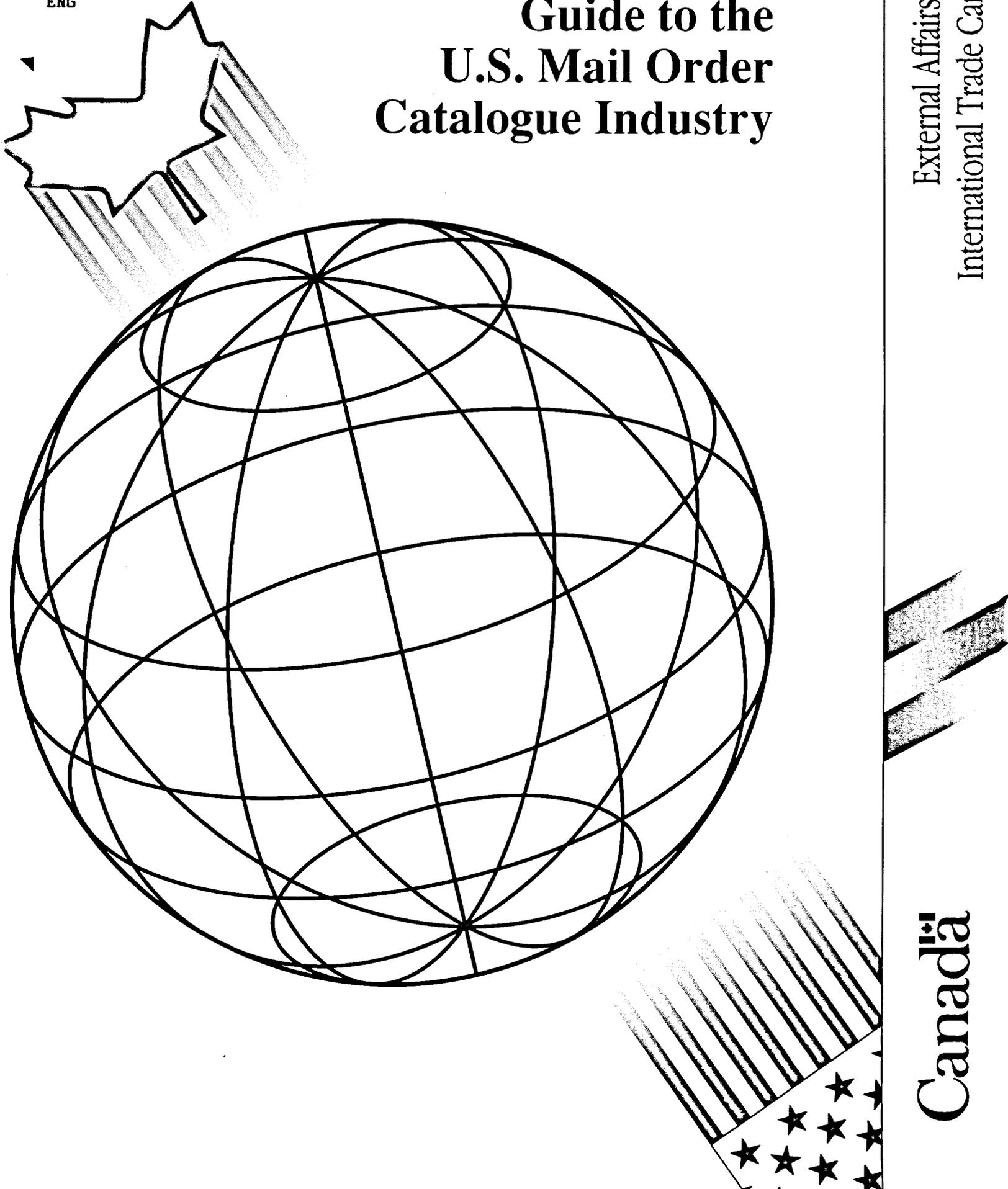


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Canadian Exporter's Guide to the U.S. Mail Order Catalogue Industry

External Affairs and
International Trade Canada



Canada

Canadian Exporter's Guide to the U.S. Mail Order Catalogue Industry

External Affairs and International Trade Canada (EAITC) is the federal department responsible for international trade. It is also responsible for operating and maintaining the Trade Commissioner Service with over 818 officers in 120 cities abroad and 12 cities in Canada. The primary responsibility of the Trade Commissioner is to assist Canadian companies starting or expanding export sales in international markets.

To obtain copies of this guide and other EAITC trade publications, please contact InfoExport (BPTE), External Affairs and International Trade Canada, 125 Sussex Drive, Ottawa, Ontario K1A 0G2.
Call toll-free: 1-800-267-8376. In Ottawa please call 993-6435.



