



INTERNATIONAL
HOUSEWARES
ASSOCIATION

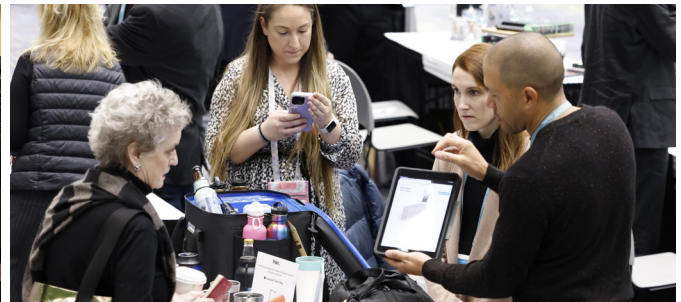
Member Connect
Insights | Opportunities | Education

2024 MEMBERSHIP:

October 1, 2023 – September 30, 2024

Housewares.org

International Housewares Association **MEMBER SERVICES**



Programs and resources to
connect, inform, support and
empower our members to
lead in the global marketplace.

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 benefits 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 black ink, appearing to read "Neal Asbury".

Neal Asbury
The Legacy Companies
2023-2024 IHA
Chairman of the Board

A handwritten signature in black ink, appearing to read "Derek Miller".

Derek Miller
Association
President & CEO



Neal Asbury



Derek Miller

For more information, visit:
Housewares.org

Make the Most of Your IHA Membership

Explore new benefits and opportunities to assist you in increasing profits and growing your business.

The International Housewares Association (IHA) provides its members with a wide variety of valuable services. Take full advantage of IHA's member benefits. In addition to a world-class international trade show, IHA offers:

- Executive-level member networking groups and conferences through Chief Officers Reaching Excellence (CORE) and Chief Housewares Executive Supersession (CHESS)
- A wide range of international business development tools through the International Business Council (IBC), including networking and learning at the annual Global Forum
- Access to consumers through Press Events
- 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*
- Expert resources and aspirational content to motivate, educate and inspire consumers through *Housewares.org* and *TheInspiredHome.com*
- Research, analysis and insight on consumer preferences and behaviors through reports such as the *HomePage News InSight™ Trend Index*, *Occasions/At-Home Entertaining* and *Top 50 Housewares Retailers*
- 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 and 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

 **Circana.**
Formerly NPD Group

 **krunchbox™**

**ORACLE
NETSUITE**

For more information, visit [**Housewares.org/join-ihh**](https://Housewares.org/join-ihh)



Facilitating Networking and Forging Relationships

Engage in exclusive education and networking programs where members share information and ideas with other home and housewares decision makers.

CORE CHIEF OFFICERS REACHING EXCELLENCE

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.

Learn more:
Housewares.org/core

CHESS CHIEF HOUSEWARES EXECUTIVE SUPERSESSION

Chief Housewares Executive Supersession (CHESS) is IHA's annual strategic, senior-level conference for industry leaders. Held every fall, CHESS 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 CHESS:

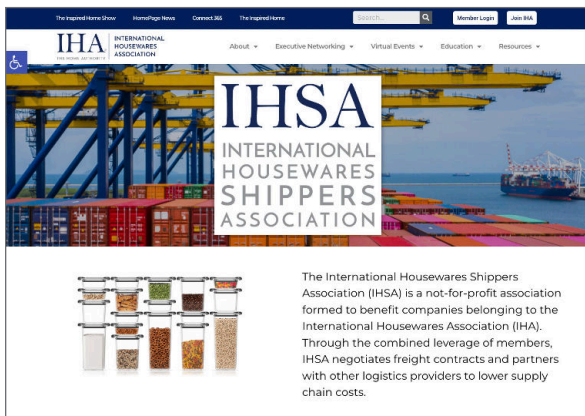
- Learn from high-profile industry experts and have direct access after programs to continue discussions.
- Share information and ideas with other housewares and home goods decision makers.
- Receive attendee-only access to presentations.

Learn more:
Housewares.org/chess

Building Business Foundations

Benefit from the housewares industry resources and business services for our members.

