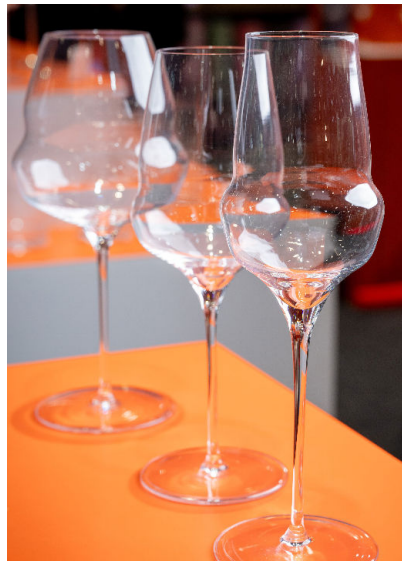




MEMBER BENEFITS

Programs and resources to connect, inform, support and empower International Housewares Association 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,

Michael Otterman
President & CEO, Lodge Cast Iron
Chairman of the Board
International Housewares Association

Derek Miller
President & CEO
International Housewares Association



Michael Otterman



Derek Miller

For more information, visit Housewares.org

MAKE THE MOST OF YOUR IHA MEMBERSHIP

IHA membership includes benefits that advance business growth.

The International Housewares Association (IHA) provides its members with a wide variety of valuable services in addition to participation in its premier global home and housewares marketplace, The Inspired Home Show.

Executive-level Member Networking Groups

Meetings through Chief Officers Reaching Excellence (CORE) and the Chief Housewares Executive Supersession (CHESS) conference

Industry Resources and Business Services

The International Housewares Shipping Association (group rates on container shipping), Housewares Credit Group (access to retail credit reports) and Government Affairs (insight into federal legislative and regulatory issues)

International Business Development Tools

The International Business Council (IBC), including networking and learning at the annual Global Forum

Partnerships

Multiple service providers at discounted rates

Year-round Connections

Opportunities to promote your brand via Connect 365, marketing and public relations

Information Resources

In-depth, authoritative industry reporting through *HomePage News*; research and analysis through the *InSight Trend Index*, *Occasions/At-Home Entertaining*, *State of the Industry*, *Top 50 Housewares Retailers* and more; education webinars

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





FACILITATING NETWORKING AND FORGING RELATIONSHIPS

Exclusive education and networking programs to share information and ideas with other home and housewares decision makers.

Chief Officers Reaching Excellence (CORE)

This unique peer group networking opportunity is exclusively for industry decision-makers. Since 1998, CEOs in the housewares industry have been using CORE as a sounding board to help meet professional challenges. Meetings are held twice per year in person and four times per year virtually. Participation is included in membership.

CORE
CHIEF OFFICERS
REACHING EXCELLENCE

Why join CORE:

- Non-compete forums foster personal and professional growth.
- Professional facilitators with industry experience keep meetings lively and on-track.
- Group-chosen topics include current industry trends, new channel developments, business challenges, new products and business growth ideas.

Learn more at Housewares.org/core

Chief Housewares Executive Supersession (CHES)

CHES is IHA's annual strategic, senior-level conference for industry leaders. Held every fall, CHES attracts the heads of 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. Members receive a significantly discounted attendance fee.

CHES
CHIEF HOUSEWARES
EXECUTIVE SUPERSESSION

Why attend CHES:

- Learn from high-profile industry experts and have direct access to continue discussions.
- Network and share ideas with other home and housewares decision makers.
- Receive attendee-only access to presentations.

Learn more at Housewares.org/ches

BUILDING BUSINESS FOUNDATIONS

Industry resources and business services provide added value to members.

The International Housewares Shippers Association (IHSA)

IHSA is a not-for-profit association that benefits IHA member companies. By leveraging the aggregated container needs of members, IHSA negotiates freight contracts and partners with logistics providers to lower supply chain costs. Enrollment is complimentary for members.

