2009-10 Gift, Housewares & Home

**Textiles Buyers** 

he completely updated 2009-10 Gift, Housewares & Home

Textiles Buyers directory is now available. This edition contains information for over 12,000 buyers and executives for over 6,000 retail outlets. It is organized by state and city. Reaching buyers who purchase giftware, housewares, home textiles and store displays, fixtures and supplies has never been easier.



### <u> Highlights:</u>

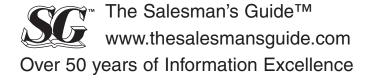
- Over 12,000 Buyers throughout the U.S. and Canada
- Over 6,000 Companies
- New Listings Index
- Online Retailers Index
- Mail Order and Catalog Houses Index
- Available on CD

• Fully Searchable CD-ROM Databases!!

Import into the following programs:

- Microsoft Access
- Microsoft Excel
- Goldmine
- DBase
- ACT

Listings include the following data elements: contact names & titles (including owner(s), executives, G.M.M.s, D.M.M.s, buyers), merchandise bought, street and P.O. Box addresses, phone & fax numbers, Web site addresses, corporate e-mail address, merchandise price points, sales volume, type of store, and number of stores.



# **SAMPLE ENTRY**

#### **NEW JERSEY – New Providence**

<sup>1</sup>**ABC PRODUCTS, INC.** <sup>6</sup>(DISC-2) <sup>2</sup>(ABC BARGAIN CENTERS) <sup>3</sup>123 Main St. (le-p)<sup>11</sup> New Providence, NJ 07942 (Henry Doneger-NY)<sup>9</sup> <sup>4</sup>908-555-1111/<sup>5</sup>FAX:201-555-2222

<sup>7</sup>Sales: Over \$10 Million <sup>8</sup>www.abcproducts.com

JOSEPH SMITH (President & C.E.O.) <sup>10</sup>
JAMES ROBERTS (D.M.M.) & Buys Gifts
KIM SMITH-Housewares
SANDY JONES-Home Textiles

## **KEY TO ENTRIES**

- 1. Company Name
- 2. Other name(s) under which company conducts business. Name of parent company may also be listed here.
- 3. Address Where applicable, a mailing address will appear first with a corresponding street address following in parenthesis.
- 4. Telephone Number
- 5. Fax Number

- 6. Store Code Designates the type of retail operation. The number to the right of the store code indicates the number of stores operated.
- 7. Sales Volume Annual sales as reported by the firms listed.
- 8. Web site
- 9. Buying Offices
- Executives/Buyers Individuals responsible for purchasing apparel and accessories.
- 11. Price Range of Merchandise Carried.

# Key to Codes Used In This Directory

ACArts & Crafts Shop	HFHome Furnishing/Linen Store
AIRAirport Gift Shop	HOHousewares Store
BABath Shop	HOSPHospital Gift Store
BOOKBook Store	HTLHotel Gift Shop
CBOCorporate Buying Office	HYPHypermarket
CEConsumer Electronics Store	JWLYJewelry Store
CSCatalog Showroom	KSChildren's Specialty Store
CCCatalog Coordinator	LGLawn & Garden
CLOFamily Clothing Store	LDLeased Department
CTGourmet Coffee & Tea Shops	MOMail Order
CONVConvenience Store	NURSNursery
DGDry Goods Store	OLOn-Line Retailer
DEPTDepartment Store	OPOff-Price Store
DISCDiscount Store	OSOffice Supply Store
DRUGDrug Store	PXMilitary Post Exchange
EXPExporter	RBResident Buying Office
FLFlorist	RJRack Jobber
FURNFurniture Store	SPWomens' Specialty Store
GCGourmet Cookware	STAStationery Store
GMGeneral Merchandise	SUPSupermarket
GSGift Store	TVDirect Seller Via Cable TV
HCHome Center	VARVariety Store
HDWRHardware Store	

#### PRICE POINTS FOR MERCHANDISE CARRIED

vh	Very High End
b	Better
m	
p	
16	Low End