

LIMITLESS POTENTIAL



EXHIBITOR PROSPECTUS

THE
INSPIRED
HOME
SHOW. IHA'S GLOBAL HOME +
HOUSEWARES MARKET

MARCH 17-19, 2024

McCormick Place | Chicago, USA
TheInspiredHomeShow.com

SUNDAY • MONDAY • TUESDAY



UNPARALLELED ACCESS TO **RETAIL BUYERS**



Exhibiting in The Inspired Home Show® gives you three full days of incomparable access to thousands of retail buyers from around the world looking for new home + housewares products and ideas to attract consumers into their stores.



The aisles of the Show are filled with senior-level retail buyers on the hunt for the next best-selling products. Whether you are an established brand with a new product idea or an emerging brand with a new twist on how consumers want to live, these buyers are your very best chance to capture the imagination of consumers establishing a home and a lifestyle.

In fact...

85% **EXPECT NEW BUSINESS**
as a result of exhibiting at the Show



If you're looking to grow your business and succeed in today's competitive business environment, submit an application to exhibit today for the world's premier home + housewares industry event at:

TheInspiredHomeShow.com/Exhibit

A SNAPSHOT OF YOUR POTENTIAL LEADS:

96%

of verified retailers have
PURCHASE
AUTHORITY

84%

of verified retailers are
BUYERS and/or
EXECUTIVES



**OVER HALF REPRESENT
50+ STORES**

Sources: The Inspired Home Show 2023 Registration Data; 2023 Exhibitor Post-Show Survey



MAKING THE RIGHT CONNECTIONS

The Inspired Home Show attracts retailers across 22 channels and thousands of independent specialty stores from across the U.S.*

“**The Inspired Home Show 2023 was a great success.** We saw all the major national and regional chains that we had targeted. We saw a great mix of our existing and NEW retailers. Will definitely be back in 2024 with comparable or increased space.”

BRYAN O'CONNELL
CEO, Blueoco

Drug/Convenience

CVS Health

- Lead Director
- Director Merchandising

Walgreens

- Director
- DMM

Mass/General Merchandise

Amazon

- SVM
- Head of Industry Kitchen
- GM
- Director

Big Lots

- EVP/CMO
- SVP/GMM
- VP/DMM Home
- VP

Home Shopping Network

- DMM
- Director Merchandising

Meijer

- VP
- Director Merchandising

Overstock

- President
- VP Merchandising
- DMM

QVC

- SVP/CMO
- VP/GMM
- DMM

Ross Stores

- Group EVP
- SVP/GMM
- GVP/DMM

Target

- Sr DMM
- Sr Sourcing Manager

TJX Companies

- SVP/GMM
- DVP
- SVP/DMM

Walmart

- EVP/GMM
- VP/DMM
- Sr Director Merchandising

Zulily

- Director Merchandising
- Sr MM

Home & Lifestyle

At Home

- SVP/GMM
- VP/DMM
- Director Sourcing

Food52

- Director Merchandising
- Sr Buyer

HomeGoods

- EVP
- VP/DMM
- VP Merchandising

Pottery Barn

- Director
- Sr Buyer

TJX Companies

- DVP Market Manager, Home
- SVP General Merchandise Mgr.

West Elm

- Product Development Manager

World Market

- VP
- Purchasing Manager

Housewares/Kitchen

Christmas Tree Shops

- SVP/GMM
- DMM

Crate & Barrel

- President/CEO
- VP Merchandising
- DMM

Pampered Chef

- CEO, CMO, CFO
- VP

Sur La Table

- SVP Merchandising
- Sr Director

The Container Store

- CEO, CMO
- VP/DMM

Williams Sonoma

- President
- VP/DMM
- DMM

Department Stores

Bealls

- DVP/DMM
- VP/DMM
- DMM Home

Belk

- VP/DMM-Housewares
- VP/DMM

Bloomingdale's

- EVP
- VP/DMM Housewares

Dillard's

- GMM/DMM

JCPenney

- EVP
- SVP/GMM
- DMM Home

Kohl's

- EVP/GMM
- VP/DMM-Home
- VP Digital Art

Macy's

- SVP/GBM
- VP/DBM-Hardgoods & Tabletop
- VP/DBM

Nebraska Furniture Mart

- CMO
- DMM

Nordstrom

- DMM

Saks

- Buyer

Grocery

Albertsons

- National VP
- National Category Director

Aldi USA

- Director, Corporate Buying
- Director, National Buying

C&S Wholesale Grocers

- Sr. Manager, Merchandising

Giant Eagle Inc.

