

IHA[®] MEMBER CONNECT



INSIGHTS, OPPORTUNITIES & EDUCATION

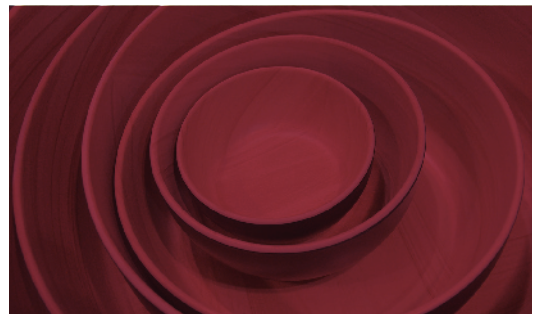
2023 MEMBERSHIP:

October 1, 2022 –
September 30, 2023

[Housewares.org](https://www.housewares.org)

International Housewares Association MEMBER SERVICES

provide opportunities and programs
to assist members in increasing
profits and growing their business.



Welcome



Dear IHA Member,

Your membership in the International Housewares Association (IHA) offers many opportunities to expand your business in addition to participating in our world-class trade event, The Inspired Home Show, IHA's Global Home + Housewares Market.

Whether you are trying to expand your international business, save on international container freight, gain insight on the industry or leverage a network of peer executives, the Association's many services provide solutions.

Please review the following pages to make certain that you are maximizing the benefit that your company receives from IHA. And, please let us know how we can be of further service to the industry.

Best regards,

A handwritten signature in dark ink, appearing to be "SG", located below the "Best regards," text.

Steve Greenspon

Honey-Can-Do International
2022-2023 IHA
Chairman of the Board

A handwritten signature in dark ink, appearing to be "Derek Miller", located below the "Best regards," text.

Derek Miller

Association
President & CEO



Steve Greenspon



Derek Miller

For more information, visit:

Housewares.org

Providing Meaningful Member Services

The International Housewares Association provides its members with a wide variety of meaningful services to assist in business growth and profitability.

In addition to a world-class trade show that is offered to members at an industry benchmark low cost with exposure to key retailers from around the world, IHA offers other opportunities, including:

- Executive-level member share groups and conferences through CORE and CHESS
- A wide range of international business development tools through the International Business Council, including networking and learning at the annual Global Forum
- Access to the consumer through Press Events
- Expert resources and aspirational content to motivate, educate and inspire consumers through TheInspiredHome.com platform
- Information services such as the annual *IHA Market Watch Report* and industry focused webinars
- In-depth, authoritative business news and information resource through *HomePage News*
- Exclusive research, analysis and insight on consumer preferences and behaviors through the *HomePage News Occasions* and *Consumer Outlook* reports
- Group rates on container freight through the International Housewares Shippers Association (IHSA)
- Access to retail credit reports and networking opportunities with credit managers from the home + housewares industry



Take advantage of all the services offered to maximize the benefits of your membership in the International Housewares Association!

CORE
CHIEF OFFICERS
REACHING EXCELLENCE

CHESS
CHIEF HOUSEWARES
EXECUTIVE SUPERSESSION

IBC
INTERNATIONAL
BUSINESS COUNCIL

IBC
GLOBAL
FORUM

IHA
GOVERNMENT
AFFAIRS

IHA
PRESS
EVENTS

IHSA
INTERNATIONAL
HOUSEWARES
SHIPPERS
ASSOCIATION

HCG
HOUSEWARES
CREDIT GROUP

**THE
INSPIRED
HOME.COM**

home + housewares
connect

homepage
NEWS

npd

**ORACLE
NETSUITE**

For more information, visit: Housewares.org/join-ih



Facilitating Networking and Forging Relationships

Education and Networking—Executive Programs where members develop and share.

CORE CHIEF OFFICERS REACHING EXCELLENCE

CORE is a unique resource of networking peer groups designed exclusively for industry decision-makers. Since 1998, CEOs in the housewares industry have been using CORE groups as a sounding board and a special resource to help meet professional challenges. Meetings are held twice per year in person and four times per year via Zoom. CORE participation is free to paid IHA members.

Why Join CORE:

- Peers share expertise and experience in non-compete forums intended to foster personal and professional growth.
- Each CORE group is led by a professional facilitator with industry experience who keeps meetings lively and on-track.
- Meeting topics are chosen by group members and have included current business trends, new channel developments, personal challenges, new product and business growth ideas.

Please visit:
Housewares.org/core

CHES CHIEF HOUSEWARES EXECUTIVE SUPERSESSION

CHES is IHA's annual strategic, senior-level conference for industry leaders. Held every fall, CHES attracts chief officers from IHA member companies with vast industry experience and expertise. The program includes keynotes, panel discussions and networking opportunities—the most valuable part of the two-day event according to past participants. IHA members receive a significantly discounted attendance fee.

