



# UAMR

## Confidential Bulletin

The Business Publication for Manufacturers' Representatives Since 1965  
949-285-9284 fax: 417-779-1576 info@uamr.com www.uamr.com www.uamrconsulting.com

### June 2018

\$10

## Representatives Wanted

### Celebrating 53 years 1965-2018

#### Fashion Jewelry



Takobia is a fashion jewelry line selling to boutique, gift, and related markets.  
\* Retails for \$20-\$30.  
High- commission, fast shipping, website & catalog.  
\* Seeking motivated road reps in various territories. See our line at [www.takobia.com](http://www.takobia.com).  
Contact: Simeon 203-800-2020 email. [repinfo@takobia.com](mailto:repinfo@takobia.com)

*takobia*  
Lead & Nickel Free  
way the wearer be happy™

#### Gift- Souvenir- Jewelry

**MONTANA ARTISTIC IMPRESSIONS**  
*30 year old company in souvenir, gift, jewelry, resort/ tourist, name programs!*

[www.maiwholesale.com](http://www.maiwholesale.com)

Seeking reps: some Northwest states, New England and various individual states.  
Please call or email to inquire about your state.

Karen Mazzola 949-285-9284  
kmazzola@uamr.com

#### Jewelry



**Tradition And Beyond** requires experienced commission-only sales representatives in several territories for our sterling silver jewelry with semi-precious stones. Targeting jewelry stores, boutiques, fashion galleries, casinos, resorts, hotels, gift shops, cruise gift shops, souvenir shops, museum gift shops, gallery gift shops and departmental stores.

The market potential is huge and our products are top of the line in quality and price. As a well-established company we know how to treat our sales representatives. Our commissions are generous. The sales representative should be motivated, ambitious, have prior business development and sales experience within the industry, solid market knowledge and customer consolidated backlog and current relationships with the above markets.

See our line at <https://traditionandbeyond.com>.

Contact: Raddheka Goel, email [radhika\\_goel@traditionandbeyond.com](mailto:radhika_goel@traditionandbeyond.com). No phone calls please.

#### Jewelry

## Bedding- Linens

**Prince NY USA**, a manufacturer of fine bedding, sheets, linens, towels, is looking for reps.

Please view: [www.princenyusa.com](http://www.princenyusa.com)

Contact person:

Khaled Nawaly, CEO  
917-903-8932  
nawaly@princenyusa.com

## Health & Beauty

### FOMI Care

Orthopedics-based health supply company focusing on unique **back and neck aid products**.

Prime territories and accounts open.

**Pharmacy, Beauty, Sports & Outdoor, Home**

[www.fomicare.com](http://www.fomicare.com)  
Contact: Jonathan Neuman  
917-444-2147  
jneuman@healthsupplyamerica.com

## Party Supplies

HTW Supply Network is looking for reps - party supplies, gifts, Amazon, Party City, Hobby Lobby, Target, Walmart, etc. Have factories in China.

*John Wang will contact you for possible representation.*

**His contact info:**  
HTW Supply Chain Network  
Oak Brook, IL  
315-706-1060  
johnwang@htwscn.com

## Health & Beauty -Great Opportunity For Reps!

### SALES REPS WANTED

To cover Beauty Stores, Gift Shops, Airports, Hotels  
Cruiser Lines, PX Shops & Hunting Shops in USA and  
Canada, for the Danish Scandinavian Manufacturer



### PIERRE BEAUVAIS

SUN, HAIR, BODYCARE, MANICURE & PEDICURE  
with warehouse-stock in California, USA  
[mail@pierrebeauvais.com](mailto:mail@pierrebeauvais.com)  
[www.pierrebeauvais.com](http://www.pierrebeauvais.com)

## Resortwear- Beach Coverups

### AMITA NAITHANI

Seeking reps for beautiful, upscale Swim covers, Swimwear and Occasionwear.

Sells well in Boutiques, Resort/ Spas, Country/ Yacht Clubs, Major Department Stores

Areas open: West Coast, International

[www.amitanaithani.com](http://www.amitanaithani.com)

Please view website, then contact:

Karen Mazzola [kmazzola@uamr.com](mailto:kmazzola@uamr.com) 949-285-9284

**UAMR Consulting Program**  
Create an effective rep network

[www.uamr.com](http://www.uamr.com)  
[www.uamrconsulting.com](http://www.uamrconsulting.com)  
[kmazzola@uamr.com](mailto:kmazzola@uamr.com)  
949-285-9284

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## Gift- Home Decor

TORRE & TAGUS



### Torre & Tagus

#### Contemporary Home Decor & Accessories

clean, contemporary home décor and accessories from around the world. Collections that reflect the newest trends in modern design. Fresh, comfortable modern design in products that bring beauty to everyday living.

[www.torretagus.com](http://www.torretagus.com)

Seeking reps nationwide. Canadian company with distribution in Blaine, WA. Please view the website then let's talk. Karen Mazzola 949-285-9284 [kmazzola@uamr.com](mailto:kmazzola@uamr.com)

## Custom Bags



### Multi Bag Imports Inc

(EST 1978) is a 3<sup>rd</sup>-generation family business specializing in high-end custom-made bags and packaging.

We're looking for reps who call on packaging companies, paper companies, restaurants/bakeries and foodservice/hospitality distributors. We're looking for reps worldwide (we speak both English and French).