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OCT. 26 1992

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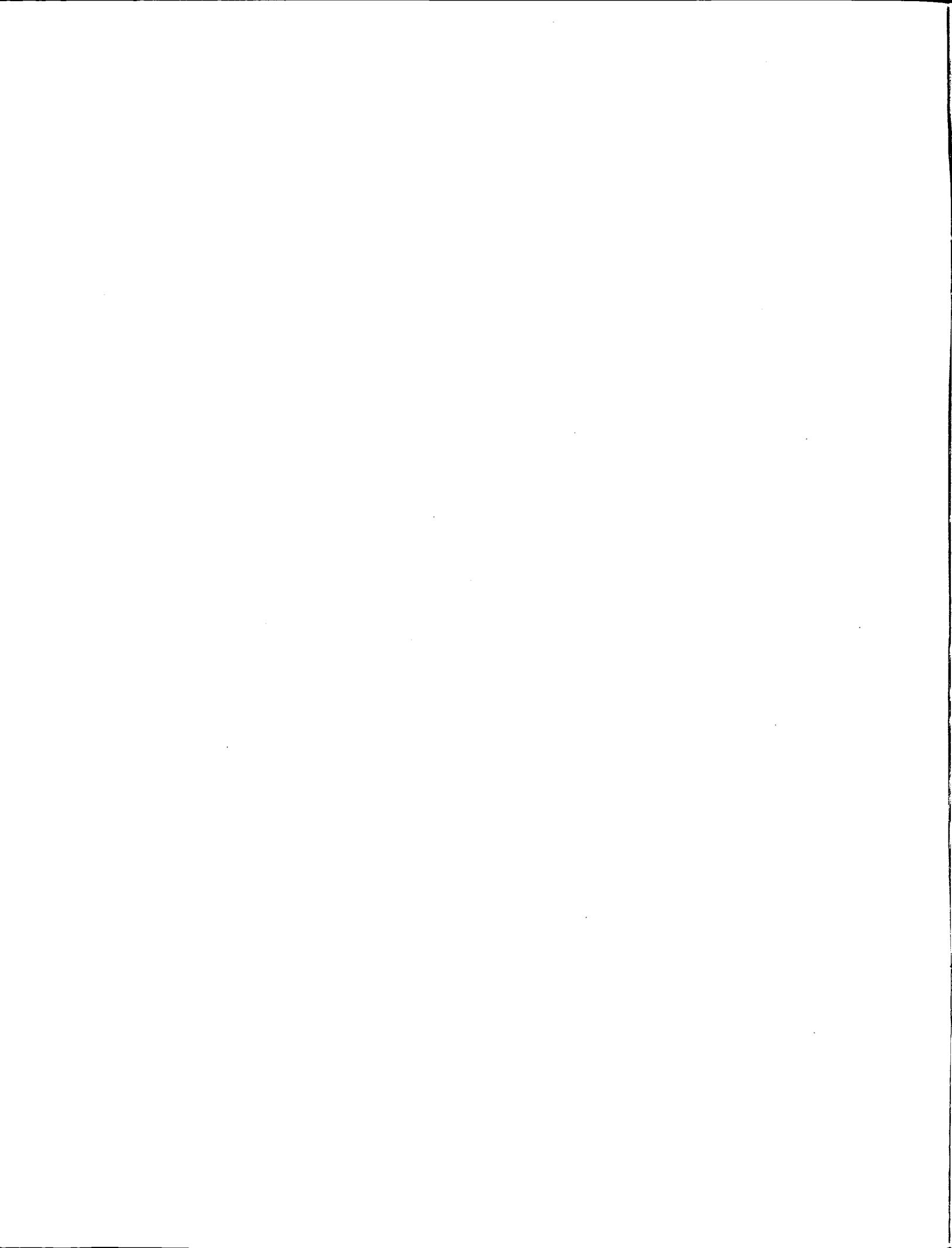
INTRODUCTION

As international trade becomes more interdependent, Canadians are able to extend their markets and employ new methods of exporting their products. One of the most successful and fastest growing means of selling your goods is through the United States mail order catalogue industry. The geographic proximity of the U.S. to Canada makes a catalogue marketing venture a great opportunity for growth for small Canadian firms. With direct shipments to the catalogue house's warehouse, the manufacturer's product has access to the U.S. market of more than 250 million consumers.

The North American lifestyles of the 1990s have become more hurried, leaving in many cases less time for leisure activities. For today's consumer, having the ability to contemplate purchases without leaving the home is no longer a luxury; for the Canadian manufacturer it is an opportunity not to be missed. The Canadian manufacturer or supplier can seize this opportunity and fit into virtually any niche within the U.S. marketplace. Selling your product through a U.S. mail order catalogue provides many benefits, such as having a "professional" market your product, and eliminating the need of a U.S. site of operations.

In 1990, American consumers bought about \$65 billion (US) worth of goods through mail order catalogues. In business-to-business mail order sales, U.S. business personnel bought more than \$75 billion (US) worth of goods. With this purchasing power, the opportunities presented by exporting through the U.S. mail order catalogue industry are well worth investigating.

As with all new ventures, you need to take time to introduce yourself and your product to potential buyers. In the case of the mail order industry, the catalogue houses are, in effect, your consumers. The process of locating and establishing the mail order catalogue most suited to your product is unlike the traditional method of promoting your product. This guide has been created to help Canadian manufacturers to introduce their products to the highly dynamic U.S. mail order catalogue industry. If you have the ability to export, selling through mail order catalogues can enhance your exporting endeavours.