Why Attend CHES:

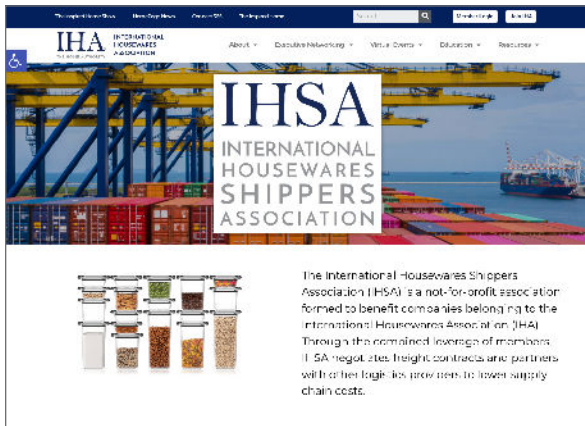
- Learn from high-profile industry experts and have direct access after programs to continue discussions.
- Share information and ideas with other housewares and home goods decision makers.
- Receive attendee-only access to presentations.

Please visit:
Housewares.org/ches

Building Business Foundations

Housewares Industry Resources – Business services for our members.

IHSA INTERNATIONAL HOUSEWARES SHIPPERS ASSOCIATION



The IHSA is a not-for-profit association formed to benefit companies belonging to the International Housewares Association. Through the combined leverage of members, IHSA negotiates freight contracts and partners with other logistics providers to lower supply chain costs. Enrollment is complimentary for IHA members.

Benefits include:

- Negotiated freight contracts.
- Annual rebate depending on the level of participation.
- Option to choose preferred carriers from the participating IHSA carriers.
- Customs house brokerage and marine cargo insurance programs.

Please visit:

[Housewares.org/resources/ihsa](https://housewares.org/resources/ihsa)

IHA GOVERNMENT AFFAIRS



IHA, through its Government Affairs Office, plays an integral role in policy development and implementation by providing recommendations and direction on federal legislative and regulatory issues and on initiatives that could impact the business interests of the housewares industry. The Government Affairs Office also provides guidance on long and short-term grassroots action plans.

Legal issues discussed include:

- ADA Website Legislation
- California Proposition 65
- China Competition/Sec. 301 Tariffs
- Intellectual Property
- New Jersey Truth-in-Consumer Contract, Warranty and Notice Act (TCCWNA)
- Ocean Shipping Reform Act (OSRA)

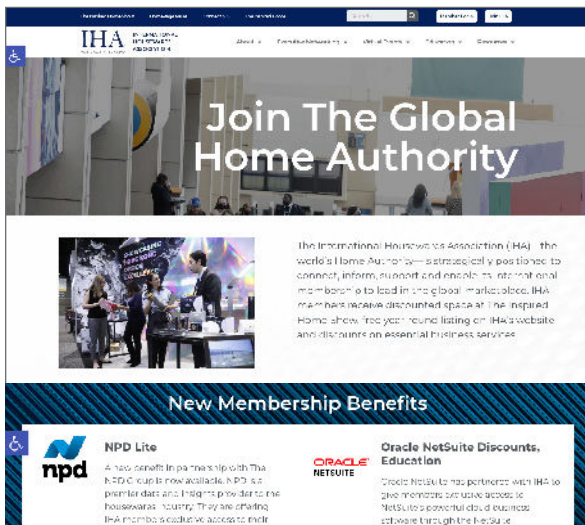
Please visit:

[Housewares.org/resources/government-affairs-legal](https://housewares.org/resources/government-affairs-legal)

Building Business Foundations

Housewares Industry Resources – Business services for our members.

IHA
ASSOCIATE
IV



Manufacturer representative groups and agencies can now become IHA Associate Members. Through this group of members, IHA Regular members can connect with representatives to find solutions to their home + housewares sales needs in the U.S.

Benefits to Associate IV members include:

- Inclusion in an online directory connecting them with housewares suppliers
- Business consulting
- Contract templates
- Dedicated rep-focused newsletter
- Access to the hospitality lounge for manufacturers' representatives at The Inspired Home Show

Please visit:

[Housewares.org/join-ih](https://housewares.org/join-ih)

HCG
HOUSEWARES
CREDIT GROUP



IHA and RiemerPlus have partnered to form the Housewares Credit Group (HCG). The HCG will assist in identifying credit risk, continuously monitor your customer base for emerging delinquency and provide a platform for sharing critical credit information and networking opportunities with fellow members. All while carefully adhering to anti-trust regulations. *(HCG does require an additional fee.)*

Benefits of membership:

- Manage risks and avoid bad debt
- Unlimited credit reports and customized dashboard
- Educational programs and networking opportunities

Please visit:

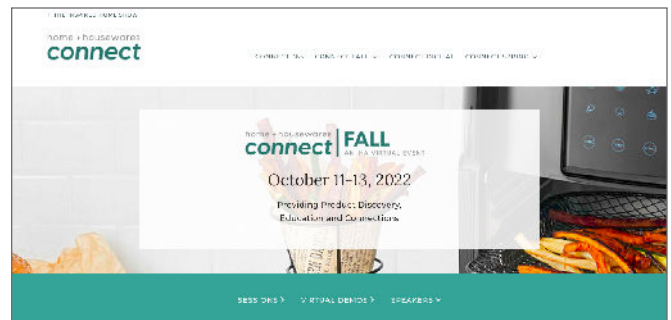
[Housewares.org/resources/hcg](https://housewares.org/resources/hcg)

Creating Connections for Buyers and Product Suppliers Year-Round

The International Housewares Association is dedicated to connecting buyers and sellers year-round, whether in-person or online. Through home + housewares Connect, IHA offers a series of platforms and events that bring the industry together around focused content and commerce.