Contact : Cory Engelberg  
[Cory@Multibag.com](mailto:Cory@Multibag.com)

1-888-862-0500 x28 Montreal, QC Canada  
Cell: 514-941-2679

## Hardware- Lawn & Garden



### WANTED:

A Hardworking Sales Rep Who Loves Fast Turning, High-Volume Lines That Get Buyer's Attention in:

Farm Supply, Hardware Co-ops, Lawn and Garden and Machinery Dealerships

THE HOTTEST RODENT CONTROL PRODUCT OF 2017 KEEPS GOBBLING UP NEW RETAILERS

Grandpa Gus's Mouse Repellent Pouches

Territories available:

West Coast, Rocky Mountains, Southern USA

Call Nick: 888-698-6463 ext. 2,  
[sales@vicwestimporters.com](mailto:sales@vicwestimporters.com)

## Home Decor

Manufacturer seeking representation in all States. Categories include: Home Decor, Outside/Garden Decor, Kitchen Accessories, Fashion Accessories, Christmas Ornaments, Wooden products, Small Furniture.

Website: [www.noahsindia.com](http://www.noahsindia.com)  
Contact: Sherry Masih; Cell: 631-561-7568



## Novelties/ Souvenirs



**REPS!  
HOTTEST NOVELTY/  
SOUVENIR ITEM  
WORLDWIDE!**

[www.LooseNeckLand.com](http://www.LooseNeckLand.com)

Moving Heads! Retailers love the Margins! Generous Commissions! Eco-Friendly!

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**727-314-9284**

**D.J. Shirley, LOOSE-NECK LAND, INC.**

[SpecialtySales@LooseNeckland.com](mailto:SpecialtySales@LooseNeckland.com)

## Feel Good Products!



**HuggyBox** – *Helping families stay connected.*

Unique way to share a special message and virtual hug with a loved one. Product invented by an Eleven year old entrepreneur. You can read her story at [www.huggybox.com/about](http://www.huggybox.com/about).

Target Markets: \* Airport Gift Shops, Hotel Gift Shops)  
\* Hospital Gift Shops \*Military care packages  
\*Florist, Craft Shops, Hallmark etc.

\*\*Proud partner of the Dave Thomas Foundation for Adoption. Proceeds from each HuggyBox sold go to the foundation to help find forever families for children in foster care.

**Contact:** Mark Barrett **Phone:** 607-327-0261

Email: [mark@huggybox.com](mailto:mark@huggybox.com)

## Sporting Goods Stores- Apparel



**Americana Soul Corporation dba Ranch Craft Originals**

[WWW.RanchCraftOriginals.com](http://WWW.RanchCraftOriginals.com)

A California Corporation for All Kinds of Variety Utility Bags, Active Sports Shoes and Blank Imprint Sportswear is seeking for Long-term, Experienced, & Self-Motivated Sales Representatives. Providing Good Compensation plan and Support (Good & On-Time Commission Pays of Total Sales.Good and Active Customer Care, Sales Support and more...

To discuss possible representation , please contact: Nick 626-336-7878 [specien@gmail.com](mailto:specien@gmail.com)

## Apparel



**Black Metal Apparel** is a quality driven screen printing and embroidery company with a focus on unique art, quick turn around and competitive pricing.

Seeking representation nationally.

Contact Mark Looman at [Mark@BlackMetalApparel.com](mailto:Mark@BlackMetalApparel.com) or 616-581-2280

## Seasonal - Novelties



**Supreme Toy & Party**

Industry leader for seasonal glow and LED items. Ask us about our everyday Glow and LED programs. From planograms to last minute impulse buys Supreme has it all.

Contact: Greg French  
[gregf@supremeparty.com](mailto:gregf@supremeparty.com)  
[www.supremeparty.com](http://www.supremeparty.com)  
1-888-226-6890

## Apparel - Footwear



### Digitally Printed Compression Socks Rep Search

ACEL introduces the first digitally printed compression sock. Custom designs by market, competitive with other premium brands. Currently searching out new reps with great commission opportunities.

Contact [tklein@acelcomfort.com](mailto:tklein@acelcomfort.com) for info.

## Personal Care- Sunscreen Applicator



Seeking reps. for **My Cabana Boy** sunscreen/self-tanner wand.

Great, new beach item perfect for resorts, theme parks, cruise lines, souvenirs beach stores and spas.

\*Patented  
\*Award Winning  
\*Featured on the Today Show, Allure, USA Today!  
Contact:  
Breana Murphy

[Breana@desert2desert.com](mailto:Breana@desert2desert.com)

[www.my-CabanaBoy.com](http://www.my-CabanaBoy.com)

## Gifts & Jewelry



### ABOUT TIME INC.

[www.about-time.com/kaomoji](http://www.about-time.com/kaomoji)

Lip Balms, Sunscreen, Jewelry. Sells now in many key accounts

General Gift, Health & Beauty, Jewelry, Licensed Products, Novelties

Want reps who call on: Mom & Pops, additional Key Accounts, small chains, surf, pharmacies, supermarkets (Key accounts & independents), etc.

Contact: Karen Mazzola, 949-285-9284 [kmazzola@uamr.com](mailto:kmazzola@uamr.com)

### MONTANA ARTISTIC IMPRESSIONS

*30 year old company in souvenir, gift, jewelry, resort/ tourist, name programs!*

Seeking reps: some Northwest states, Rocky Mountain, New England and various individual states.