WHAT TO LOOK FOR IN THE U.S. MARKET

Your first step into the U.S. mail order catalogue industry is locating and establishing contact with a mail order catalogue house. There are a great many from which to choose, ranging from those that sell family apparel and household items, such as *Spiegel's*, to catalogues that carry specific products designed to fit into a special niche of the market, such as the *Horchow Home Collection* of decorative accessories.

Whatever the product, you need to select a catalogue house that is interested in distributing your product. Selling your product through a catalogue removes the expenses incurred in more traditional channels of exporting. In more conventional marketing, you are often responsible for breaking new ground with your product in a certain area of the country. You may need to perform market studies or take visits to the area of destination to see how similar products are marketed. In the U.S., with the population base spread throughout a large country, this is a costly and time consuming venture. But selling your product through a catalogue removes that detail from your area of responsibility.

The catalogue house that you choose knows and understands the market to which it sells. It has completed the market research, and knows the demographics of households, the income level, the number and value of purchases per year, and of course, which items are selling.

To develop this knowledge yourself would be a costly and time-consuming process.

Your responsibility as a manufacturer or supplier is to locate a catalogue house that will carry your product. The items you supply need to fit into the image that the catalogue is attempting to convey to its consumers. The wide variety of catalogues available may make the selection process your most difficult task.

WHERE TO FIND A CATALOGUE HOUSE

As was noted earlier, U.S. consumer mail orders totalled more than \$65 billion (US) in goods and services in 1990. There is probably a catalogue that is the ideal match for your product. One of the easier ways of searching out a catalogue house is using a directory of catalogue houses.

The most comprehensive list available is *The Catalog of Catalogs II* by Edward L. Palder. This directory includes over 12,000 catalogue houses separated into 600 categories. The names, addresses and telephone numbers are listed with each entry, and each catalogue is cross-listed and identified by subject/category and manufacturer.

This publication can be ordered for \$14.94 (US) plus \$3.95 shipping and handling from Woodbine House, 5616 Fishers Lane, Rockville, Maryland 20852 USA.

Once you have found a source for mail order catalogue houses, your next step is to select the catalogues that you find compatible with your product and which you think will fairly represent you and your company's image. You should begin with a large number of possible catalogues and work through them by the process of elimination. Order the most recent copy of various catalogues which sell goods similar to yours. After assembling your own collection of catalogues, evaluate each one on how products are displayed. Read the descriptions of each product. Does the catalogue carry a product line that closely matches your product? If so, this may be a solid place to begin. If you have a unique item, look for the catalogue that most closely represents the image you want to portray. Remember, your product is your calling card and how each catalogue displays your product can influence the consumers' decision to buy and can determine your future success in the U.S.

CALLING ON A U.S. MAIL ORDER CATALOGUE HOUSE

When you have decided on the most promising catalogues for your products, you can initiate contact with the catalogue houses (a sample directory of mail order catalogues has been included for your information in the back of this guide). The best way to begin your business transaction with a catalogue house is to call and ask to speak with the buyer who would handle your item. The buyer will tell you what you need to supply to the company so it can examine your product. This is a critical step because different catalogue houses request different material. For instance, it is not correct to assume that all catalogue houses will initially want samples of your product. Follow the buyer's directions carefully.

In general, the catalogue house will request the following:

- a letter of introduction which includes a history of your company, how long you have been in business, your annual sales, how you currently market your product, where you currently sell your product and your projected sales for the current year;
- a brochure on your company and/or the item you wish to sell;
- a sample of your product;
- a price list in U.S. dollars freight-on-board port-of-entry.

Remember to ask the buyer the time frame in which you can expect to receive a decision and the manner in which you will be notified (the average time is usually 6 weeks).

FORMATION OF A SUCCESSFUL BUSINESS VENTURE

When you find a catalogue house that is interested in your product, the next phase is for the buyer and possibly a quality control inspector to visit your facility. They will be interested in seeing your equipment and talking with your managers before deciding whether or not you have the capability to meet their demands.

Do not be intimidated by larger or well-known mail order catalogue houses, such as *Spiegel*, *J.C. Penney*, *Sears*, etc. It is often the case that they will initially make less demanding arrangements with you as a period of indoctrination. In doing so, you will be gradually introduced to the process of supplying a catalogue warehouse.

Normally, the catalogue house will encourage you to visit their warehouse and facilities to show you where your shipments will be sent. With this visit, you will have the opportunity to meet with the people who will be managing and handling your product. For very large items, you will be asked to ship directly to the consumer, i.e. drop shipment. Most often, the catalogue house will reimburse you for shipping charges from the port-of-entry.

Each supplier-catalogue relationship is unique. No two agreements will be the same. This not only varies from catalogue to catalogue, but with supplier agreements within the catalogue house itself. For example, *Lands' End*, a major clothing, bedding and accessories, and luggage catalogue, has over 400 manufacturers and suppliers and each business contract is individual.

The mark-up on your product will vary, depending on the item and the catalogue house. There can be a mark-up in the range of 50 to 100 per cent. Be certain that this issue is clearly addressed when negotiating your contract.