IHSA INTERNATIONAL HOUSEWARES SHIPPERS ASSOCIATION



The International Housewares Shippers Association (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

Learn more:

[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
- Bankruptcy
- California Proposition 65
- Counterfeit Merchandise
- County of Origin Labeling
- Federal Labor Relations Regulations
- PFAS
- Supply Chain Challenges
- Taxation
- Trade/Tariffs

Learn more:

[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 IV Members. Through this group of members, IHA Regular members can connect with representatives to find solutions to their home and 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

Learn more:

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

HCG
HOUSEWARES
CREDIT GROUP



IHA and RiemerPlus have partnered to form the Housewares Credit Group (HCG). HCG assists 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

Learn more:

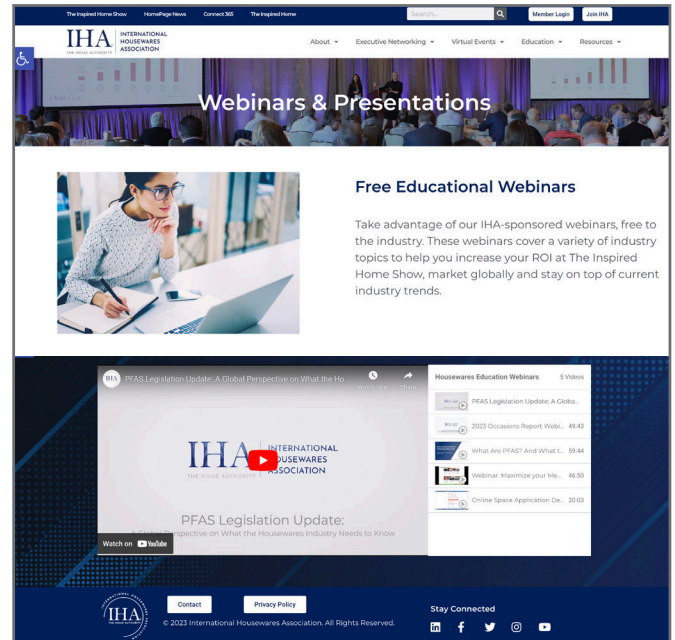
[Housewares.org/resources/hcg](https://housewares.org/resources/hcg)

Creating Connections Year-Round

Take advantage of online opportunities for retail buyers and product suppliers. IHA is dedicated to connecting buyers and sellers all year long, whether in person or online. Through Home + Housewares Connect, IHA offers a series of digital platforms and events that bring the industry together around focused content and commerce.

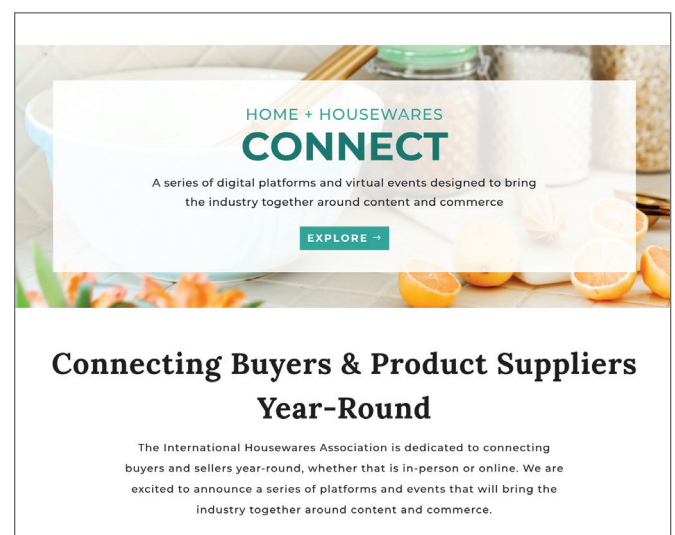
Industrywide Virtual Events

IHA's industrywide virtual events feature keynotes, general education, product demonstrations and meeting facilitation. Webinars throughout the year inform and guide the industry on key topics and developments. Topics may include PFAS Regulatory Update, Market Data Trends and Consumer Trends.



Channel/Retailer-Specific Virtual Events

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 opportunities to pitch their new products and for retailers to find new suppliers. IHA creates retail match-making meetings throughout the year based on retailer and member interest.