Please call or email to inquire about your state.

Karen Mazzola 949-285-9284

[kmazzola@uamr.com](mailto:kmazzola@uamr.com)

## Kitchen- Gourmet



### New Innovative Product Line

#### Seeking Reps

- Houseware
- Kitchen Tools
- Hardware

contact: **Diego**

**954.638.9486**

[info@avantvolte.com](mailto:info@avantvolte.com)

## Contemporary Apparel

Fashion Sales Representatives wanted with experience in **women's high-end, contemporary fashion.**

Commission is highly competitive. We are confident of this mutually beneficial opportunity, as our collection is well sought after.

Contact **Radiant Bliss Apparel**  
[info@radiantblissapparel.com](mailto:info@radiantblissapparel.com)  
(401) 654-3470

**Power Inverters**

**Power Inverters**

**Power Inverters**

**AIMS Power** offers the largest product line of DC to AC power inverters and has lead the industry for over 17 years. Perfect for back-up and off-grid power. AIMS offers other solar back-up products.

**Contact: Bruce DeJong**  
**bdejong@aimscorp.net**  
**775-359-6703**



**Hardware**

**Home Improvement**

**Impulse**

**Fun Source LLC** has been helping to keep consumers safe since 1998. New products developed with innovation and technology are selling fast in the market.



We are looking for reps that have strong relationships with the major customers in your market. Impulse displays, Plan-o-gram clampacks available. Contact Jamie Conner, CEO, [Jamie@DuraVisionPro.com](mailto:Jamie@DuraVisionPro.com)



**Eyewear**

**Eyewear**

**Eyewear**



**Shark Eyes, Inc.** is the largest manufacturer and importer of wholesale eyewear in the USA. Specialize in licensed and non-branded sunglasses, reading glasses and kids sunglasses.

Contact: Justin Wachs  
Tel: 213-589-7828  
Fax: 877-211-9740  
Email: [Justin@sharkeyes.com](mailto:Justin@sharkeyes.com)

**UAMR Consulting Program**

**Create an effective national rep network!**

For details: [kmazzola@uamr.com](mailto:kmazzola@uamr.com) 949-285-9284 [www.uamr.com](http://www.uamr.com) [www.uamrconsulting.com](http://www.uamrconsulting.com)

## Impulse- Gift



**ABOUT TIME INC.**  
[www.about-time.com/kaomoji](http://www.about-time.com/kaomoji)

Lip Balms, Sunscreen, Jewelry. Sells now in many key accounts

**General Gift, Health & Beauty, Jewelry, Licensed Products, Novelties**

Want reps who call on: Mom & Pops, additional Key Accounts, small chains, surf, pharmacies, supermarkets (Key accounts & independents), etc.

Contact: Karen Mazzola, 949-285-9284 [kmazzola@uamr.com](mailto:kmazzola@uamr.com)  
[kmazzola@uamr.com](mailto:kmazzola@uamr.com)

## Impulse- Gift

## Convenience Stores



Lighter Manufacturer and Importer hiring sales reps for Retail Chains, Dollar Store Chains, Convenient Stores, and Supermarkets.

Alan Yuen  
Toyo Lighter Co.  
Diamond Bar, CA 91765  
Tel: 626-757-8592  
Fax: 626-873-9622  
Email:  
[alanyuen78@gmail.com](mailto:alanyuen78@gmail.com)

## Office Supplies/ Hospitality

## Home Improvement - Hardware - Contractors

For over 80 years, DURABLE has created high-class products for filing and sorting, clipping and binding, as well as for information presentation. It is our aim to develop solutions that fulfill people's desire for products that improve quality of work.

Debbie Webster  
Business Development Manager  
[www.durableofficeproducts.com](http://www.durableofficeproducts.com)  
[d.webster@durableofficeproducts.com](mailto:d.webster@durableofficeproducts.com)  
800-273-3118 847-787-0100 ext. 104  
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60018



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Email: [susiemcf1@gmail.com](mailto:susiemcf1@gmail.com)

[www.F7clips.com](http://www.F7clips.com)

Associate Member of UAMR

## Fashion Bags

## Totes

## Wallet Organizer

**Foldable Bag Converts into an Open Tote Bag**



Product of Probitry B2B Trading, LLC  
Website: [www.ucarryme.com](http://www.ucarryme.com)



**U Carry Me Essentials** is seeking reps for bags, totes, travel accessories!

Foldable Bags  
Wallet Organizer  
3-in-1 Pouch  
Tall Tote Bags

*Want reps who are in gift stores, travel centers, airport gift stores, book stores, resorts/ tourists, etc.*

Please view: [www.ucarryme.com](http://www.ucarryme.com) Then contact:  
Stella Tumanguil  
818-300-8323 [ucarrymeinfo@gmail.com](mailto:ucarrymeinfo@gmail.com) Burbank, CA

# Keys to Massive Sales Success

by John Chapin

I was recently speaking with an extremely successful executive (he asked to remain anonymous) who is known for being able to walk into an organization, clear away all the clutter and b.s., and make them extremely successful. He boiled his process down to four keys which can also be applied to successful selling.