Before you enter into a contract with a catalogue house, you should understand the buyer's policy on details such as:

- Backorders**
- Drop Shipments**
- Lead Time**
- Packaging Requirements**
- Payment**
- Quality Control**
- Returned Items**
- Product Servicing**
- Schedule of Shipments**

In many cases, the catalogue house will provide you with a "vendor package" while you are negotiating an agreement with them. This information details the process by which the catalogue and warehouse work, and how you as the vendor, fit into the process. This material also indicates all basic requirements that you and your product must meet.

MOVING YOUR PRODUCT OVER THE BORDER

U.S. Standards and Labelling

Before you make your first shipment, check with commercial and governmental regulatory agencies to ensure that your products comply with U.S. standards. Compliance with such standards, whether they relate to product performance, product safety, consumer protection or environmental concerns, can be required under federal regulations or under standards agreed to within specific commercial sectors.

In checking the requirements, also ensure that, in the case of governmental regulations, you find out from the responsible U.S. agency(ies) the type of proof of product compliance needed.

General information on U.S. standards can be obtained from the Standards Council of Canada at (613) 238-3222, or toll-free 1-800-267-8220. For specific questions on U.S. regulatory agencies, see the assistance section of this guide for addresses.

Under U.S. law, almost all goods are required to be marked to indicate the country of origin, i.e. "Made in Canada". For many of these goods, specific requirements exist regarding how and where the marking is put on the item. If these requirements are not met, your shipment may be refused entry. If you are supplying a private label product, you will need to provide documentation from the catalogue house indicating approval to use their private label.

Shipping and Customs Procedures

Before shipping a product to the U.S., you should make sure that the merchandise has been properly packed, labelled and documented. It should also be insured against damage, loss or theft.

As a first step toward fulfilling U.S. Customs requirements, you need to establish the tariff classification of the product you intend to export. Product classification can be performed by a U.S. customs broker or by a U.S. customs import specialist at a port of entry. It is also possible to seek a binding classification from U.S. Customs. It is the tariff classification that will determine the rate of duty that applies, as well as, in some cases, other import requirements such as product quotas (see page 14 for locations of U.S. Customs Offices).

The Free Trade Agreement (FTA) has already eliminated many tariffs on goods of Canadian or U.S. origin. The FTA ensures that by 1998 all tariffs will be eliminated. In order to benefit from the preferential duty rate under the Free Trade Agreement, a Certificate of Origin needs to be issued for each product. The certificate is a statement issued by U.S. Customs in which the exporter confirms that the goods originate in Canada or the U.S. in compliance with the rules of origin as outlined in Chapter 3 of the FTA.

MOVING YOUR PRODUCT OVER THE BORDER

U.S. border crossings are equipped with computer databases through which customs officers have access to information on the rules of origin applicable to each category of goods. The databases also contain information on importers, exporters and transportation carriers. When there is doubt regarding the information provided on the certificate, the customs officers can request verification, up to and including visiting the exporter's manufacturing plant.

Both Canada and the United States are now using the Harmonized System of tariff classification for customs purposes.

Transportation of Your Product to the United States

It is a matter of personal preference how you ship your product to the United States. It is often the case that Canadian companies choose to obtain the services of a professional freight carrier. These firms should have a Certificate of Operating Authority which is issued by the United States Interstate Commerce Commission. This document allows the movement of goods among the various states within the U.S.

Intellectual Property

If your product or manufacturing process is one for which you have or are seeking Canadian patent or copyright protection, you should consider similar protection under U.S. law. Similar care should be taken with brand names and registered trademarks.

In general, patent and other intellectual property law is complex. If you believe that you may need some protection, or to confirm that your product complies with U.S. law, you should seek legal advice.

General information is available from Consumer and Corporate Affairs Canada. For patent questions, call (613) 997-1936; for trademark enquiries, call (613) 997-1420; for copyright and industrial design questions, call (613) 997-1725.

SALES (\$) FOR U.S. CATALOGUE HOUSES

Mail Order to Consumers (Billions \$)

	<u>1988</u>	<u>1989</u>	<u>1990</u>
Apparel	5.025	6.533	8.624
Auto Clubs	1.675	1.809	1.954
Automotive	0.462	0.518	0.575
Books	1.830	1.912	2.017
Collectibles	1.785	1.946	2.063
Cosmetics	0.354	0.386	0.432
Crafts	1.064	1.146	1.240
Educational Services	0.962	1.106	1.239
Electronic Goods	1.593	2.070	2.650
Food	0.775	0.826	0.892
Gardening/Horticulture	0.495	0.525	0.561
Gen. Mdse./Housewares/Gifts	7.221	8.808	9.515
Health/Nutrition	0.746	9.515	0.902
Insurance/Financial	11.016	12.008	13.329
Jewellery	0.330	0.386	0.436
Magazines	4.616	5.196	5.790
Photofinishing	0.878	0.931	0.987
Prescriptions	0.481	0.567	0.658
Records/Tapes	0.912	1.012	1.143
Sporting Goods	2.513	2.991	3.559
Tools/Home Repair	0.820	0.943	1.085
Major Catalogue Retailers	5.475	5.804	6.146
TOTAL CONSUMER SALES	51.028	66.938	65.797

WHERE TO FIND ASSISTANCE

External Affairs and International Trade Canada (EAITC) staff includes experts in a variety of industrial sectors whose aim is to help Canadian exporters in the United States. They can be reached through the U.S. Trade Promotion Division at (613) 991-5849 or (613) 993-7343.