- Head of eCommerce
- CM/DM

H-E-B

- GVP
- Sr GM
- GM

Hy-Vee Inc.

- EVP
- SVP
- VP/GM

Imperial Distributors Inc.

- EVP
- GM/CM
- Director/CM

Kroger Co

- VP/GM
- VP Merchandising
- DMM-Housewares

Wakefern

- President/CEO
- GMM/DMM

Wegmans

- VP Home
- Director Home

Warehouse Clubs

BJ's

- SVP/GMM
- VP/DMM

Costco Wholesale

- AGMM
- VP/GMM Housewares

Sam's Club

- SVP/GMM
- VP/DMM

Hardware

Ace Hardware Corporation

- SVP
- VP Imports
- Global DMM
- DMM Hardware

Do It Best

- VP Merchandising
- Director International Sales

Home Depot

- Sr Manager Global Sourcing

Lowes

- Merchant

True Value

- Sr Category Manager
- International MM

Craft/Hobby

Hobby Lobby

- Merchandise Manager

Joann

- DMM
- Manager eCommerce

Michaels Stores

- SVP
- VP
- Sr Director

Off Price

99 Cent Only Stores

- VP

dd's Discounts

- SVP/GMM
- DVP/DMM
- VP/DMM

Dollar General

- VP/DMM
- DMM
- Director Sourcing

Dollar Tree/Family Dollar

- VP/GMM
- Director Merchandising

Ocean State Job Lot

- Executive Director
- Director eCommerce
- Sr Merchandise Manager

Ollie's Bargain Outlet

- DMM

Tuesday Morning

- CEO
- Chief Merchant
- SVP
- VP/DMM

International Retailers

Argentina

- La Anónima

Australia

- Amazon
- Minimax
- TJX

Canada

- Amazon
- Best Buy
- Canadian Tire
- Costco
- Hudson's Bay
- Loblaw Companies
- London Drugs
- Stokes
- The Home Depot
- TJX
- Walmart

Central America

- PriceSmart
- Walmart

Chile

- Falabella Group
- Sodimac

China

- Alibaba Group/ Tmall Global
- JD.com

Colombia

- Jeronimo Martins
- Pepe Ganga - Almacenes Maximo

Costa Rica

- Cemaco
- Portafolio Am Siete
- Universal - Carlos Federspiel & Co

Denmark

- Bahne
- SallingGroup

Ecuador

- Almacenes De Prati
- Almacenes Juan Eljuri
- Corporacion Favorita/ Sukasa
- Corporación El Rosado
- Pycca

El Salvador

- Almacenes Vidri
- Almacenes Siman

France

- Groupe Stars

Germany

- EK Retail
- OTTO
- REWE Group Buying
- Tchibo
- QVC

Guatemala

- Homemart
- Nuevos Almacenes

India

- Landmark Group/Home Centre

Ireland

- Home Store and More

Italy

- TJX
- Westwing

Japan

- Isetan Mitsukoshi
- JR Tokai Takashimaya

Kenya

- VITUZOTE.COM

Kuwait

- Alghanim Industries/ Safat Home

Mexico

- Amazon
- Coppel
- Costco
- El Palacio de Hierro
- HEB
- Liverpool
- Mercado Libre
- Sam's Club
- Sears Operadora - Mexico
- Soriana
- The Home Depot
- Walmart

Nicaragua

- Almacenes Siman

Norway

- Illums Bolighus

Panama

- Farmacias Arrocha
- Grupo Tova
- Riba Smith

Phillippines

- S&R Membership Shopping
- Stores Specialists

Republic of China

- Heng Leong Hang Co (hengstyle)

South Korea

- Coupang

Spain

- El Corte Inglés
- Neopro (QFPlus & Comafe)

Taiwan

- Amazon
- Heng Leong Hang Co (hengstyle)

United Arab Emirates

- Lulu Group Int'l
- Tavola

United Kingdom

- Asda
- Fenwick
- Harrods
- Lakeland Limited
- Next
- QVC
- Sainsbury's



BUYERS WILL BE THERE WILL YOU?