For more information, visit:

TheInspiredHomeShow.com/connect

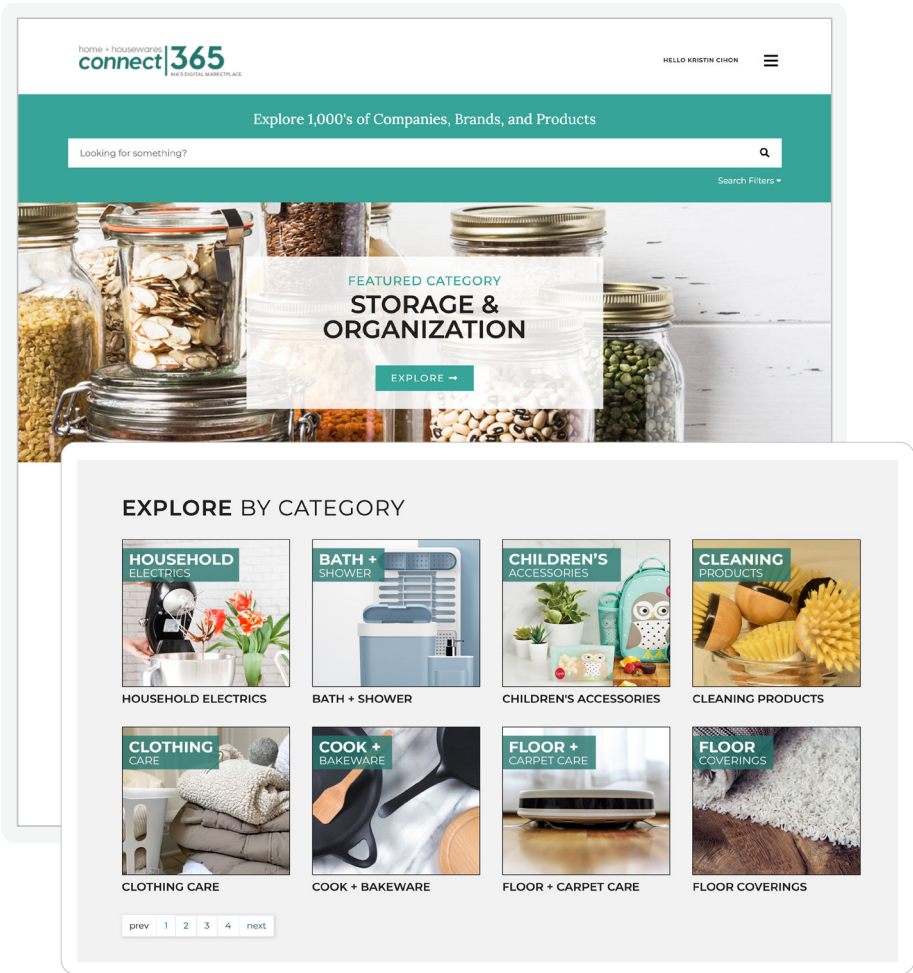
Creating Connections for Buyers and Product Suppliers Year Round (continued)



Connect 365, IHA’s digital marketplace, brings buyers and product suppliers together throughout the year. Retailers can explore IHA member companies, brands and products, discover new suppliers and stay up to date on new product introductions. With a listing on Connect 365 product suppliers can be found before, during and after The Inspired Home Show.

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
- Ability to identify special designations including Made in U.S.A., Smart Home, Women Led, New Exhibitor, Independent Retailer Friendly, Minority Owned, Sustainability, Export Friendly
- Connect 365 serves as the online Show Directory and links to the Show mobile app



For more information, visit:
TheInspiredHomeShow.com/connect365

Establishing Media Relationships

Showcase your new products and attract media attention at IHA Press Events.

IHA. PRESS EVENTS

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

Each four-hour event showcases housewares-focused product introductions, sneak previews and demonstrations, giving participants an opportunity to establish connections with key media and generate news coverage for their brands and products. The summer Press Event will be held in New York City and will feature 30-50 exhibitors from all housewares industry categories. Attending media has included *Good Housekeeping*, *Better Homes & Gardens*, *The Wall Street Journal*, *The Kitchn* and *HGTV Magazine*.