For information on the U.S. market, telephone EAITC officials at:

General information on the Free Trade Agreement (613) 993-5047
U.S. tariffs and classification, market access (613) 993-5047
Rules of origin and certificates of origin (613) 993-5061
Packaging and labelling (613) 998-0015
U.S. government procurement opportunities (613) 998-9441
Visa questions (613) 993-7660
General Exporting Information 1-800-267-8376

List of Trade Offices

Canadian Embassy
501 Pennsylvania Avenue, N.W.
Washington, DC 20001
Tel: (202) 682-1740
Fax: (202) 682-7619

Canadian Consulate General
Suite 400 South Tower
One CNN Center
Atlanta, GA 30303-2705
Tel: (404) 577-6810
Fax: (404) 524-5046

Canadian Consulate General
Three Copley Place, Suite 400
Boston, MA 02116
Tel: (617) 262-3760
Fax: (617) 262-3415

Canadian Consulate General
One Marine Midland Center,
Suite 3000
Buffalo, NY 14203-2884
Tel: (716) 852-1247
Fax: (716) 852-4340

Canadian Consulate General
Two Prudential Plaza
180 North Stetson Avenue,
Suite 2400
Chicago, IL 60601
Tel: (312) 616-1860
Fax: (312) 616-1877

Canadian Consulate General
Illuminating Building, Suite 1008
55 Public Square
Cleveland, OH 44113-1983
Tel: (216) 771-0150
Fax: (216) 771-1688

Canadian Consulate General
St. Paul Place, Suite 1700
750 N. St. Paul Street
Dallas, TX 75201-3281
Tel: (214) 922-9806
Fax: (214) 922-9815

Canadian Consulate General
600 Renaissance Center,
Suite 1100
Detroit, MI 48243-1704
Tel: (313) 567-2340
Fax: (313) 567-2164

WHERE TO FIND ASSISTANCE

Canadian Consulate General
300 South Grand Ave., 10th Floor
Los Angeles, CA 90071
Tel: (213) 687-7432
Fax: (213) 620-8827

Canadian Consulate General
701 Fourth Ave. South, Suite 900
Minneapolis, MN 55415
Tel: (612) 333-4641
Fax: (612) 332-4061

Canadian Consulate General
1251 Avenue of the Americas
New York, NY 10020-1175
Tel: (212) 768-2400
Fax: (212) 768-2440

Canadian Consulate General
50 Fremont Street, Suite 2100
San Francisco, CA 94105
Tel: (415) 495-6021
Fax: (415) 512-7671

Canadian Consulate General
412 Plaza 600
Sixth and Stewart Streets
Seattle, WA 98101-1286
Tel: (206) 443-1777
Fax: (206) 443-1782

International Trade Centres

International Trade Centre
P.O. Box 11610
900-650 West Georgia Street
Vancouver, B.C. V6B 5H8
Tel: (604) 660-0434
Fax: (604) 666-8330

International Trade Centre
Canada Place, Suite 540
9700 Jasper Avenue
Edmonton, Alberta T5J 4C3
Tel: (403) 495-2944
Fax: (403) 495-4507

International Trade Centre
Suite 1100
510-5th Street S.W.
Calgary, Alberta T2P 3S2
Tel: (403) 292-6660
Fax: (403) 292-4578

International Trade Centre
119 - 4th Avenue South, Suite 401
Saskatoon, Saskatchewan S7K 5X2
Tel: (306) 975-5315
Fax: (306) 975-5334

International Trade Centre
4th Floor, 1955 Smith Street
Regina, Saskatchewan S4P 2N8
Tel: (306) 780-5020
Fax: (306) 780-6679

International Trade Centre
330 Portage Avenue, 8th Floor
P.O. Box 981
Winnipeg, Manitoba R3C 2V2
Tel: (204) 983-8036
Fax: (204) 983-2187

International Trade Centre
1 Front Street West, 4th floor
Dominion Public Building
Toronto, Ontario M5J 1A4
Tel: (416) 973-5053
Fax: (416) 973-8161

International Trade Centre
Stock Exchange Tower
800 Victoria Square
Suite 3709, P.O. Box 247
Montreal, Quebec H4Z IE8
Tel: (514) 283-8185
Fax: (514) 283-8794

WHERE TO FIND ASSISTANCE

International Trade Centre
Assumption Place
770 Main Street
P.O. Box 1210
Moncton, New Brunswick E1C 8P9
Tel: (506) 851-6452
Fax: (506) 851-6429

International Trade Centre
Confederation Court
134 Kent Street, Suite 400
P.O. Box 1115
Charlottetown, P.E.I. C1A 7M8
Tel: (902) 566-7400
Fax: (902) 566-7450

International Trade Centre
1801 Hollis Street
Box 940, Station M
Halifax, Nova Scotia B3J 2V9
Tel: (902) 426-7540
Fax: (902) 426-2624

International Trade Centre
Atlantic Place
215 Water Street, Suite 504
St. John's, Newfoundland A1B 3R9
Tel: (709) 772-5511
Fax: (709) 772-2373