As face-to-face events continue to rebound, retailers continue to return to trade shows at similar—or even increased—frequency, and The Inspired Home Show remains their preferred destination.

87%

U.S.
Retail Attendees

85%

INTERNATIONAL
Retail Attendees

PLAN TO ATTEND
The Inspired Home Show
2024

* Source: 2023 U.S. and International Retailer Post-Show Survey

“The Inspired Home Show was amazing for us! We met a ton of quality buyers that are not normally at the other shows.”

RICK ST. ANGELO
Owner, 2 Saints

At The Inspired Home Show,

you can connect with high-level attendees you won't find anywhere else:

| U.S. | INT'L | | SHOW |
|------|-------|------------------------|----------------------------|
| 77% | 24% | NEVER GO TO | AMBIENTE |
| 87% | 63% | | MAISON & OBJET |
| 57% | 73% | | ATLANTA GIFT MARKET |
| 94% | 86% | | HGH INDIA |
| 70% | 72% | | NEW YORK NOW |
| 76% | 73% | | NY TABLETOP |
| 73% | 67% | | CES |
| 94% | 72% | | IFA BERLIN |
| 82% | 51% | | CANTON FAIR |

* Source: 2023 U.S. and International Retailer Post-Show Survey

By the industry, for the industry

The Inspired Home Show enjoys a sterling reputation throughout the home + housewares world because it is among the only events designed by insiders specifically to meet the needs of buyers across the globe.

We are grateful to these professionals who share their insights and knowledge to shape the Show into the premier destination for the entire home + housewares industry.

Retail Advisory Council

Kim Alexander, Costco
Craig Coleman, Macy's
Adam Darany, Amazon
Tom Hayes, HomeGoods
Karen Hughes, Kroger
Paige Kelly, Wayfair
Brad Kleparek, Crate and Barrel
Robert LeBrun, Big Lots Stores, Inc.
Chris Luce, The Container Store
Betsy Odland, Amazon
Laura Petrillo, Giant Eagle
Naomi Sleeper, Imperial Distributors, Inc.
Russell Winters, Walmart Stores

Specialty Retail Advisory Council

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, In the Kitchen/HTI Buying Group
John Mahler, Cook Cork and Fork
Mica Mahler, Cook Cork and Fork
Gregg Smith, Cook's Warehouse