Exhibiting companies receive:

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

SAVE THE DATE

**Housewares for Holiday Gift Giving
Press Event**

June 6, 2024

New York City

Open exclusively to IHA members

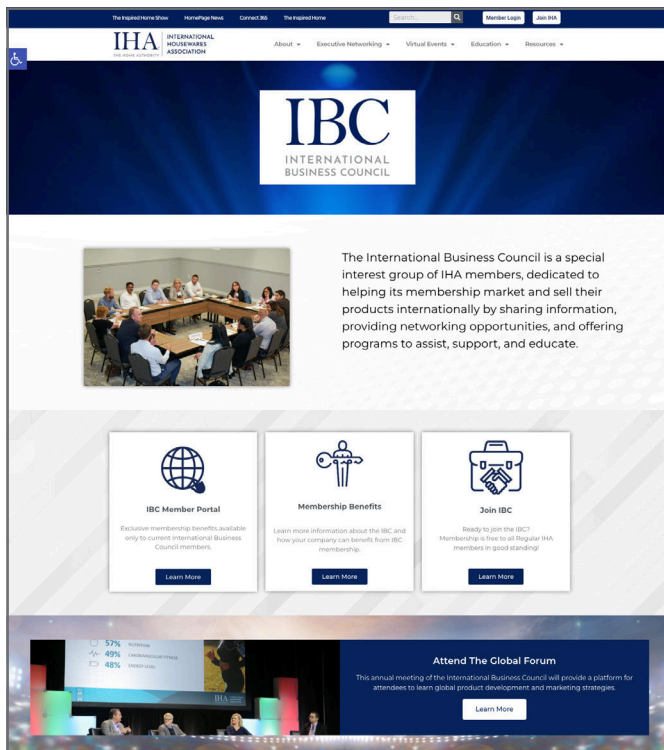


For more information, visit:

TheInspiredHomeShow.com/consumer-press-events

Building Global Trade

Discover how IHA's global opportunities are helping members succeed in international markets.



The International Business Council (IBC) 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 e-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

Building Global Trade (continued)

IBC GLOBAL FORUM

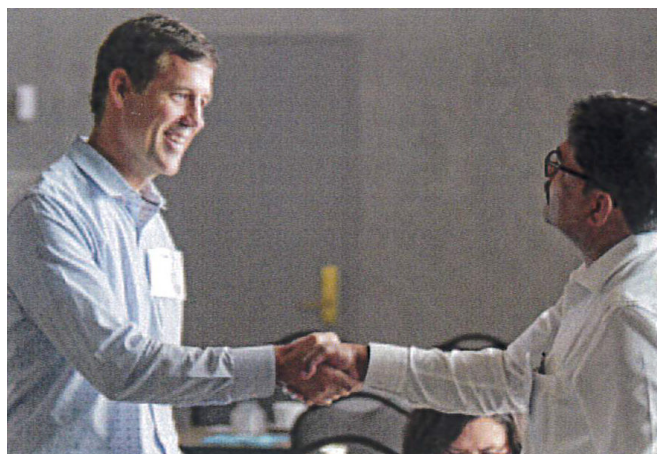
The IBC Global Forum is the annual meeting of the International Business Council. Sessions offer strategic planning and pragmatic international sales presentations to help members facilitate sales and business development in key export markets. The 2023 Global Forum included key non-U.S. retailers, distributors 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, Eastern Africa, Germany, India, Mexico, the Middle East 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

Capitalize on data-driven insights from industry research and analysis on consumer behavior and preferences.

Industry Reports



As an member, you'll have access to our latest industry research, analysis and insights on industry trends and consumer behaviors through IHA reports such as IHA Market Watch, the IHA Occasions Reports, the IHA At-Home Entertaining Report, the *HomePage News Insight™* Trend Index, the *HomePage News Consumer Outlook* and the *HomePage News Top 50 Housewares Retailers* rankings and more.

You'll also have access to industry research and information through *HomePageNews.com*, IHA's monthly email newsletters, and four industry-focused blogs on trends, shipping, government affairs and retail news.

Benefits include:

- Understanding macro consumer lifestyle needs helps members strategize their product development plans and helps retailers consider how to populate their inventory.
- With access to comprehensive data and market analysis, make strategic choices that lead to a competitive advantage.

Housewares SmartBrief

The screenshot shows the 'Housewares SmartBrief' newsletter for September 15, 2023. It features the IHA logo and a 'SIGN UP - SHARE' button. The main content is under the 'INDUSTRY UPDATE' section, with two featured articles: 'Williams-Sonoma to enable better view of customers' and 'These 12 gold flatware sets take the crown'. Each article includes a small image, a brief summary, and a link to the full story.