Revenue Canada Customs and Excise

These regional customs offices provide information on current Canadian duties and rules of origin that will apply to your products:

Atlantic Canada	(902) 426-2914
Quebec City	(418) 648-3708
Montreal	(514) 283-6201
Ottawa	(613) 993-0556
Toronto	(416) 973-8258
Hamilton	(416) 578-8697
SW Ontario	(519) 973-8500
Central Canada	(204) 983-3758
Alberta	(403) 292-4628
British Columbia	(604) 666-0456

Other important Revenue Canada telephone numbers:

Duty drawbacks	(613) 954-6890
GST administration	(613) 990-8584
Rules of origin	(613) 954-6862

WHERE TO FIND ASSISTANCE

Direct Mail Associations

CANADIAN DIRECT MARKETING ASSOCIATION (CDMA)

1 Concorde Gate, Suite 607
Don Mills, Ontario M3C 3N6
Tel.: (416) 391-2362
Fax: (416) 441-4062

The CDMA was founded in 1967 to promote professionalism amongst users of direct marketing and to foster both the growth and credibility of direct response marketing in Canada. The association is comprised of over 850 Canadian and U.S. companies, representing a broad cross-section of individuals, industries and services.

DIRECT MARKETING ASSOCIATION (DMA)

11 West 42nd Street
New York, NY 10036-8096
Tel.: (212) 768-7277
Fax: (212) 398-6725

The DMA, established in 1917, is the oldest and largest international trade association representing users, creators and suppliers of direct marketing techniques. The DMA has more than 6,000 members from 3,000 companies, located in all 50 U.S. states and 55 other countries.

Standards and Product Certification

Compliance with American standards is necessary to successfully market a number of products in the United States. Following are a few addresses of standards, product testing and certification organizations.

A) Government Agencies:

The Animal and Plant Health
Inspection Service
Department of Agriculture
6505 Belcrest Road
Hyattsville, MD 20782
Tel: (301) 436-8695

Bureau of Alcohol, Tobacco
and Firearms
Department of Treasury
1200 Pennsylvania Avenue N.W.
Washington, DC 20226
Tel: (202) 566-7777

Food and Drug Administration
(FDA)
Department of Health
and Human Services
5600 Fishers Lane
Rockville, MD 20857
Tel: (301) 443-1544

Consumer Product Safety
Commission
5401 Westbard Avenue
Bethesda, MD 20816
Tel: (301) 492-6580

WHERE TO FIND ASSISTANCE

B) Private Product Testing Laboratories:

Underwriters Labs Inc. (UL)
333 Pfingsten Road
Northbrook, IL 60062
Tel: (708) 272-8800

ETL Testing Laboratories Inc.
P.O. Box 2040
Industrial Park Road 11
Cortland, NY 13045
Tel: (607)753-6711

U.S. Customs Service Regional & District Offices

BOSTON

10 Causeway Street, Room 603
Boston, MA 02222-1059
Tel: (617) 565-6147

BUFFALO

111 W. Huron Street, Room 603
Buffalo, NY 14202
Tel: (716) 846-4373

OGDENSBURG

127 North Water Street
Ogdensburg, NY 13559
Tel: (315) 393-0660

PORTLAND

312 Fore Street
P.O. Box 4688
Portland, ME 04112
Tel: (207) 780-3326

CHICAGO

610 South Canal Street
Chicago, IL 60607
Tel: (312) 353-6100

DETROIT

477 Michigan Avenue
Patrick V. McNamara Bldg.,
Room 200
Detroit, MI 48226
Tel: (313) 226-3177

WASHINGTON, DC

Gateway 1 Building
P.O. Box 17423
Washington, DC 20041
Tel: (202) 566-8511

WASHINGTON, D.C.

Dulles International Airport
Chantilly, VA 22021

LOS ANGELES

300 South Ferry
Terminal Island
San Pedro, CA 90731
Tel: (213) 514-6001

SEATTLE

909 First Avenue
Seattle, WA 98174
Tel: 206) 442-0554

CATALOGUE HOUSES

SAMPLE CATALOGUE LISTINGS

Category Key To Mail Order Catalogue List

- 1** - arts and crafts
- 2** - bedding/accessories
- 3** - books
- 4** - Christmas decorations
- 5** - clothing/accessories
- 6** - clothing, children's
- 7** - clothing, men's
- 8** - clothing, women's
- 9** - cosmetics
- 10** - games
- 11** - flowers/bulbs
- 12** - jewellery
- 13** - gift items
- 14** - home furnishings (housewares, cookware)
- 15** - furniture
- 16** - miscellaneous items
- 17** - outdoor/sporting products
- 18** - shoes
- 19** - silver/china/crystal
- 20** - stationery
- 21** - toys
- 22** - tools/hardware
- 23** - luggage
- 24** - food
- 25** - health and beauty aids
- 26** - office furniture, equipment and accessories
- 27** - health foods, vitamins
- 28** - safety/security