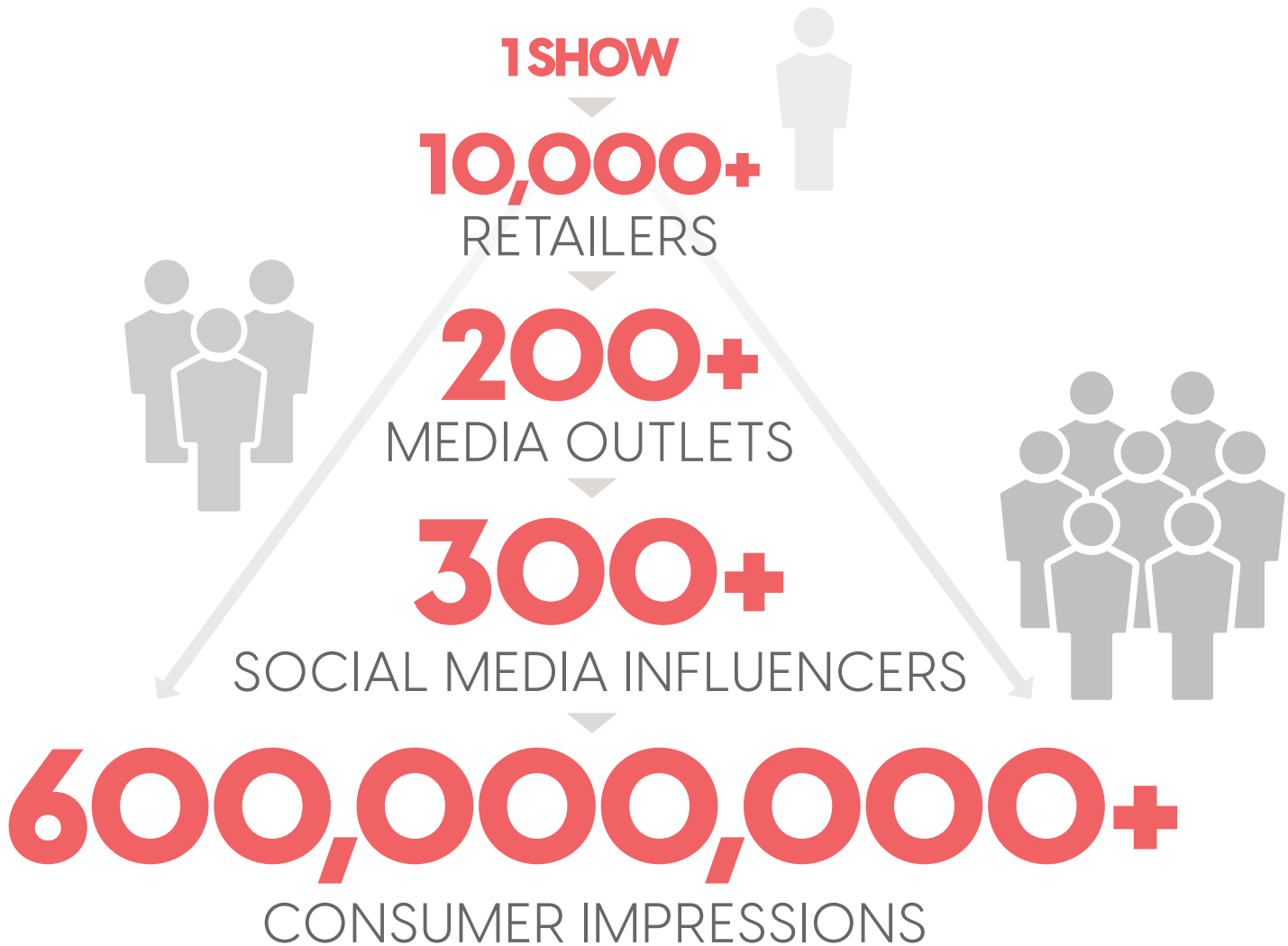
Global Retail Advisory Council

Paul Chiu, Walmart Canada
Michelle Dickinson, Burton McCall, UK
Sandra Dobbin, Master Distributors, Australia
James Karani, Yuwa, Japan
Jackson Liang, Genesis, China
Meir Maryena, Tendencias y Conceptos, Mexico
Liz Oldfield, Milly's, New Zealand
Chris Shipton, Jascor Housewares Inc.
Susan San Miguel, Gourdo's, Philippines
Helen Widjaja, PT ACE Hardware, Indonesia



EXPONENTIAL REACH

When you exhibit in **The Inspired Home Show**, you gain exposure not only to retailers, but also to consumer, trade, internet and social media—and the millions of consumers that those attendees influence.



200+ consumer and trade media outlets attend. Here's just a small sample:

A&E Networks

Apartment Therapy

Associated Press

Forbes.com

Good Housekeeping

HGTV Magazine

House Beautiful

Housesmarts TV

NewsNation

Oprah Daily

Real Simple Magazine

Taste of Home

Techlicious

The Kitchn

Wired



tastemakerconference.com

Make lasting relationships with social-media superstars during this exclusive event—co-located with The Inspired Home Show.

During this conference, home + housewares brands can build relationships with content creators and influencers, from focused food bloggers to social-media lifestyle mavens.

MARCH 14-16, 2024

CO-LOCATED EVENT • CHICAGO, IL

Just a few of the notable names expected to attend:*



rosalynndaniels

Recipes, DIY, motherhood, entertainment



meaningfuleats

Tested & perfected gluten-free recipes



teaforturmeric

Authentic South Asian cooking for the modern kitchen



thestayathomechef

Restaurant quality recipes you can easily make at home



alyssa_therecipecritic

Delicious, tried and true recipes your family will love

* As of April, 27, 2023

OPEN for OPPORTUNITY

The Inspired Home Show divides two full buildings into four distinct category-specific expos inspiring efficient booth interactions within an energy-filled Show floor.