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

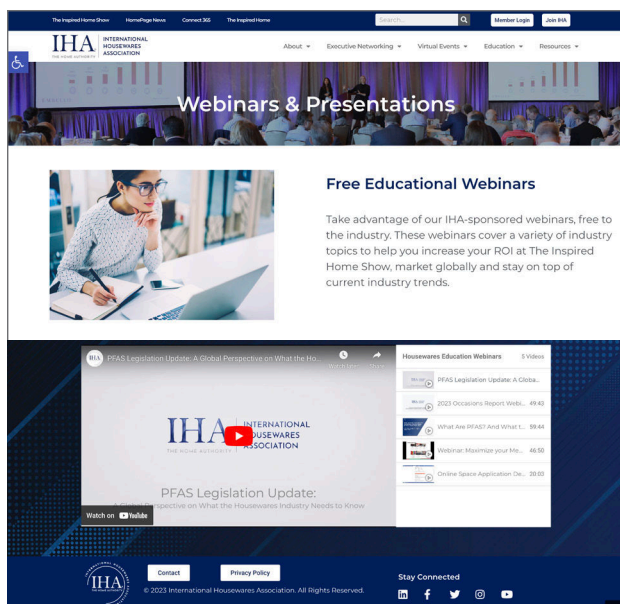
Benefits include:

- 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 (continued)

Webinars



IHA hosts webinars on critical issues to educate members on the latest industry news and research as well as helpful tutorials. All webinars are free and cover a variety of topics to help you increase your ROI at The Inspired Home Show, market globally, stay on top of current industry trends and more.

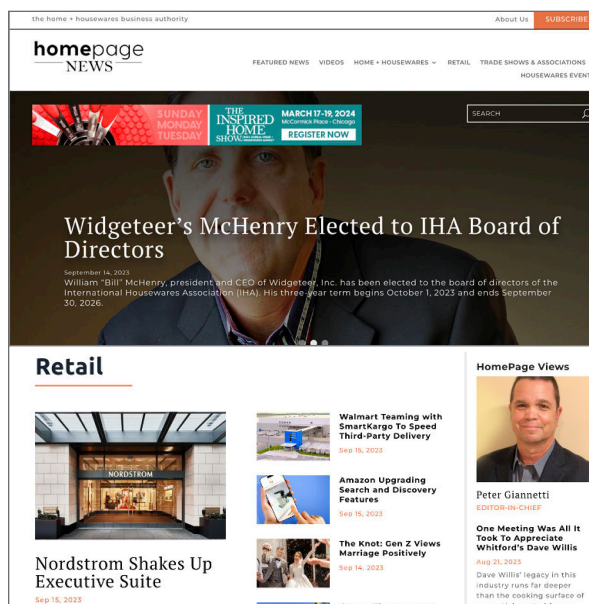
Benefits include:

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

Join the world's largest audience of home goods and housewares professionals at The Inspired Home Show®.



Every March, the world's most important home and 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
- A free list of pre-registered news media before the Show
- A 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 600 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 and 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 Inspiration Theater. Special displays feature Pantone® ColorWatch; the IHA Global Innovation Awards (*gia*) honoring excellence in product design, global retailing and student design; and the latest trend-forward products in housewares. 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 – helping exhibitors stay in front of retailers, media and consumers throughout the year!

For more information, visit:
TheInspiredHomeShow.com

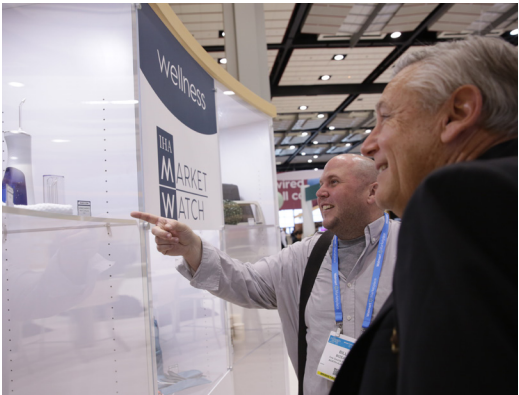


THE INSPIRED HOME SHOW®

IHA'S GLOBAL HOME +
HOUSEWARES MARKET

MARCH 17-19, 2024

TheInspiredHomeShow.com



Board of Directors

OFFICERS



CHAIRMAN
Neal Asbury
The Legacy
Companies



VICE CHAIRMAN
Paul Cosaro
Picnic Time
Family of Brands



TREASURER
Michael Otterman
Lodge Cast Iron



Derek Miller
President & CEO
IHA

DIRECTORS



Kim Cole
Gleener Inc.