Benefits include:

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

IHSA
INTERNATIONAL
HOUSEWARES
SHIPPERS
ASSOCIATION

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

Government Affairs Office

Through its Government Affairs Office, IHA plays an integral role in policy development and implementation. Government Affairs provides 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.

Issues discussed include:

- Trade/Tariffs
- Counterfeit Merchandise
- Supply Chain Challenges
- ADA Website Legislation
- Country of Origin Labeling
- Taxation
- Bankruptcy
- Federal Labor Relations Regulations
- California Proposition 65
- PFAS

IHA
GOVERNMENT
AFFAIRS

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

Housewares Credit Group (HCG)

IHA and RiemerPlus have partnered to form the Housewares Credit Group (HCG). HCG assists in identifying credit risk, continuously monitoring members' customer base for emerging delinquency and providing a platform for sharing critical credit information and networking opportunities with fellow members, while carefully adhering to anti-trust regulations. (Requires an additional fee for participation).

Benefits of membership:

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

HCG
HOUSEWARES
CREDIT GROUP

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



BUILDING GLOBAL TRADE

IHA's global opportunities help members succeed in international markets.

The International Business Council (IBC)

This special interest group of IHA members is dedicated to helping market and sell products. IBC shares information, provides networking opportunities and offers programs to assist, support and educate.

IBC
INTERNATIONAL
BUSINESS COUNCIL

Join the IBC to:

- Access IBC member-only resources: International Key Retailers and Key Distributor Reports and the IBC Global Connect e-newsletter.
- Stay on top of developments in global trade via IBC member-only website, annual IBC Global Forum and member webinars.
- Benefit from tools at The Inspired Home Show: Pre- and post-Show international attendee list and booth sign designating exporter status.

Participation in IBC is complimentary to IHA members.

For more information, visit Housewares.org/ibc

The IBC Global Forum

The Global Forum is the annual meeting of the International Business Council that shifts between virtual and in-person. Sessions offer strategic planning and pragmatic international presentations to help members facilitate sales and business development in key export markets. The 2025 IBC Global Forum included key non-U.S. updates on market opportunities across the globe. Attendees learned virtually from IHA's network of offices and representatives as well as from U.S. Commercial Services and several non-U.S. buyers.

IBC
GLOBAL
FORUM

Participants:

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

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

PARTNERSHIPS

Partnerships with several providers offer members beneficial services at discounted costs.



Circana offers an exclusive, custom analysis to IHA members. This one-time offer provides customized new insight on category and brand-level performance. Available for over 30 categories, the service allows for a deeper understanding of the industry, fact-based information on retailer meetings and clarity to spark growth.



Wholesale helps brands collect, display, and syndicate authentic ratings and reviews at scale across DTC sites, retailers, and marketplaces. It also launched Wholecare—a turnkey solution that lets brands upsell extended warranties to consumers, unlocking 100% gross margin, pure profit revenue. IHA members receive two extra months on their first-year Wholesale subscription.



Creative Planning Business Services provide customized expertise to support every phase of a company's journey, from centralizing financial data to delivering detailed business intelligence. IHA members receive a complimentary review of their financial data, including benchmarking against industry peers, to identify strengths and areas needing attention. Based on these insights, Creative Planning offers recommendations to optimize accounting, tax, and finance functions.



The **Quickcode** platform is a trade compliance tool with explainable AI that centralizes legal sources for product classification, including the HTS Schedule, CROSS Rulings, and WCO Notes. It automatically updates compliance data as regulations change, alerting users when action is needed, and now includes features to navigate IEEPA, Section 301 tariffs, and other trade rules. IHA members receive 25% off Quickcode plans.



Oracle NetSuite provides IHA members exclusive access to its cloud business software through the Associations and Buying Groups Program. Members also benefit from pre-negotiated pricing, best-practice learning at annual industry meetings, and connections with a broad network of businesses to discuss opportunities and challenges.



Embello is an influencer marketing agency for the home industry, helping brands run campaigns tailored to their goals. IHA members receive discounted year-round packages that cover strategy, influencer recruitment, contract management, content approval, payment processing, and performance reporting. Embello also offers a free 30-minute consultation to get members started.