Find Your Expo:



Clean + Contain Expo

Help consumers put organization and storage on full display throughout the home with products that are aesthetically pleasing and ultra functional.



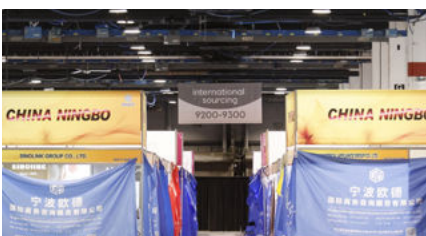
Dine + Décor Expo

Consumers are gathering again and investing in welcoming folks back to the table. This expo features cookware, tabletop serving pieces and accent pieces that turn get-togethers into celebrations.



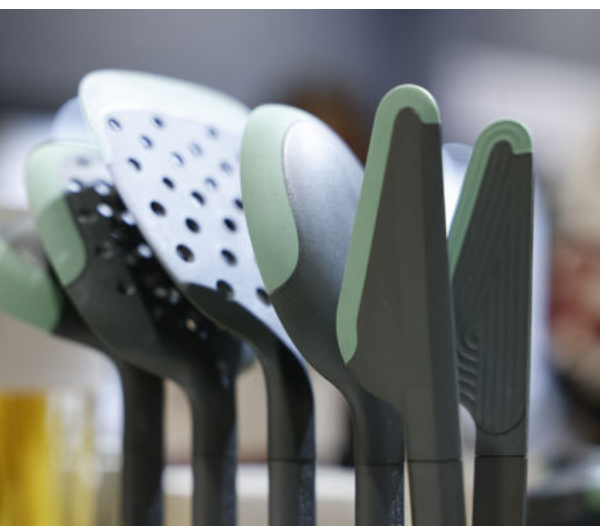
Wired + Well Expo

Tech-forward products that offer consumers connectivity, information, feedback and control from cleaning tools to personal care, and home electronics to kitchen appliances.



International Sourcing Pavilion

Be in company with 500+ exhibitors offering value-driven products from China and Taiwan, plus goods from around the globe.



BOOTH INFORMATION & RATES

IHA MEMBERS

EARLY BIRD RATE:
\$23.00/SQ FT

STANDARD RATE:
\$23.50/SQ FT

CORNER FEES:
\$450/CORNER

NON-MEMBERS

EARLY BIRD RATE:
\$36.50/SQ FT

STANDARD RATE:
\$37.00/SQ FT

CORNER FEES:
\$450/CORNER

\$\$\$

DISCOUNTS AVAILABLE

From now until July 7 enjoy early bird pricing on your exhibition space.

STANDARD BOOTHS:

10'w x 10'd (100 sq ft) / 3m x 3m (9 sq m)

- + Includes raw square footage only.
- + Booth structures and services are not included in the cost.
- + Exhibitors must make their own booth arrangement, including back wall, carpeting and furnishings.

PLUS, save extra on discounted booth packages from Freeman.

NEW this year: Pipe & Drape Booth Packages

10' x 10' = \$3,250

10' x 10' = \$3,750*

10' x 20' = \$6,350

10' x 20' = \$6,850*

* Includes material handling

For more information on booth packages and to secure your space visit TheInspiredHomeShow.com/Exhibit

Become a member and save 35% on booth space—plus enjoy year-round benefits.

Company Annual Housewares Sales

\$10 million or Less

More than \$10 million

Annual Membership Dues

\$1,000

\$2,000

Learn more about becoming an IHA Member at Housewares.org/Members



BEYOND the BOOTH

IHA offers marketing opportunities

to meet every objective and every budget. Get in front of attendees before they even hit the Show floor.

PRODUCT PLACEMENT OPPORTUNITIES

New Product Showcase

Located in the Buyers' Clubs, these showcases are open to products not previously shown at The Inspired Home Show.

gia Excellence in Product Design Award

Finalists and winners in 14 categories are determined by a panel of retailers and displayed prominently in the lobby of the North Building.