CATALOGUE HOUSES

- | | |
|---|---|
| <p>25 AMERICAN ASSOCIATION OF
RETIRED PERSONS (AARP)
PHARMACY SERVICE
Dept. AG
P.O. Box 19229
Alexandria, VA 22320
Tel: (703) 684-0244</p> <p>5,8 A.B. LAMBDIN
U.S. Highway 19N
Americus, GA 31710
Tel: (912) 928-0626
<i>Ladies' designer fashions
& accessories, sportswear.</i></p> <p>7,8 ABERCROMBIE & FITCH
13,24 6867 Wynnwood Lane
Houston, TX 77008
Tel: (800) 231-9715
<i>Gifts, outdoor items, men's
& women's apparel, gourmet
foods.</i></p> <p>13,26 ADAM YORK
Hanover, PA 17333-0006
Tel: (717) 633-3333
<i>Unique gifts.</i></p> <p>5,8, AMBASSADOR CATALOGUE
14 One Ambassador Plaza
Box 52010
Phoenix, AZ 85072-2010
Tel: (602) 431-3901
<i>Women's clothing & acces-
sories, decorative items
for the home.</i></p> <p>1 ARTISAN COLLECTION
C-1 P.O. Box 11118
Trenton, NJ 08620
Tel: (609) 888-0868
<i>Hand-crafted gifts.</i></p> <p>7,8 AUSTAD'S
13,17 4500 East 10th St.
P.O. Box 1428
Sioux Falls, SD 57101
Tel: (800) 444-1234
<i>Sports equipment, golf clothing,
clothing accessories.</i></p> | <p>24 AUSTIN STREET MARKET
Catalogue
2296 Sinter Road
P.O. Box 4758
San Jose, CA 95150-4758
Tel: (800) 333-1448
<i>Foods from around the world.</i></p> <p>5,8 BARBARA GEORGE
15 COLLECTION
8 Olsen Avenue
Edison, NY 08820
Tel: (201) 906-0494
<i>High-end women's formal &
casual clothing, jewelry,
unusual gifts.</i></p> <p>3 BARNES AND NOBLE
126 Fifth Avenue
New York, NY 10011-5666
Tel: (201) 767-8844
<i>Books, shelves, tapes, records,
video cassettes.</i></p> <p>27 BARTH VITAMINS
865 Merrick Avenue
Westbury, NY 11590
Tel: (800) 553-0353
<i>Vitamins & minerals, skin
care products.</i></p> <p>9 BEAUTIFUL VISIONS INC.
810 S. Hicksville Road
C.S. 4001
Hicksville, NY 11855-401
<i>Cosmetics, perfumes, beauty
aids.</i></p> <p>9 BEAUTY BUY BOOK
G.R.I. Corporation
65 E. South Water Street
Chicago, IL 60601
Tel: (312) 977-3700
<i>Cosmetics, perfume.</i></p> <p>13 BETTER HOMES &
GARDENS BOOKS
1716 Locust Street
Des Moines, IA 50336
Tel: (515) 284-2844
<i>Books on cooking, gardening,
crafts, medical issues.</i></p> |
|---|---|

CATALOGUE HOUSES

- | | | | |
|-----------------------------------|---|--|---|
| <p>5,6,7
8</p> | <p>WILLIAM BLAIR LTD.
4839 Del Ray Avenue
Bethesda, MD 20014
Tel: (301) 654-6665
<i>18th C. English furnishings.</i></p> | <p>8</p> | <p>CAREER GUILD
P.O. Box 500
McSherrystown, PA 17344-0500
Tel: (717) 633-3333
<i>Women's clothing - inexpensive.</i></p> |
| <p>12,14</p> | <p>BLOOMINGDALE'S
1000 3rd Avenue
New York, NY 10022
Tel: (212) 705-2000
<i>10 retail outlets - furniture,
home furnishings - department
stores.</i></p> | <p>5,17</p> | <p>CAROLINA HEALTH
AND FITNESS
Rainey Street
Burlington, NC 27215
Tel: (919) 229-1300
<i>Exercise wear and equipment
men's and women's.</i></p> |
| <p>11</p> | <p>BRECK'S DUTCH BULBS
6523 N. Galena Road
Peoria, IL 61632
Tel: (309) 691-4616
<i>Flowers, bulbs.</i></p> | <p>5,8</p> | <p>CARROLL REED
Conway, NH 03866
Tel: (800) 345-5770
<i>Women's clothing and acces-
sories (sporty) - classical.</i></p> |
| <p>6</p> | <p>BRIGHTS CREEK
Bay Point Place
Hampton, VA 23653
Tel: (804) 827-1850
<i>Children's clothing.</i></p> | <p>1,3
13,14</p> | <p>CASUAL LIVING
5401 Hanger Court
P.O. Box 32173
Tampa, FL 33631-3273
Tel: (800) 843-1881
<i>Gift items, games,
kitchen accessories.</i></p> |
| <p>7,8</p> | <p>BRITCHES OF
GEORGETOWNE
1321 Leslie Avenue
Alexandria, VA 22301
Tel: (703) 548-0200
<i>Outerwear, business basics,
elegant evening.</i></p> | <p>5,8</p> | <p>CHADWICK'S
OF BOSTON LTD.
One Chadwick Place
P.O. Box 1600
Brockton, MA 02403-1600
Tel: (508) 583-7200
<i>Women's casual and career
apparel - quality.</i></p> |
| <p>5,7,8</p> | <p>BROOKS BROTHERS
346 Madison Avenue
New York, NY 10017
Tel: (800) 274-1816
<i>Retail outlets, men's & women's
high end apparel.</i></p> | <p>5,8
12,13</p> | <p>CHANTILLE
8 Olsen Avenue
Edison, NJ 08820
Tel: (201) 906-0497
<i>Expensive gifts - women's
fashions & accessories,
jewelry.</i></p> |
| <p>13,17
22</p> | <p>BROOKSTONE COMPANY
787 Vose Farm Road
Peterborough, NH 03458
Tel: (603) 924-9511 or 9541
<i>Hard-to-find tools, garden &
home maintenance items.</i></p> | <p>5,8
12,13
15</p> | <p>CHARLES KEATH LTD.
1265 Oakbrook Drive
Norcross, GA 30093
Tel: (404) 449-3103
<i>Varied gifts high end -
jewelry, women's clothing,
home accessories.</i></p> |
| <p>5,7,8</p> | <p>BULLOCKS WILSHIRE
The Specialty Store -
Catalogue Division
Metro Station
P.O. Box 55029
Los Angeles, CA 90055-2029
Tel: (800) 366-0366
<i>High end men's and women's
clothing.</i></p> | | |

