, it being the obligation of each member to make their own evaluation.

Lines Available Ad in The REPorter®

- A special page (or pages) of listings in the IHRA Monthly Newsletter - The REPorter - of manufacturers seeking representatives. Your listing will be published in the next published newsletter - usually the first week of each month.
- COST: \$100. Reruns within twelve months @ \$50 each.
- Lines Available advertisers can purchase the IHRA Locator for \$40.

HOT Lines Get Fastest Results!

- One-time eMail designed to provide immediate communication to IHRA members in desired marketing area(s).
- COST: \$325.00
- When you use Instant Hot Lines, you will receive the IHRA Locator (printed and electronic) at no extra charge!
- **IHRA Manufacturer Members receive Locators, unlimited HOT Lines and ads in The REPorter® for just the cost of yearly dues!**

To order any of the three, please complete form on next page . . .

We want: The LOCATOR: Printed - or - Electronic @ \$95 (IHA member, \$50); Both, add \$25. (Outside North America, \$100 / \$145); Instant **HOT** Lines @ \$325 Ad in the *REPorter*® \$100

Take advantage of these cost-effective opportunities to expand your product sales into new territories or improve your current coverage. To order **The LOCATOR**, **only Company through eMail information is necessary**. For **REPorter** ad and/or **HOT** Line, **ALL information MUST be completed!**

Check payable to IHRA or credit card information: Amount: \$

VISA MC AMEX Discover

Card # _____ Exp Date: _____

Card Code # _____ Card Billing ZIP _____

Name on Card: _____

Please complete the following and fax back to: 847.748.8273 or eMail to info@ihra.org

Company _____

Address _____

City, State, Zip _____

Contact _____ **Title** _____

Phone _____ **Fax** _____

eMail _____ **Web** _____

Products _____

Representatives Needed in All USA Canada Mexico and/or These Territories, States or Partial States or International Markets and/or Channels: _____

If currently doing business in the USA, are you selling through representatives or direct-factory sales people? Are you currently using representatives in the territory(s) indicated above? Yes No

If "Yes," you MUST indicate territories: _____

Channels into which you currently sell: _____

Channels into which you want to sell: _____

Commission Rate (%) _____ Gross Nat'l Sales _____ Years in business _____



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FOR LOCATOR

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