## Four keys to sales success

### Key #1: Simplicity

The formula for success in sales really is simple. It comes down to talking to enough of the right people the right way. That means talking to plenty of qualified prospects and having the skills necessary to find a problem, solve the problem, and getting them to take action on the solution.

Where people complicate the issue is when they start looking for the shortcuts, the simpler, easier way. There isn't one. Hiding behind social media, e-mail, and reactive marketing will never take the place of in-person calls and phone calls. Set your annual, monthly, and weekly goals, and then calculate your daily activity (how many people you need to talk to). From there, practice and prepare for all sales situations and scenarios. Finally, get out there and make the contacts necessary. As a salesperson, producer, agent, or whatever you call yourself, your first job is to sell. Everything else is just a distraction. Simple.

### Key #2: Innovation

Innovation is all about value and standing out from the rest of the pack. How do you deliver more, how are you better, and how are you different in a good way? Just as important, how can you deliver more, how can you be better, and how can you be different in a good way? Where are you, your company, and your product truly unique and how can you further adapt, change, improve, and stand out (deliver more value)?

Of course this begins with you. You are the one thing the competition does not have. If you are willing to out-service, out-work, and out-relationship the competition, you will stand out. How can you personally deliver more value? It can start with handwritten thank-you notes and gifts to let people know they are appreciated. It can include adding products and services, or augmenting them. You can also add hours of operation, be more responsive, or add features such as home delivery. You're looking for anything that enhances and improves the client experience. Anything that better meets the needs, wants, and desires of the client.

Innovation also means not resting on your laurels and realizing that what has made you successful thus far, may not be what makes you successful in the future. This is challenging the old rule of "If it isn't broken, don't fix it", by improving further on what already works. It's refusing to say, "This is the way we've always done it" and "That's good enough." It's asking questions like, "How can we bring something completely new to the industry?" "How can we turn the standard way of doing business on its ear?" "How can we reinvent the wheel and make it better?" Bottom line: what can you do to further stand out and deliver more value?

### Key #3: Passion

Successful people at the highest levels are the most passionate about what they are doing. For many, their work is not work, it's love, they'd do it for free. Passion is all about the personal WHY. It is the deep-rooted reason you work crazy hours, persist through failure after failure, and keep getting up no matter how many times you get knocked down. Ideally that passion comes from helping clients, a strong belief that people want and need your product, and enthusiasm about the personal life that sales allows you to live.

For most people, the personal *why* is the strongest. This usually includes either proving something to yourself and others, acquiring money and possessions that give you feelings of fulfillment and help you reach your highest life values such as freedom, helping and contributing to the important people in your life such as your kids, parents, and friends, or a combination of all three. In many older clients I've also seen a passion to get out and help new customers knowing that their years of experience put them in a unique position to "save" others. Still other people may have a passion for meeting new people and making new friends. Others have such a belief in their product they seem to have a save-the-world mentality.



Whatever your passion is, it is the fuel that will drive you and keep you going. If strong enough, it will get you up early, keep you up late, and give you tons of energy. In order to find it you have to ask yourself what's important to you in life. What will you fight for or die for? What are your most important values? What do you care most about? Once you know what those deep, emotional drivers are, the next step is to tie those to going out and selling your product or service.

#### **Key #4: Execution**

This is all about taking action. Getting out there and doing what needs to be done. Nike. "Just do it." Once you know *what* you want to do and *why* you're doing it, put a quick plan together and take action on it. Don't make it a big complicated plan, again, think simple. Then execute on the plan as soon as possible. Don't worry about it being perfect either. Just take action and then course correct as you go. Generally speaking, the more action you take, the faster you'll get to success.

John Chapin is a motivational sales speaker and trainer. For his free newsletter, or to have him speak at your next event, go to: [www.completeselling.com](http://www.completeselling.com) John has over 29 years of sales experience as a number one sales rep and is the author of the 2010 sales book of the year: Sales Encyclopedia. You can reprint provided you keep contact information in place. E-mail: [johnchapin@completeselling.com](mailto:johnchapin@completeselling.com)

John Chapin

# 1 Sales Rep w 29+ years' experience, Author of the 2010 sales book of the year: SALES ENCYCLOPEDIA (Axiom Book Awards) - The largest sales book on the planet (678 pages).

508-243-7359 - 24/7

[johnchapin@completeselling.com](mailto:johnchapin@completeselling.com)

[www.completeselling.com](http://www.completeselling.com)

**LINKEDIN:** once logged in find me under: johnchapin1

**FACEBOOK:** <http://www.facebook.com/johnjchapin>

**TWITTER:** <http://twitter.com/johnjchapin>

## **UAMR CONSULTING PROGRAM**

Isn't it time to have a strong rep network?

Call to see how this program can quickly make a difference in your sales.

949-285-9284

[kmazzola@uamr.com](mailto:kmazzola@uamr.com)

*UAMR Bringing Manufacturers and Reps Together since 1965*

# Manufacturers Rep Directory

Manufacturers- contact these reps for their services.