Learn more at housewares.org/join-ih/#benefits



CREATING CONNECTIONS YEAR-ROUND

IHA is dedicated to connecting buyers and sellers all year long.

Connect 365

IHA's digital marketplace brings buyers and product suppliers together throughout the year. Retailers can explore IHA member companies, brands and products, and discover new suppliers before, during and after The Inspired Home Show.

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

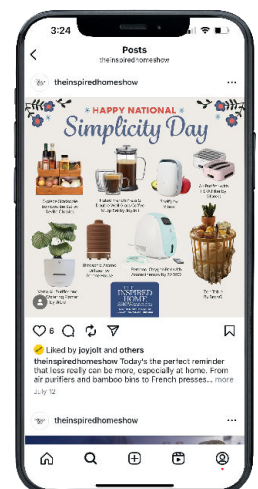
- Layered, in-depth postings for brands and products, including company contacts, catalogs and videos
- Ability to identify special designations including Made in U.S.A., Smart Home, Women Led, New Exhibitor, Independent Retailer Friendly, Minority Owned, Sustainability and Export Friendly
- Connect 365 serves as the online Show Directory and links to the Show mobile app

home + housewares
connect
365
IHA'S DIGITAL MARKETPLACE

For more information, visit TheInspiredHomeShow.com/connect365

Media Exposure

With more than 200 media professionals and influencers in attendance, The Inspired Home Show offers members the unique chance to get exposure for their brands and products, including the exclusive product showcase in the Show News Center. Media registration lists are provided to members before and after the Show. In addition, IHA provides its members with opportunities to be included in blog posts, social media content and media opportunities year-round.



Educating the Industry

Data-driven insights from industry research and analysis help members plan and strategize.

HomePage News

The authoritative business news and information resource for the home and housewares industry, HomePage News provides in-depth coverage including breaking industry and retail news.

The B2B editorial platform provides new product information; executive interviews; features on marketing, merchandising and operational developments; coverage of all relevant industry 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

Industry Reports

IHA members have access to exclusive industry research, analysis and insights on trends and consumer behaviors through reports such as the State of the Industry, Occasions, At-Home Entertaining, InSight™ Trend Index, Top 50 Housewares Retailers rankings and more.

Benefits include:

- Helping members strategize their product development plans and helping retailers consider how to populate their inventory.
- Providing comprehensive data and market analysis that contribute to strategic choices that lead to a competitive advantage.

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

homepage
NEWS®

the home + housewares
business authority



Webinars

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

Benefits include:

- Webinars are recorded live and posted on IHA's website.
- Presenters are industry experts or IHA's business solutions partners.

For more information, visit Housewares.org/education/webinars

Housewares SmartBrief

This free newsletter delivers a snapshot of the housewares industry with news from leading sources.

Benefits include:

- Summaries of relevant consumer and industry news to save members time and keep them informed and prepared.
- Reach retailers and other industry professionals through advertising at reasonable rates.

Signup for Housewares SmartBrief at <http://bit.ly/4glCgwf>



BRINGING BUYERS AND SELLERS TOGETHER IN PERSON

The Inspired Home Show®

Every March, the world's home and housewares professionals gather in Chicago for the industry's most important event, The Inspired Home Show®. As the industry's not-for-profit trade association, IHA's goal is to create a singular event that brings together buyers and sellers in the most efficient and cost-effective manner. The Inspired Home Show is owned by IHA, guided by its Board of Directors and operated as a benefit to the industry. IHA exhibiting members receive a discount on booth space at the Show.

The Show brings domestic and global retailers from more than 115 countries together with more than 2,000 unique brands and 300,000 products. U.S.-based attendees alone represent more than 100,000 retail locations, over \$64 billion in buying power and 23 retail channels.