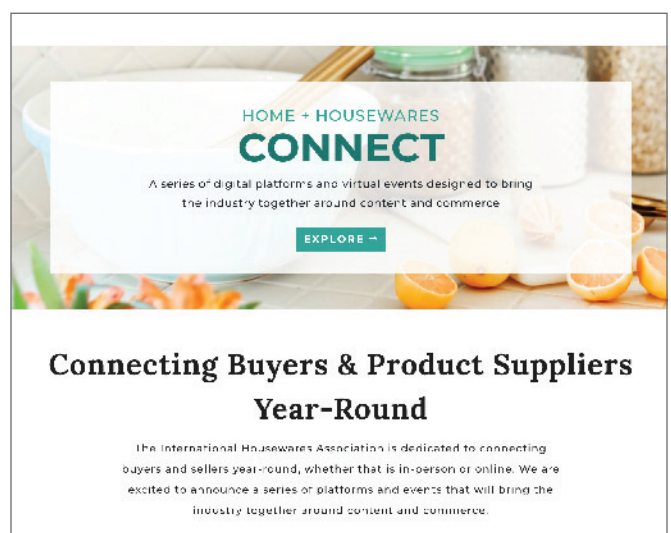
Industry Wide Virtual Events

IHA's industry-wide virtual events feature keynotes, general education, product demonstrations and meeting facilitation. A video series on IHA's Market Watch Report provides an overview of key consumer trends to consider in the next year and products that fulfill those needs.



Channel/Retailer-Specific Virtual Event

To bring buyers and sellers together, IHA partners with retailers to provide virtual match-making meetings. Past events have included Connect GROCERY, a virtual event that brought IHA member companies together with grocery retailers for one-on-one strategic meetings. IHA also has partnered with HSN, QVC and Wayfair on individual match-making meetings. These events provide members an opportunity to pitch their new products and for retailers to find new suppliers. IHA will create other retail match-making meetings throughout the year based on retailer and member interest.



For more information, visit:

TheInspiredHomeShow.com/connect

Creating Connections for Buyers and Product Suppliers Year-Round continued

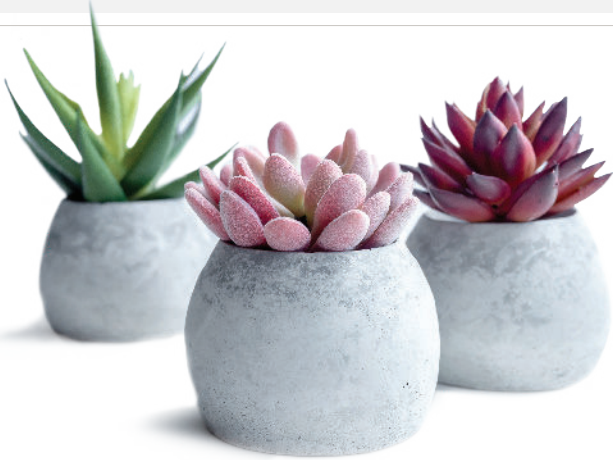
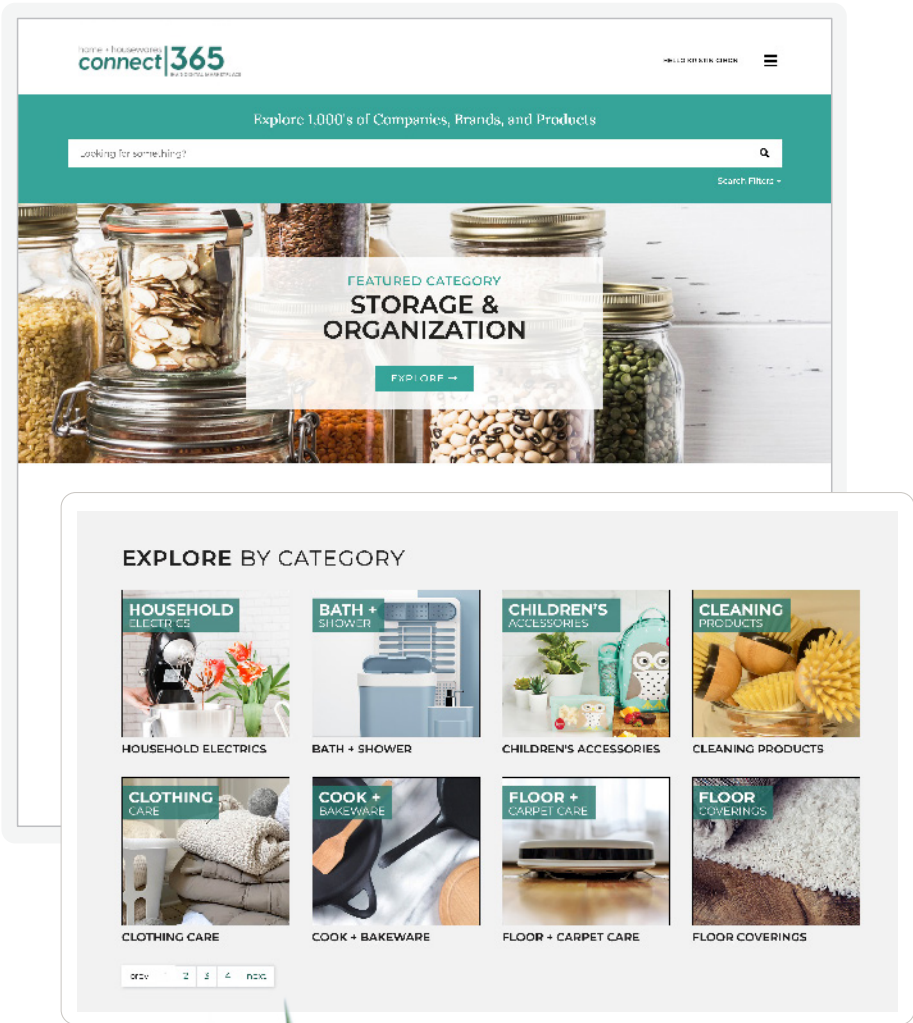
home + housewares
connect | **365**
IHA'S DIGITAL MARKETPLACE