Marketing Services of UAMR Manufacturers' Representatives

Manufacturers Worldwide Market Their Products  
Through  
UAMR Reps



**Zauderer Associates, Inc.**  
Manufacturers' Reps  
www.zauderer.com  
770-641-1052

Custom Components & Assemblies  
In Metal & Plastic

Helping our Customers Succeed for **64** years

Products Proudly  
Made In  
The USA

**REPS....are you open to  
quality lines?**

**Make yourself visible...,  
manufacturers are  
looking for you on this  
page....**



**Marty Wasserberg & Associates**  
Manufacturers' Representative

(561) 630-0510  
fax: (561) 630-0507  
800-600-0885

**Marty Wasserberg & Associates**  
A Professional Sales Group  
Representing Mfrs of Home Decor,  
Gen. Giftware, Candles, Candy,  
Toys, Stationery & Garden

Covering NY, NJ, PA, MD, DE, Wash.  
D.C., VA & So. FL

Independents, Card,  
Gift, Chain,  
Mail Order, Catalogs

**ADVERTISE HERE!**

949-285-9284  
fax: (417) 779-1576

E-mail your ad  
info@uamr.com

**Ad Rates**

**Year Contracts**

(includes 12 insertions)

**One inch ad: \$170/yr**

**Two inch ad: \$230/yr**

**Three inch ad= \$290/yr**

**Four inch ad: \$350/yr**

# Create An Effective Rep Network Through The

## UAMR Consulting Program

[www.uamrconsulting.com](http://www.uamrconsulting.com)

### Current UAMR members can take advantage of this program on a monthly basis

Our goal is to assist manufacturers in developing the highest producing rep network possible throughout the United States. Through this program, we talk with each individual rep group to determine if they meet the key criteria for representing your products. We take the work of selecting reps out of your hands and make it our business to help create a strong sales force for your company with a network of reps who are professional, sell complementary lines, call on a good cross section of target companies and are interested in a long-term relationship.

#### *What we do:*

- \* Examine your company's needs/ types of reps wanted/ territories/
- \* Identify where you want to be in the marketplace/ types of accounts/ national key accounts/
- \* Supply you with contracts and help you set them up, if necessary.
- \* Contact qualified reps on your behalf/ explain your product/ biography/history
- \* Assist in setting up a national rep network/ with rep groups/ independent
- \* UAMR Confidential Bulletin – complimentary advertising- ½ half page

#### *How?*

- \* Manufacturer provides us with professional brochures/ catalogs/ price lists with terms/ samples
- \* We contact selected reps, discuss your products, potential compatibility.
- \* We send sample packets/ brochures to all pre-selected & qualified reps
- \* We follow-up, get tentative commitments, bring you into the conversation and ultimately select the most appropriate reps
- \* We assign them to a designated territory
- \* We then turn over the reps to you to begin the relationship; support provided
- \* We continue setting up reps during your service contract
- \* Consultation/ product development/ displays/ packaging

\$3,600/ 3 months:

\$4,000 / 3 months (Foreign)

Contact: Karen Mazzola 949-285-9284 kmazzola@uamr.com

# United Association Manufacturers' Representatives

P.O. Box 487 , Osprey, FL 34229 949-285-9284 ; fax: 417-779-1576

E-mail: info@uamr.com www.uamr.com www.uamrconsulting.com Established: 1965

## Manufacturers' Rep Application

### UAMR Membership Dues 1 yr \$125

(Includes Monthly Bulletin, Rep Referral to Mfrs, Contracts & all services)  
Includes Canada & Mexico)

### Foreign UAMR Membership Dues \$175

(One year fee includes Monthly Bulletin, Rep Referral to Mfrs, Contracts & all services)

Funds are enclosed for \_\_\_\_\_ to cover membership. Please charge: MasterCard \_\_\_ Visa \_\_\_ Sec. Code: \_\_\_\_\_

Card number \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Signature: \_\_\_\_\_

*Please fill out the information below. We will create your rep profile from this data.*

## Application Form For Manufacturers' Reps

Company: \_\_\_\_\_ Date: \_\_\_\_\_

Address: \_\_\_\_\_ Contact Person: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_ Year Established: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_ Website: \_\_\_\_\_

# Salespeople: \_\_\_ Showroom: Yes \_\_\_ No \_\_\_ # Showroom Personnel: \_\_\_\_\_ Receive Bulletin via Email

Trade Shows: (shows in which our company participates; permanent or temporary)

Types of Products Represented: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Types of Accounts Serviced: (also attach Accounts Serviced Sheet)

\_\_\_\_\_

\_\_\_\_\_

Territories: \_\_\_\_\_

Provide any additional rep company profile information

# Trade Shows 2018

Upcoming trade shows and dates. For further information contact each directly.

## May 2018

**May 6-10 Chicago, IL.** Lightfair International. McCormick Place. [www.lightfair.com](http://www.lightfair.com)

**May 8-10. Las Vegas, NV.** National Hardware Show. Las Vegas Convention Center. [www.nationalhardwareshow.com](http://www.nationalhardwareshow.com)

**May 8-18. Atlanta, GA.** Coverings. GA World Congress. [www.coverings.com](http://www.coverings.com)

**May 17-20. New Orleans, LA.** International Jewelry & Merchandise Show. [www.helenbrettexhibits.com](http://www.helenbrettexhibits.com) New Orleans Ernest N. Morial Convention.