Glenn DeStefano
StoreBound



Scott Felsenthal
Whitmor, Inc.



Sal Gabbay
Gibson
Homewares



Steve Greenspon
Honey-Can-Do
International LLC



Mike Hayes
Newell Brands



Lisa Knierim
Creative Tops Inc.



Yvette Laugier



Jacob Mauer
The Cookware
Company



William McHenry
Widgeteer Inc.



Tom McMahon
Jura, Inc.



Robert
Michelson
Bradshaw Home



Keith
Mirchandani
Trend Makers LLC



Luke Peters
NewAir LLC



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

- Mike Hayes, Newell

Council Members

- Craig Coleman, Macy's
- Adam Darany, Amazon
- Tom Hayes, Home Goods
- Paige Kelly, Wayfair
- Brad Kleparek, Crate & Barrel
- Kevin Kuehl, Big Lots Stores, Inc.
- Chris Luce, The Container Store
- Betsy Odland, Amazon
- Laura Petrillo, Giant Eagle
- Katie Roberts, William Sonoma
- Naomi Sleeper, Imperial Distributors, Inc.
- 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

- Glenn DeStefano, StoreBound

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

- Yvette Laugier

Council Members

- Mary Liz Curtin, Leon & Lulu
- Michele Dietz, Wisconsin Cutlery
- Jim Egan, Wegmans
- Victor Elmann, Circuit City
- Nora Gomez, Nebraska Furniture Mart
- Michael Higdon, National Building Museum
- Janis Johnson, Gourmet Catalog & Buying Group
- KC Lapiana, HTI Buying Group
- John Mahler, Cook Cork & Fork
- Gregg Smith, Cook's Warehouse

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

- William McHenry, Widgeteer

YOUNG PROFESSIONALS ADVISORY COUNCIL

The 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

- Scott Felsenthal, Whitmor, Inc.

Council Members

- Nolan Brinkman, Escali
- Emily Currier, Wayfair
- Emily Green, Lifetime Brands
- Jacob Greider, Honey-Can-Do International LLC
- Lainey Felsenthal, Whitmor, Inc.
- James McHenry, Widgeteer
- Michael Rine, OXO
- Chloe Small, Macy's
- 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

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

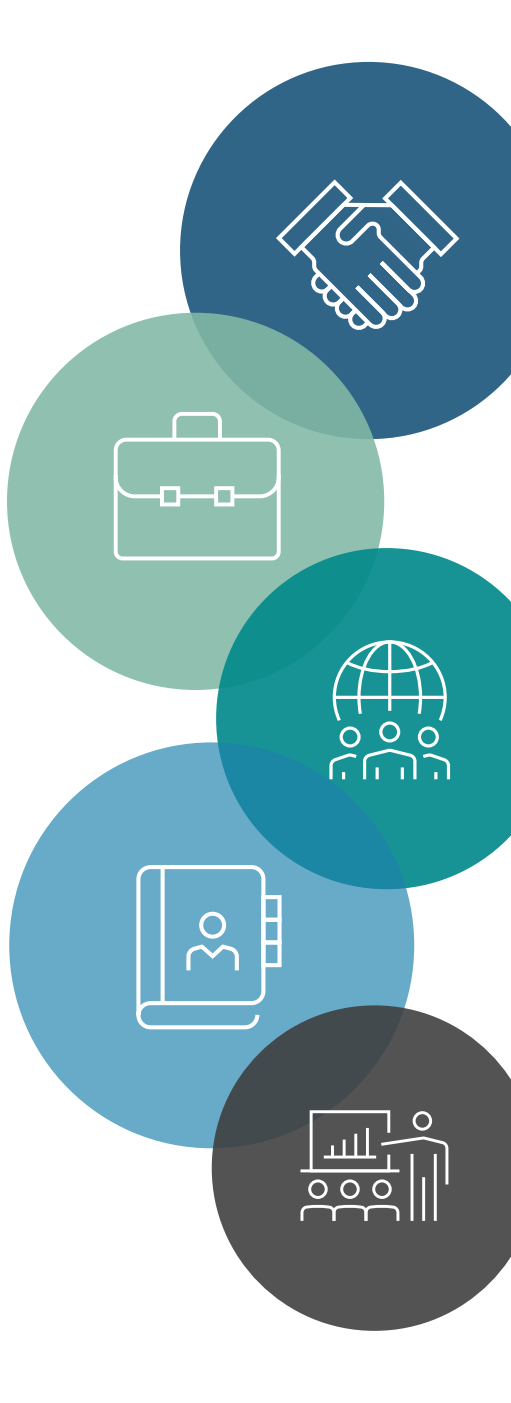
- Kim Cole, Gleener Inc.