Connect 365, IHA's digital marketplace, is an enhanced and expanded version of the former online directory Housewares Connect 365. The new platform offers visitors an updated user interface, enhanced functionality and refined search capabilities to browse companies, brands and products.

IHA's exhibiting members receive a free, year-round listing that includes:

- Layered, in-depth postings for brands and products, including company contacts, catalogs and videos.
- An area to post media coverage, press releases or links to videos.
- Connect 365 serves as the online Show Directory and links to the Show app.

For more information, visit:
TheInspiredHomeShow.com/Connect365



Establishing Media Relationships

IHA's Press Events provide opportunities to promote new products to top consumer and trade journalists, bloggers and influencers.

IHA. PRESS EVENTS

Each four-hour event showcases housewares-focused product introductions, sneak previews and demonstrations, giving participants time to establish connections with key media and generate news coverage for their brands and products. The Inspired Home Show Preview is held six weeks before the Show in New York City and features 60 exhibitors from all Show categories. Attending media include *Good Housekeeping*, *Better Homes & Gardens*, *The Wall Street Journal*, *The Kitchn* and *HGTV Magazine*.

Exhibiting companies receive:

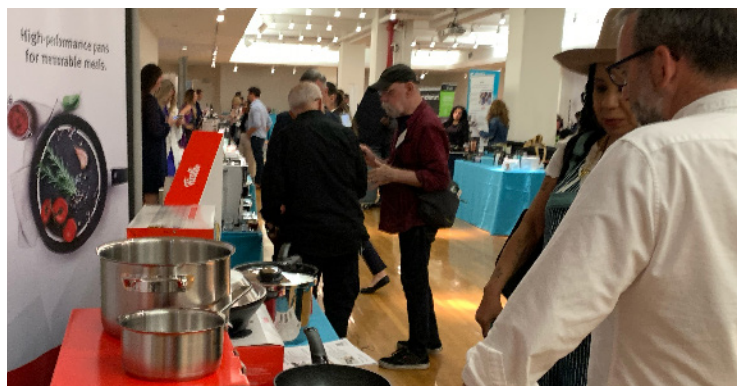
- One-on-one opportunity to demonstrate and explain your products to 50-60 consumer & trade editors, bloggers and influencers.
- 6-foot table and electricity to demonstrate your products; no booth set-up needed.
- Complete list of media who attended/RSVP'd along with contact information for follow-up.

SAVE THE DATE

**The Inspired Home
Show Preview Press Event**

January 26, 2023

New York City
Open exclusively to Show exhibitors



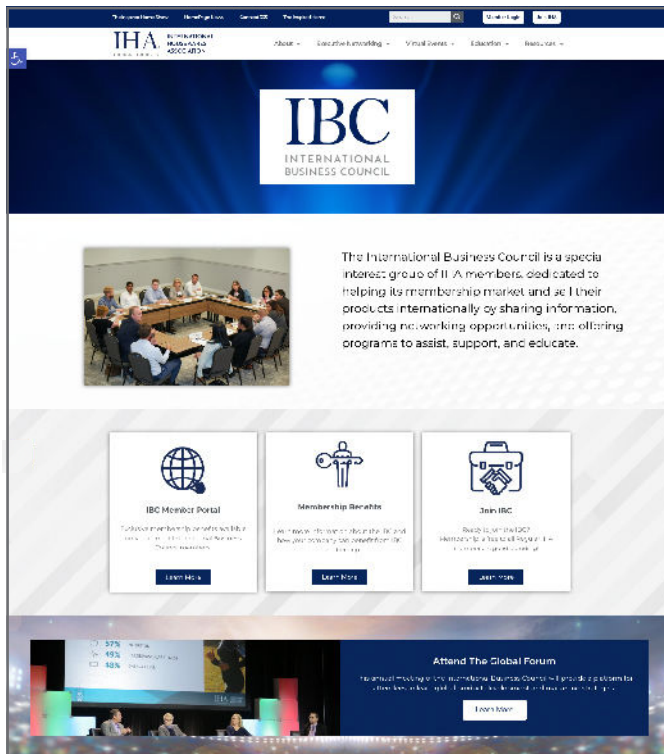
For more information, visit:

TheInspiredHomeShow.com/consumer-press-events

Building Global Trade

IHA Global Opportunities – Helping members succeed in international markets.