**May 20-23. New York, NY.** National Stationery Show. [www.nationalstationeryshow.com](http://www.nationalstationeryshow.com)

**May 22-24. Chicago, IL.** National Restaurant Show. McCormick Place. [www.show.restaurant.org](http://www.show.restaurant.org)

**May 22-24. Las Vegas, NV.** Licensing International. Mandalay Bay Convention Center. [www.licensingexpo.com](http://www.licensingexpo.com)

**May 25-27. Toronto, Canada.** Toronto International Home Furnishings Market. [www.canadianfurnitureshow.com](http://www.canadianfurnitureshow.com)

## June 2018

**June 1-4. Las Vegas, NV.** JCK Las Vegas. Mandalay Bay Convention Center. [www.jckonline.com](http://www.jckonline.com)

**June 20-26. Dallas, TX.** Dallas Total Home & Gift Market. [www.dallasmarketcenter.com](http://www.dallasmarketcenter.com)

**June 30-July 2. New York, NY.** Summer Fancy Food Show. Jacob Javitz Convention Center. [www.specialtyfood.com](http://www.specialtyfood.com)

**June 30- July 3. Frankfurt, Germany.** Messe Frankfurt Tendance. [www.messfrankfurt.com](http://www.messfrankfurt.com)

## July 2018

**July 8-11. Orlando, FL.** International Christian Retail Show (ICRS).

**July 10-17. Atlanta, GA.** Atlanta International Gift & Home Furnishings Market. [www.americasmart.com](http://www.americasmart.com)

**July 14-17. Miami, FL.** Swim & Lingerie Show. [www.swimshow.com](http://www.swimshow.com)

## July 2018

**July 19-22. San Diego, CA.** Comic Con International. San Diego Convention Center. [www.comic-con.org](http://www.comic-con.org)

**July 19-23. Los Angeles, CA.** LA Mart Gift + Home. [www.LAMart.com](http://www.LAMart.com)

**July 20-24. Des Plaines, IL.** Midwest Gift & Lifestyle Show.

**July 25-26. Chicago, IL.** The ASI Show. [www.asishow.com](http://www.asishow.com)

**July 29-31. Las Vegas, NV.** Cosmoprof North America. Mandalay Bay Convention Center. [www.cosmoprofnorthamerica.com](http://www.cosmoprofnorthamerica.com)

**July 29- August 2. Las Vegas** Market (Summer) [www.lasvegsmarket.com](http://www.lasvegsmarket.com)

Did we miss your trade show?  
Do you have info on trade shows you want to share?

[info@uamr.com](mailto:info@uamr.com)

Check with all trade shows to confirm dates.

## Create an effective rep network -

fast, efficient & effective

### UAMR Consulting Program

new monthly program...call for details

[www.uamr.com](http://www.uamr.com) [www.uamrconsulting.com](http://www.uamrconsulting.com)

UAMR helps each manufacturers create a professional sales rep network worldwide.

Call to discuss details  
949-285-9284 [info@uamr.com](mailto:info@uamr.com)



# UAMR ADVERTISING- SAMPLE ADS and sizes

Advertise for 2 months and the 3rd month is FREE

Column: 2 1/4"

## 2" x 2 1/4" Display Ad

\$120/ month: \$240 for 3 months



Manufactured and proudly sewn in our USA mills, Denali® knitted blanket throws are soft and luxurious and made of 100% MicroPlush™ acrylic. Manufacturer of textile

fabric, Denali® Home Collection is a division of Monterey Mills.

[www.denalihome.com/reseller](http://www.denalihome.com/reseller)

(608) 373-2919 [wholesale@denalihome.com](mailto:wholesale@denalihome.com)

Alexx, Inc's patented Finders Key Purse® is functional, fashionable, and a great impulse buy in any location that is frequented by women. You will be surprised with our unique high commission plan.

Contact: Sandy Stein  
[sandy@finderskeypurse.com](mailto:sandy@finderskeypurse.com)  
[www.FindersKeyPurse.com](http://www.FindersKeyPurse.com)  
 818-347-7295

## 3" x 2 1/4" Display Ad

\$156/ month: \$312 for 3 months

## 3" x 3" Display Ad

\$188/ month: \$376 for 3 months

**Max Pro**  
 20 Year Old USA Aerosol Manufacturer seeking Representation:  
 Website: [www.max-pro.com](http://www.max-pro.com)

Over 70 different types of aerosols:  
 Electronics, Hardware, Auto, Industrial, Winchester-Military, Safety, Convenience, Pet, Plumbing, Boating,

Contact: Mike Swan [swan@max-pro.com](mailto:swan@max-pro.com)  
 954-972-3338 Ext 222

### Rates:

2" Display Ad (2" x 2 1/4") \$120/ one month \$240/ 3 months

3" Display Ad (3" x 2 1/4") \$156/ one month \$312/ 3 months

3" x 3" \$188 / one month \$376 / 3 months

4" x 4" \$240 / one month \$480 / 3 months

1/2 page \$400 / one month \$700 / 3 months full page \$950/ one month \$2850/ 3 months

Call 949-285-9284 to place your ad or email [info@uamr.com](mailto:info@uamr.com)

# Looking For Reps- Advertise for 2 Months..3rd Month FREE!

Fax ad to UAMR: 417-779-1576 or email to [info@uamr.com](mailto:info@uamr.com)

## WHO SHOULD ADVERTISE

Manufacturers or principals who are looking for qualified reps for their products or services. We reserve the right to refuse advertising to any firm who we have reason to believe is unreliable.

