

2009-10 Gift, Housewares & Home Textiles Buyers

The 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.



Highlights:

- **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.



The Salesman's Guide™

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SAMPLE ENTRY

NEW JERSEY – New Providence

¹ABC PRODUCTS, INC. ⁶(DISC-2)

²(ABC BARGAIN CENTERS)

³123 Main St. (1e-p)¹¹

New Providence, NJ 07942

(Henry Doneger-NY)⁹

⁴908-555-1111/⁵FAX:201-555-2222

⁷Sales: Over \$10 Million

⁸www.abcproducts.com

JOSEPH SMITH (President & C.E.O.) ¹⁰

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
10. Executives/Buyers - Individuals responsible for purchasing apparel and accessories.
11. Price Range of Merchandise Carried.

Key to Codes Used In This Directory

AC	Arts & Crafts Shop	HF	Home Furnishing/Linen Store
AIR	Airport Gift Shop	HO	Housewares Store
BA	Bath Shop	HOSP.....	Hospital Gift Store
BOOK.....	Book Store	HTL	Hotel Gift Shop
CBO.....	Corporate Buying Office	HYP.....	Hypermarket
CE.....	Consumer Electronics Store	JWLY.....	Jewelry Store
CS	Catalog Showroom	KS	Children's Specialty Store
CC.....	Catalog Coordinator	LG.....	Lawn & Garden
CLO.....	Family Clothing Store	LD.....	Leased Department
CT.....	Gourmet Coffee & Tea Shops	MO	Mail Order
CONV.....	Convenience Store	NURS	Nursery
DG	Dry Goods Store	OL.....	On-Line Retailer
DEPT.....	Department Store	OP.....	Off-Price Store
DISC.....	Discount Store	OS.....	Office Supply Store
DRUG.....	Drug Store	PX.....	Military Post Exchange
EXP	Exporter	RB.....	Resident Buying Office
FL	Florist	RJ.....	Rack Jobber
FURN	Furniture Store	SP	Womens' Specialty Store
GC	Gourmet Cookware	STA.....	Stationery Store
GM	General Merchandise	SUP.....	Supermarket
GS.....	Gift Store	TV.....	Direct Seller Via Cable TV
HC	Home Center	VAR.....	Variety Store
HDWR.....	Hardware Store		

PRICE POINTS FOR MERCHANDISE CARRIED

vh	Very High End
b	Better
m	Moderate
p	Popular
le	Low End