IBC INTERNATIONAL BUSINESS COUNCIL



The International Business Council is a special interest group of IHA members dedicated to helping its membership market and sell their products internationally by sharing information, providing networking opportunities and offering programs to assist, support and educate.

Join the International Business Council to:

- Understand the international business environment using IBC members-only resources: Key Retailer and Key Distributor Reports and the IBC Global Connect Newsletter.
- Stay on top of developments in global trade by accessing the IBC members-only website and attending the annual IBC Global Forum and member webinars.
- Benefit from tools at The Inspired Home Show: Pre-and post-Show international attendee list, Networking After Dark Reception and booth sign designating your company as an exporter.

Participation in the International Business Council is complimentary to IHA Members.



For more information, visit:
Housewares.org/ibc

IBC GLOBAL FORUM

The IBC Global Forum is the annual meeting of the International Business Council. Sessions offer strategic planning and pragmatic international sales presentations to help members facilitate sales and business development in key export markets. The 2022 Global Forum included key non-U.S. retailers, distributors and market experts who gave attendees insights on working within their markets as well as working directly with their companies. Market overviews included Brazil, Canada, China, Colombia, Costa Rica, France, Germany, India, Italy, Mexico and the U.K.

Participants:

- Learn from global home and housewares retailer and distributor presenters.
- Learn about market opportunities from IHA's Global Offices and Representatives.
- Gain strategic insights from veteran IBC members who are experienced in global markets.
- Refine and sharpen global strategy.

For more information, visit:
Housewares.org/ibc-global-forum



Educating the Industry

Providing resources to facilitate industry planning and growth.

Industry Reports



IHA Market Watch – IHA, in collaboration with The NPD Group and Springboard Futures, identifies key consumer lifestyle trends that are shaping how, what and where home + housewares products are being purchased. IHA Market Watch provides a forecast of consumer priorities and the effects those priorities have on the types of products and retail experiences that are best positioned to align with consumers' needs.

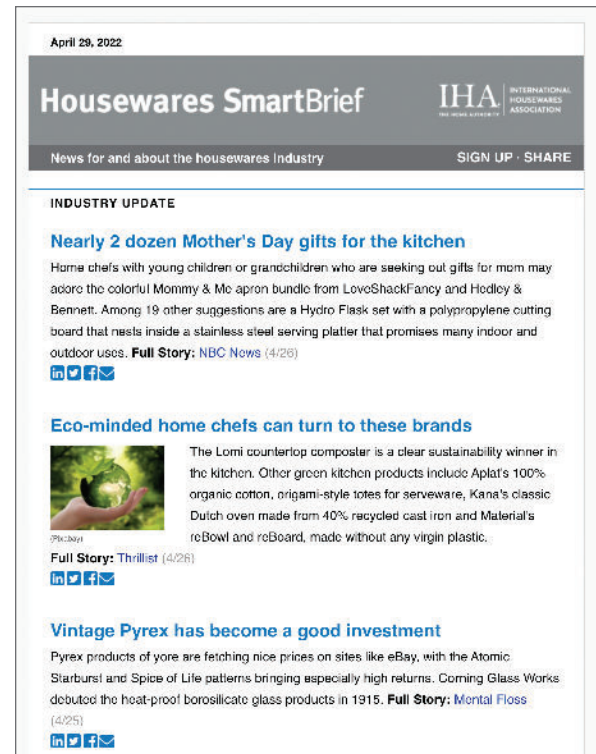
IHA/HomePage News Consumer Outlook Report – Exclusive IHA research reveals key purchase intent findings for 15 core home + housewares categories. The report is intended to be a guide for suppliers and retailers to bring informed insight and precision to their strategic efforts to sustain high demand, inspire purchasing and optimize consumer satisfaction.

IHA/HomePage News Occasions Report – Showcases analysis and insights into consumer gift preferences and shopping behaviors based on each of eight key life events expected to shape special occasions in the year ahead.

Benefits include:

- Understanding macro consumer lifestyle needs helps members strategize their product development plans and helps retailers consider how to populate their inventory.
- Keynote at The Inspired Home Show will provide update to trends and their effects on categories and retail.
- Display at the Show will showcase products illustrating the trends.

Housewares SmartBrief



This free newsletter delivers a snapshot of the housewares industry with news from Industry and other leading sources to more than 15,000 opt-in subscribers.