Benefits of exhibiting:

- Connections with key U.S. retailers and buyers and lists of registered buyers after the Show
- Access to more than 200 news media organizations that attend the Show and lists of registered media before and after the Show (the Show generates nearly 800M media impressions)
- Free value-added services including online directory listing, badges, meeting rooms, educational webinars, marketing and exhibitor assistance
- Educational seminars including Keynote sessions on color, consumers and industry trends and Inspiration Theater presentations on innovation, design and relevant business issues
- Special display opportunities including Pantone® ColorWatch; Global Innovation Awards (gia) honoring excellence in product design, global retailing and student design; and the latest trend-forward products
- Networking events including the Networking After Dark Reception, "HYPE" Housewares Young Professionals Event and the Housewares Cares gala

For more information, visit TheInspiredHomeShow.com

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

March 10-12, 2026 | Chicago, USA
TUESDAY - WEDNESDAY - THURSDAY

Board of Directors

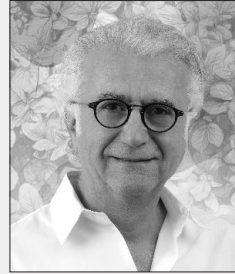
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Lodge Cast Iron



VICE CHAIRMAN
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Pamela Stafford*
Hestan Culinary



Cze-Chao Tam
TRINITY
International
Industries



Kelly Walsh
KitchenSupply



David Zrike
R Squared/Zrike
Brands



Derek Miller*
President & CEO
IHA

*Executive Committee

IHA COMMITTEES

The committees and councils listed 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

- Dan Siegel, Lifetime Brands, Inc.

COUNCIL MEMBERS

- Betsy Odland, Amazon
- Brad Kleparek, Crate and Barrel
- Jordann Charters, Home Goods
- Arun Batra, Wayfair
- Sherry Hanson, Dollar General
- Keva Smilow, Burlington Stores
- Argyle Nelson, Bloomingdales
- Jenee Sampson, QVC (QxH)
- Stephanie Mourao, Dillard's
- Jamie Jo Cockrell, At Home
- Gia Lewis, Michael's
- Sandy Kortright, World Market
- Monica Lightfoot, Kroger
- Danielle Lyman, Walmart
- Sarah Gambella, Belk's

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

- David Zrike, R Squared/
Zrike Brands

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

- Bill McHenry, Widgeteer

COUNCIL MEMBERS

- Hannah Luken Bender, Artichoke
- Gregg Smith, Cook's Warehouse
- Janis Johnson, Gourmet Catalog & Buying Group
- Cindy Kandel, Hartville Hardware
- KC Lapiana, In the Kitchen – HTI Buying Group
- Angelina Chavez-Gatzka, Kaeblins (Ace)
- Mary Liz Curtin, Leon & Lulu
- Sean O'Hanlon, LeRoux Kitchen
- Michael Higdon, National Building Museum
- Kellye Wilson, Perrenial Accents
- Laura Havlek, Sign of the Bear
- Dagmar Kubsche, The Cook's Shop
- Michele Dietz, Wisconsin Cutlery

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

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

- Kelly Walsh, KitchenSupply

COUNCIL MEMBERS

- Joe Fargnoli, TJX
- Lainey Felsenthal, Whitmor
- Emily Green, Lifetime Brands
- James McHenry, Widgeteer
- Carlie McKibben, KitchenSupply
- Jasper Prins, KitchenSupply
- Julia Severance, Widgeteer
- Chloe Small, Macy's
- Sarah Veenstra, IHA
- Jennifer Yang, Seville Classics

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

- Mark Adkison, Kuhn Rikon Corp.

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
- Angella Baek, WhiteTrading, Korea
- Michelle Dickinson, Burton McCall, UK
- Sandra Dobbins, Master Distributors, Australia
- James Ge, Euroidea Group, China
- Lin Guo, Euroidea Group, China
- James Karani, Yuwa, Japan
- Jackson Liang, Genesis, China
- Meir Maryena, Tendencias y Conceptos, Mexico
- Liz Oldfield, Milly's, New Zealand
- Ben Phillips, Divertimenti, UK
- Chris Shipton, Jascor Housewares Inc., Canada
- Susan San Miguel, Gourdo's, Philippines