Council Members

- Michelle Dickinson, Burton McCall, UK
- Sandra Dobbin, Master Distributor, Australia
- James Karani, Yuwa, Japan
- Jackson Liang, LivingWorks
- Meir Maryena, Tendencias y Conceptos, Mexico
- Dave Nielsen, Bed Bath & Beyond/Overstock
- Liz Oldfield, Milly's, New Zealand
- Chris Shipton, Jascor Housewares Inc., Canada
- 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 designed for high-level 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 strategies.

CONSUMER ENGAGEMENT

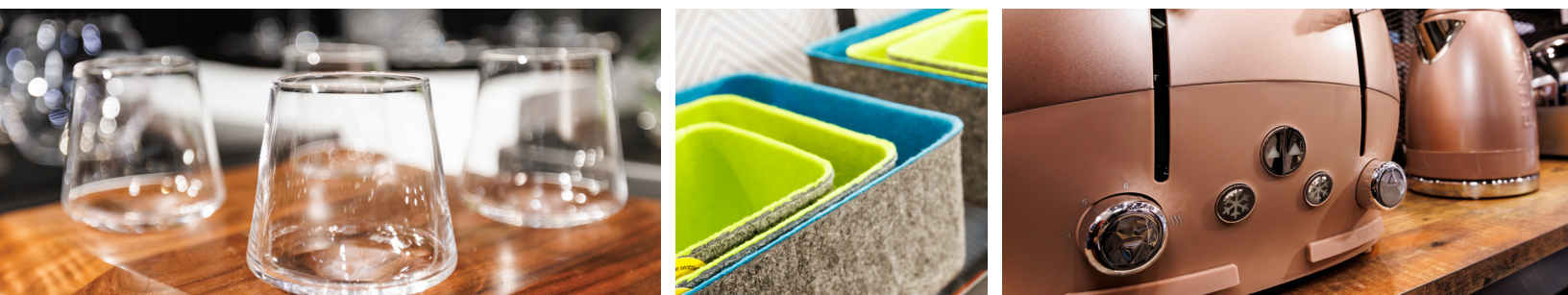
Connect directly with end users via our stylish lifestyle website TheInspiredHome.com, which features custom content and curated product collections.

ONGOING INDUSTRY LEARNING

Stay current with the ever-changing home and housewares industry through IHA industry research and analysis reports, business news and information resources, and in-person and virtual educational events.



3 FULL DAYS OF INNOVATION + INSIGHT + INSPIRATION



Next-Level Home

Today's consumers are craving newness, including new colors, new solutions and new ideas. In spite of—or maybe because of—challenging economic times, newness is exactly what will drive sales. Tap into this appetite for all things new and innovative and curate the right mix of products to set your store apart from the competition.

At **The Inspired Home Show® 2024**, you'll find thousands of home products, including cookware and bakeware, kitchen tools and accessories, household electrics, environment and wellness products and more. Discover new brands, emerging trends and the latest innovations to delight your customers and help them bring their homes to the next level.

Register today at TheInspiredHomeShow.com

**THE
INSPIRED
HOME
SHOW®** | IHA's GLOBAL HOME +
HOUSEWARES MARKET

MARCH 17-19, 2024

McCormick Place | Chicago

SUNDAY • MONDAY • TUESDAY



OUR INDUSTRY IS **STRONGER TOGETHER**

IHA MEMBERSHIP
is an investment
in your business

For the past 85 years, the International Housewares Association has maximized success of the global home and housewares market on behalf of its membership. We offer 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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Fax: +1 847.292.4211
Housewares.org

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