Benefits include:

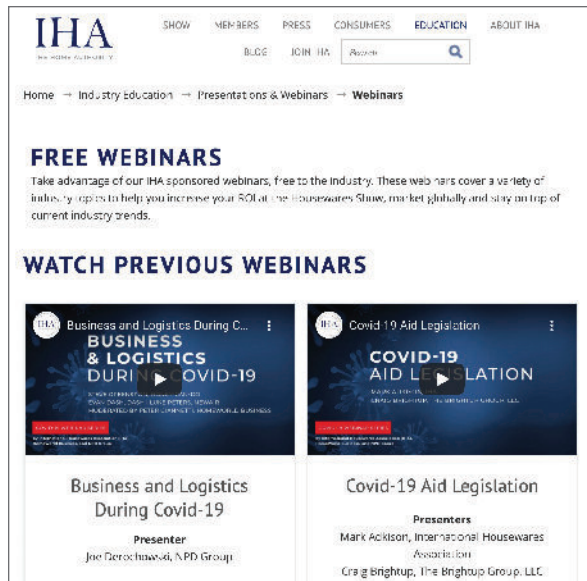
- Summaries of relevant consumer and industry news, written by expert editors to save you time and keep you informed and prepared.
- Reach retailers and other industry professionals through advertising at reasonable rates.

For more information, visit: Housewares.org/education/reports

Educating the Industry

Providing resources to facilitate industry planning and growth.

Webinars



IHA curates presentations on critical issues to educate members on the latest industry developments. All webinars are free of charge and cover a variety of industry topics to help you increase your ROI at The Inspired Home Show, market globally or stay on top of current industry trends.

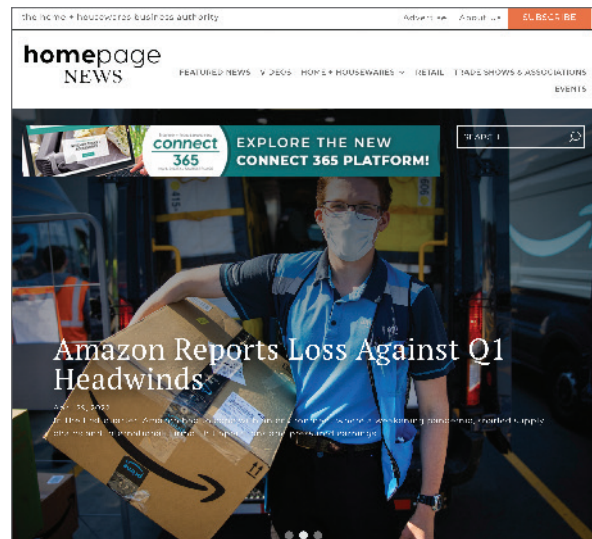
Benefits include:

- Webinars are recorded live and posted on IHA's website for access anytime.
- Presenters are industry experts or IHA's business solutions partners.
- Topics covered include trends in cook and bakeware, brand licensing, integrating traditional and online marketing, global homewares trends and opportunities, making the most of your Connect 365 listing, marketing opportunities for The Inspired Home Show and booth design and booth etiquette.

For more information, visit:

Housewares.org/education/webinars

homepage NEWS



Launched in 2021, HomePage News is the authoritative business news and information resource for the home + housewares industry. This new B2B editorial platform answers heightened demand for comprehensive, in-depth coverage at a critical time for this dynamic, fast-evolving industry. HomePageNews.com includes breaking industry and retail news; new product information; executive interviews; features on marketing, merchandising and operational developments; coverage of all industry relevant trade shows; category and trend reports; market data and analysis; financial news; and expert commentary.

Benefits include:

- Curated industry specific information
- Consumer-focused industry reports
- Exclusive video content

For more information, visit:

HomePageNews.com

Bringing Buyers and Sellers Together in Person

The Inspired Home Show® is your opportunity to join the world's largest audience of home goods and housewares professionals.



Annually, the world's most important home + housewares professionals gather to do business at Chicago's state-of-the-art McCormick Place Exposition Center. As the industry's not-for-profit trade association, IHA

is charged by its membership with creating a singular event that brings together buyers and sellers in the most efficient and cost-effective manner. The Inspired Home Show is owned by the housewares industry, directed by a Board of IHA—member chief executives and operated as a benefit to the industry. IHA exhibiting members receive a discount on booth space fees at the Show.

To help exhibitors tap the global market, the Show brings together retailers from around the world and from many diverse retail channels. On the U.S. side, attendees include buyers and senior-level executives from the key domestic retailers and internationally, the Show attracts attendees from more than 125 countries.

Benefits of exhibiting:

- Access to key U.S. retailers and buyers from more than 125 countries.
- Free list of pre-registered news media before the Show.
- Free list of all registered buyers and news media after the Show.
- Free value-added services including online directory listing, badges, meeting rooms, educational webinars, Exhibitor Services Kit and Exhibitor Marketing Kit.
- More than 300 million consumer impressions generated by news media coverage of the Show.



For more information, visit:
TheInspiredHomeShow.com

Bringing Buyers and Sellers Together in Person continued

Value-Added Seminars, Displays & Events

The Show includes a full schedule of educational seminars including keynote sessions on color, consumers and hot industry trends and presentations on innovation, design and relevant business issues in the Innovation Theater. Special displays feature Pantone Color Trends; the IHA Global Innovation Awards (gia) honoring excellence in product design, global retailing and student design; and the IHA Market Watch exhibit. Network with colleagues and buyers at the Networking After Dark Reception, "HYPE" Housewares Young Professionals Event and the Housewares Cares gala.

home + housewares
connect | **365**
IHA'S DIGITAL MARKETPLACE

Exhibiting in The Inspired Home Show includes a year-round listing of a company's brands, products and contacts on Connect 365, IHA's digital marketplace. With nearly 1 million pageviews, Connect 365 can help exhibitors stay in front of retailers, media and consumers... throughout the year!