## GET FAST RESULTS

Your offer will reach qualified manufacturers' reps FAST throughout the United States and many foreign countries involving some 3,000 salespeople.

## FIELDS COVERED

We have professional representatives in the following divisions; consumer goods, industrial

## PAYMENT

Payment must accompany your ad insertion. Accepting methods of payment include; check, money order, Visa, MasterCard

## DEADLINE

We must have your ad copy by the 20th of each month. The Bulletin will be emailed by 1st of the following month.

### Advertising Order Form

Display Style size:  2" x 2 1/4"  3" x 2 1/4"  3" x 3"  4" x 4"  half page  full page

Ad to run:  1 month  3 month special (*pay for 2 months get 3rd month free*)

Place ad under the following category: \_\_\_\_\_

Order must be accompanied by full prepayment.

Company \_\_\_\_\_

Address \_\_\_\_\_  
Street/ P.O. Box City State/Prov. Zip/ Post Code

Telephone # \_\_\_\_\_ Fax: \_\_\_\_\_

#### Payment Method:

Check # \_\_\_\_\_ in the amount of \$ \_\_\_\_\_ payable to UAMR.  Visa  MasterCard

Account # \_\_\_\_\_ expiration date \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

949-285-9284 fax: 417-779-1576

E-mail: info@uamr.com www.uamr.com www.uamrconsulting.com Established: 1965

## Manufacturers' Rep Application

### UAMR Membership Dues 1 yr \$125

(Includes Monthly Bulletin, Rep Referral to Mfrs, Contracts & all services)  
Includes Canada & Mexico)

### Foreign UAMR Membership Dues \$175

(One year fee includes Monthly Bulletin, Rep Referral to Mfrs, Contracts & all services)

Funds are enclosed for \_\_\_\_\_ to cover membership. Please charge: MasterCard \_\_\_ Visa \_\_\_ Sec. Code: \_\_\_\_\_

Card number \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Signature: \_\_\_\_\_

*Please fill out the information below. We will create your rep profile from this data.*

## Application Form For Manufacturers' Reps

Company: \_\_\_\_\_ Date: \_\_\_\_\_

Address: \_\_\_\_\_ Contact Person: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_ Year Established: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_ Website: \_\_\_\_\_

# Salespeople: \_\_\_ Showroom: Yes \_\_\_ No \_\_\_ # Showroom Personnel: \_\_\_\_\_ Receive Bulletin via Email

Trade Shows: (shows in which our company participates; permanent or temporary)

Types of Products Represented: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Types of Accounts Serviced: (also attach Accounts Serviced Sheet)

\_\_\_\_\_

\_\_\_\_\_

Territories: \_\_\_\_\_

*Provide any additional rep company profile information*



# Welcome UAMR Manufacturers!

\* **ARA FOOD CORP.** Miami, FL **Products:** Healthy Products, Snacks/ Chips; Plantain & Yucca Chips **Contact:** view [www.arafood.com](http://www.arafood.com)  
contact: Mike Loriga 305-592-5558 ext 225 [mike@arafood.com](mailto:mike@arafood.com) **Reps Wanted:** Health Food Stores & Distributors, Supermarkets,  
Pharmacies, Convenience Stores, Housewares, Gifts, Department Stores, Apparel Stores, Mass Merchandising **Territories:** many  
prime territories available

\* **TORRE & TAGUS DESIGNS (UAMR Consulting Program)** Richmond BC Canada **Products:** Home Decor, Accessories, Furniture  
**Contact:** Karen Mazzola 949-285-9284 [kmazzola@uamr.com](mailto:kmazzola@uamr.com) [www.torretagus.com](http://www.torretagus.com) **Reps Wanted:** souvenirs & gifts **Territories:**  
many prime territories available

\* **MONTANA ARTISTIC IMPRESSIONS, INC. (UAMR Consulting Program)** Hamilton, MT **Products:** Souvenirs, Gifts, Housewares,  
Hardware, Outdoors **Contact:** view [www.maiwholesale.com](http://www.maiwholesale.com) Karen Mazzola 949-285-9284 [kmazzola@uamr.com](mailto:kmazzola@uamr.com) **Reps Wanted:**  
home decor & gift stores, furniture stores, florists, designers, museums, wineries, garden centers, corporate **Territories:** many prime  
territories available

\* **AMERICANA SOUL CORPORATION/DBA RANCH CRAFT ORIGINALS.** City of Industry, CA **Products:** All kinds and varieties; bags,  
active sports shoes and blank imprintable sportswear **Contact:** Nick. 626-336-7878. [specien@gmail.com](mailto:specien@gmail.com) [www.ranchcraftoriginals.com](http://www.ranchcraftoriginals.com)  
**Territories:** nationwide

\* **VIC WEST IMPORTERS, LTD CO.** Austin, TX **Products:** Consumer Pesticides **Contact:** Nick Olynyic. 888-698-6463 X 642  
[Nick@vicwestimporters.com](mailto:Nick@vicwestimporters.com) [www.grandpagus.com](http://www.grandpagus.com) **Reps Wanted:** Farm, Hardware, Lawn & Garden **Territories:** many prime  
territories available