IHA Market Watch

Align your product with a specific consumer trend in this display based on the annual IHA Market Watch Report.

News Center Display

Accessible only to consumer, trade, internet media and social influencers, position your product for inclusion in news and creative content development.

Pantone ColorWatch Display

Demonstrate your commitment to on-trend color by appearing in one of the Pantone color palette-based displays, located through the main entrance.

Details on all marketing opportunities, including pricing and deadlines, will be in the Exhibitor Marketing Kit, available in Q4.



“ I have been attending the Inspired Home Show for more than six years now, and I must say that every year it gets better than the previous one. The show never fails to impress, and our buyers always leave with the best experience.”

INGRID FERBERT

Marketing Manager, Reduce

Show Sponsorship Opportunities

PRE-SHOW OPPORTUNITIES

Choose from exciting opportunities through online advertising placements, email communications, newsletters and more.

SHOW FLOOR OPPORTUNITIES

Connect with actively engaged attendees by showcasing your brand on high-visibility materials and in strategic gathering spots.

EDUCATIONAL OPPORTUNITIES

Make meaningful connections with home + housewares leaders by sponsoring these in-depth learning sessions.

NETWORKING OPPORTUNITIES

Attendees will be flocking to in-person events outside the Show floor, such as parties and city tours.

Learn more at

TheInspiredHomeShow.com/Exhibit



YEAR-ROUND CONNECTIVITY

By participating in The Inspired Home Show, your company is beginning a relationship with buyers across the globe that can grow throughout the year. Learn about the many opportunities that home + housewares brands like yours can use to build connections.



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 aimed at key 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 strategy.

CONSUMER ENGAGEMENT

Connect directly with end users via our stylish lifestyle website featuring custom content and curated product collections.

ONGOING INDUSTRY LEARNING

Stay in touch with the ever-changing home + housewares market with access to IHA Market Watch, premier research and year-round virtual events.

home + housewares
connect
365

IHA'S DIGITAL MARKETPLACE

Your participation in the Show includes a year-round listing in Connect 365, IHA's digital marketplace. Showcase your brands, products and company contacts through layered, in-depth postings that feature catalogs and videos, perfect for engaging buyers online.

Learn more at TheInspiredHomeShow.com/Connect365

home + housewares **connect 365**
IHA'S DIGITAL MARKETPLACE

HELLO KRISTIN CIMON

Explore 1,000's of Companies, Brands, and Products

Looking for something?

Search Filters ▾

FEATURED CATEGORY
STORAGE & ORGANIZATION

EXPLORE →

EXPLORE BY CATEGORY

- HOUSEHOLD ELECTRICS
- BATH + SHOWER
- CHILDREN'S ACCESSORIES
- CLEANING PRODUCTS
- CLOTHING CARE
- COOK + BAKEWARE
- FLOOR + CARPET CARE
- FLOOR COVERINGS

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Industry Service Provider Resources

Unlock valuable industry partnerships that can help grow your business, enhance your customer relationships and maintain profitable operations.

During the Show, take this opportunity to engage with service providers in these key areas:

Marketing & Communications

- + Content creation
- + e-Commerce solutions
- + Direct to consumer
- + Online marketplaces
- + Social/influencer marketing
- + Website development

Supply-Chain Challenges

- + Freight & shipping
- + Inventory management logistics
- + Intellectual property
- + Legal advice
- + Materials strategy & advice
- + Product design

Industry Data and Reports

- + Consumer trends
- + Forecasting
- + Product information management solutions



BOOK YOUR HOTEL EARLY FOR DISCOUNTS!

Enjoy discounted rates and additional benefits when booking through the Show block.

“**The Inspired Home Show 2023 was hugely successful for us.** With nonstop customers and conversations, it was our busiest IHA Show to date. The Show is so valuable to our brand and important to our business. We’re already excited for next year.”

TOBIAS GERFIN
CEO, Kuhn Rikon

Join us for what promises to be a truly remarkable, utterly memorable event—**The Inspired Home Show 2024.**

Learn more about exhibit and sponsorship opportunities, what we have planned for this year’s Show and how you can be a part of it all.

Get started at TheInspiredHomeShow.com/Exhibit.

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SUNDAY • MONDAY • TUESDAY