For more information, visit:
TheInspiredHomeShow.com

THE INSPIRED HOME SHOW®

IHA'S GLOBAL HOME +
HOUSEWARES MARKET

MARCH 4-7, 2023

McCormick Place | Chicago



Board of Directors

OFFICERS



CHAIRMAN
Steve Greenspon
Honey-Can-Do
International LLC



VICE CHAIRMAN
Neal Asbury
The Legacy
Companies



TREASURER
Paul Cosaro
Picnic Time
Family of Brands



Derek Miller
President & CEO
IHA

DIRECTORS



Kim Cole
Gleener Inc.



Glenn
DeStefano
StoreBound



Scott Felsenthal
Whitmor, Inc.



Sal Gabbay
Gibson
Homewares



Mike Hayes
Newell Brands



Lisa Knierim
Creative
Tops Inc.



Yvette Laugier
Peugeot
Saveurs North
America, LLC



Jacob Mauer
The Cookware
Company



Tom McMahon
Jura, Inc.



Robert
Michelson
Bradshaw
Home



Keith
Mirchandani
Tristar
Products, Inc.



Thomas Nichols
Pretika
Corporation



Michael
Otterman
Lodge Cast Iron



Luke Peters
NewAir LLC



Kavita Shukla
The
FRESHGLOW
Co.



Dan Siegel
Lifetime
Brands, Inc.



For more information, visit:
Housewares.org

IHA Committees

The committees and councils listed here provide valuable services to IHA members and act as advisory resources to IHA's Board of Directors and the housewares industry.

RETAILER ADVISORY COUNCIL

The Council provides customers' perspectives on trade show issues and input on trade show and product planning, execution and measurement.

Board Liaison

- Steve Greenspon, Honey-Can-Do International LLC

Council Members

- Taren Bachmann, Target
- Craig Coleman, Macy's
- Cory Ellis, Kroger
- Tom Hayes, Home Goods
- Elisha Jensen, Costco
- Paige Kelly, Wayfair
- Brad Kleparek, Crate & Barrel
- Robert LeBrun, Big Lots Stores, Inc.
- Eva Lorenz, Amazon
- Chris Luce, The Container Store
- Alex Ogof, Bed Bath & Beyond
- Russell Winters, Walmart Stores

EXHIBITOR TRADE SHOW ADVISORY COMMITTEE

The Committee provides customers' perspectives on trade show issues and input on trade show and product planning, execution and measurement.

Board Liaison

- Paul Cosaro, Picnic Time Family of Brands

Committee Chair

- Sal Gabbay, Gibson Homewares

SPECIALTY RETAILER ADVISORY COUNCIL

The Council provides specialty retailers' perspectives on trade show issues and input on trade show and product planning, execution and measurement.

Board Liaison

- Jacob Maurer, The Cookware Company

Council Members

- Mary Liz Curtin, Leon & Lulu
- Michele Dietz, Wisconsin Cutlery
- Jim Egan, Wegmans
- Jill Foucre, Marcel's Culinary Experience
- Nora Gomez, Nebraska Furniture Mart
- Michael Higdon, National Building Museum
- Janis Johnson, Gourmet Catalog & Buying Group
- Ron Kratchman, Kitchen Kapers
- KC Lapiana, HTI Buying Group
- John Mahler, Cook Cork & Fork
- Gregg Smith, Cook's Warehouse
- Chris Wiedemer, Cook's World

GOVERNMENT AFFAIRS COMMITTEE

The Committee plays an integral role in policy development and implementation by providing recommendations and direction on federal legislative and regulatory issues and on initiatives that could impact the business interests of the housewares industry. It also provides guidance on long and short-term grassroots action plans.

Board Liaison

- Thom Nichols, Pretika Corporation

YOUNG PROFESSIONALS ADVISORY COUNCIL

Assists IHA in making the Show more meaningful for a younger audience and offers advice on how to bring more young people into the industry.

Board Liaison

- Kavita Shukla, The FRESHGLOW Co.

Council Members

- Emily Green, Lifetime Brands
- James McHenry, Widgeteer
- Leif Melvin, YouCopia
- Michael Rine, Oxo
- Dave Seguin, Honey-Can-Do International
- Chloe Small, Macy's
- Hallie L. Stevens, MadeSmart
- Kelly Walsh, Escali
- Sarah Wilson, IHA

INTERNATIONAL BUSINESS COUNCIL (IBC)

The International Business Council is a special interest group of IHA members, dedicated to helping its membership market and sell their products internationally by sharing information, providing networking opportunities and offering programs to assist, support and educate.

Board Liaison

- Mike Otterman, Lodge Cast Iron

GLOBAL RETAILER ADVISORY COUNCIL

The Council provides global buyers' perspectives on trade show issues and input on trade show and product planning, execution and measurement.