\* **FOMI CARE** Long Island City, NY **Products:** Back, Neck Aid Products **Contact:** Jonathan Neuman. 917-444-2147  
[jneuman@healthsupplyamerica.com](mailto:jneuman@healthsupplyamerica.com) [www.fomicare.com](http://www.fomicare.com) **Reps Wanted:** Pharmacy, Beauty, Sports & Outdoor, Home **Territories:**  
many prime territories available

\* **AMITA NAITHANI (UAMR Consulting Program)** New York, NY **Products:** Swim Coverups, Swimwear & Occasionwear **Contact:**  
Karen Mazzola UAMR 949-285-9284 [kmazzola@uamr.com](mailto:kmazzola@uamr.com) view: [amitanaithani.com](http://amitanaithani.com) **Reps Wanted:** Swimwear, boutiques, depart-  
ment stores, resorts, country clubs **Territories:** West Coast. MidAtlantic, New England, Midwest, Great Lakes, Canada, Australia,  
Europe

\* **HTW SUPPLY CHAIN NETWORK** Oak Park, IL **Products:** Party Supplies **Contact:** John Wang. 315-706-1060  
[johnwang@htwscn.com](mailto:johnwang@htwscn.com) **Reps Wanted:** Party Supplies, Amazon, Party City, Hobby Lobby, Target, Walmart **Territories:** many prime  
territories available

\* **PIERRE BEAUVAIS A/S** Copenhagen **Products:** Personal care products **Contact:** Pierre Beauvais. +45-70222002  
[mail@pierrebeauvais.com](mailto:mail@pierrebeauvais.com) [www.pierrebeauvais.com](http://www.pierrebeauvais.com) **Reps Wanted:** military PX, health & beauty, gun shops, outdoor, army shops,  
hunting, fishing, sporting goods, Theme Parks, Travel Center/ Truck Stops. **Territories:** USA , Australia, Caribbean, Europe, U K, South  
America, Canada.

\* **DESIGN ACCENTS, LLC** Duluth, GA **Products:** Designer Decorative Pillow, Luxury Towels, Silverware, Bone Enlay Photo Frames  
& Boxes **Contact:** Shalini Kakar. 201-660-2446 [designaccentsllc@yahoo.com](mailto:designaccentsllc@yahoo.com) [www.designaccentsllc.com](http://www.designaccentsllc.com) **Reps Wanted:** big box  
retailers, discounters, furniture stores **Territories:** nationwide, Canada, South America

\* **DESERT2DESERT** Brooklyn, NY **Products:** Sunscreen Applicator **Contact:** Breana Murphy. 631-334-7928  
[breana@desert2desert.com](mailto:breana@desert2desert.com) [www.my-cabanaboy.com](http://www.my-cabanaboy.com) **Reps Wanted:** resort, cruise, country clubs, pools, tanning salons, waterparks,  
spa, beach shops. **Territories:** USA , Australia, Caribbean, Europe, U K, South America, Canada.

\* **PRINCE NY USA** New York, NY **Products:** Wholesale factory manufacturing bed linen & towel products **Contact:** Khaled Nawaly.  
917-903-8932. [nawaly@princenyusa.com](mailto:nawaly@princenyusa.com) [www.princenyusa.com](http://www.princenyusa.com) **Reps Wanted:** textile, home furnishings, linens and towels.  
**Territories:** many prime territories available

\* **STICK QUIK (UAMR Consulting Program)** Anaheim, CA **Products:** Magnetic Organizers **Contact:** Karen Mazzola UAMR 949-481-  
5214 [kmazzola@uamr.com](mailto:kmazzola@uamr.com) view: [www.stickquik.com](http://www.stickquik.com) **Reps Wanted:** Hardware, Home Depot, Bed, Bath & Beyond, great for almost  
any account **Territories:** Nationwide

\* **RAINMAKER ACCESSORIES, INC.** Jacksonville, AR **Products:** Fashion Accessories **Contact:** Jim Stripling. 501-982-9362 fax:  
501-982-4082 [tecjns1@aol.com](mailto:tecjns1@aol.com) [www.rainmakeracc.com](http://www.rainmakeracc.com) **Reps Wanted:** Casinos, Gift, Fashion, Sunglasses, Theme Parks, etc.  
**Territories:** many prime territories available

# UAMR Consulting Program-

*the program that successfully brings productive reps to your company.*

*Some of the manufacturers who participate:*

- \* **Earth-Kind, Inc.**
- \* **Foster Grant**
- \* **Rand McNally**
- \* **The Greeting Pen Co.**
- \* **Casio Watch Co.**
- \* **Hoover**
- \* **Maytag**
- \* **Sylvania**
- \* **Presto Tape**
- \* **Roofers' World**
- \* **Kitchen Center by TCC**
- \* **L & W Stone**
- \* **Rainbow**
- \* **Peppermill Supreme**
- \* **Crislu**
- \* **Michou**
- \* **Magnet America**
- \* **Perfect Synergy**
- \* **Hestra Glove**
- \* **Arthur Lauer, Inc.**
- \* **Komet Creations**
- \* **Big Sky Publishing**

*Many others in all fields of consumer goods. Within this program, UAMR does the work in helping recruit reps - personal contacts, follow-up and setting up territories. Let UAMR help put your national rep network together! Contact: 949-285-9284 kmazzola@uamr.com; www.uamrconsulting.com*

UNITED ASSOCIATION MANUFACTURERS' REPS  
P. O. Box 487  
Osprey, FL 34229