Board Liaison

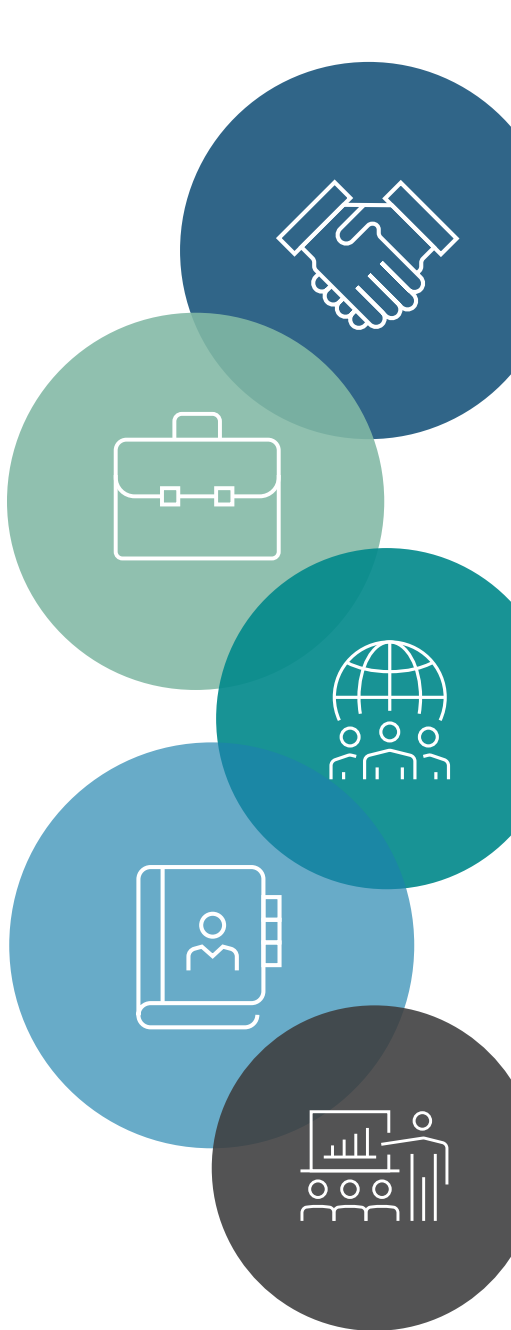
- Kim Cole, Gleener Inc.

Council Members

- Maximo Bach, MercadoLibre, Argentina
- Michelle Dickinson, Burton McCall, UK
- James Ge, Euroidea Corporation, China
- James Karani, Yuwa, Japan
- Jackson Liang, LivingWorks
- Jonathan Lim, Katrin BJ, Malaysia
- Meir Maryena, Tendencias y Conceptos, Mexico
- Liz Oldfield, Milly's, New Zealand
- Ben Phillips, Divertimenti, UK
- Chris Shipton, Jascor Housewares Inc.
- Susan San Miguel, Gourdo's, Philippines
- Helen Widjaja, PT ACE Hardware, Indonesia

For a complete list of committee members, go to
Housewares.org/about/committees

YEAR-ROUND CONNECTIVITY



Come together with your industry peers

and enjoy year-round exclusive benefits through membership in the International Housewares Association (IHA).

EXECUTIVE NETWORKING

Enjoy learning opportunities and conferences aimed at key decision-makers, centered around topics chosen by members, featuring professional facilitation.

BUSINESS RESOURCES

Gain real market advantages through networking opportunities with sales representatives, negotiated freight and logistics rates, discounts on booth space at The Inspired Home Show, and up-to-date industry news and special reports in *HomePage News*.

GLOBAL BUSINESS DEVELOPMENT

Delve into a world of opportunities by exploring international trade issues and markets, developing global partnerships and refining your global knowledge, connections and business strategy.

CONSUMER ENGAGEMENT

Connect directly with end users via our stylish lifestyle website featuring custom content and curated product collections.

ONGOING INDUSTRY LEARNING

Stay in touch with the ever-changing home + housewares market with exclusive access to IHA Market Watch, premier research and year-round virtual events.

BEFORE IT CHANGED THE WAY WE HYDRATE...

IT WAS HERE.



Every now and then a product comes along that becomes iconic in the home + housewares industry. An innovation in functionality or design that captures the hearts and minds of consumers and becomes ubiquitous in households of all shapes and sizes.

But before it was in every consumer's home, it was at the Show.

Over the years, the most game-changing home + housewares products have made their mark in Chicago in March. It was an idea—maybe a prototype—maybe from a company or inventor no one had ever heard of. But the buyers who recognized its potential early brought competitive differentiation and consumer loyalty back to their stores with them.

Somewhere on our Show floor is the next game-changer.

You can find it, or your competition will.

THE INSPIRED HOME SHOW®

MARCH 4-7, 2023 | CHICAGO, IL

Register today at TheInspiredHomeShow.com.

OUR INDUSTRY IS **STRONGER TOGETHER**



MEMBERSHIP IN IHA
is an investment in
your own business

For the past 80+ years, the International Housewares Association has maximized success of the global home + housewares market on behalf of its membership, providing events, education and resources that bring product suppliers, retailers and consumers together to facilitate sales, develop relationships and share knowledge.

For more information visit Housewares.org

IHA
MEMBER
CONNECT

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Housewares.org

INTERNATIONAL OFFICES
IHA Germany
IHA Mexico
IHA United Kingdom
Housewares.org/contact/international