CATALOGUE HOUSES

- | | |
|---|---|
| <p>10,21 CHILDCRAFT
EDUCATION CORP.
20 Kilmer Road
Edison, NJ 08818
Tel: (800) 367-3255
<i>Educational toys.</i></p> <p>5,13
18 CHRIS CRAFT
CATALOGUE CO.
Seven Mill Bridge Road
Box 52020
Phoenix, AZ 85072-2020
Tel: (602) 431-3890
<i>Fashion, gifts & accessories.</i></p> <p>2,10
13,14
15,16
23 CITISHOPPER
P.O. Box 1016
Trumbull, CT 06611-1016
Tel: (800) 835-7467
<i>Hi-tech toys.</i></p> <p>5,8 CLIFFORD & WILLS
One Ivy Crescent
Lynchburg, VA 24506-1002
Tel: (800) 633-3485
<i>Quality women's sportswear
& accessories.</i></p> <p>5,23 COACH LEATHERWARE CO.
516 W. 34th Street
New York, NY 10001
Tel: (201) 460-4716
<i>Leather bags, belts &
accessories, luggage,
briefcases.</i></p> <p>1,13 COLLECTORS' GUILD, LTD.
1625 Bathgate Avenue
Bronx, NY 10457
Tel: (212) 901-5271
<i>High-end pictures, art objects.</i></p> <p>2 COLONIAL MAID CURTAINS
Department 284 - Depot Plaza
Mamaroneck, NY 10543
Tel: (914) 698-6136
Tel: (800) 431-2620
<i>Curtains and bedspreads.</i></p> <p>14,22
26 C.O.M.B. DIRECT MARKETING
CORP.
1405 Xenium Lane
Minneapolis, MN 55441-4494
Tel: (612) 559-0111
<i>Household appliances, tools,
office equipment.</i></p> | <p>2,8
13,16 COMFORTABLY YOURS
52 W. Hunter Avenue
Maywood, NJ 07607
Tel: (201) 368-0400
<i>Promotional items, aids for
easier living, Rosalyn Gerard
pet products unusual gifts &
necessity items.</i></p> <p>2 COMPANY STORE, THE
500 Company Store Road
P.O. Box 2167
La Crosse, WI 54601
Tel: (800) 356-9367
<i>Comforters, pillows, wool
covers, some sleepwear &
sportswear.</i></p> <p>1,13 COUNTRY BOUQUET
P.O. Box 200
Kellogg, MN 55945
Tel: (800) 328-5598
<i>Country gift items.</i></p> <p>1,13
16 COUNTRY STORE
28 James Street
Geneva, IL 60134-2240
Tel: (708) 879-0098
<i>Country gift items & cookware -
farm theme.</i></p> <p>13,14
20 CRATE AND BARREL, THE
P.O. Box 3057
Northbrook, IL 60065
Tel: (708) 272-3112
<i>Expensive gift items.</i></p> <p>13,20 CURRENT
The Current Building
Colorado Springs Building
Colorado Springs, CO 80941
Tel: (303) 593-5990
<i>Stationery & gifts, wrapping
paper.</i></p> <p>14 DAK INDUSTRIES, INC.
8200 Remmet Avenue
Canoga Park, CA 91304
Tel: (818) 888-7808
<i>Communications; radios,
stereos, etc.</i></p> |
|---|---|

CATALOGUE HOUSES

- 11,13** DAVID KAY INC.
17,21 4509 Taylor Lane
Cleveland, OH 44128
Tel: (614) 891-2030
Tel: (800) 621-5199
Garden & gift catalogue.
- 5,18** DEERSKIN TRADING POST
119 Foster Street
Box 6008
Peabody, MA 01960-6008
Tel: (508) 532-4040
Clothing, shoes, gloves.
- 2,14** DOMESTICATIONS
P.O. Box 40
Hanover, PA 17333-0040
Bedding, sleepwear, decorative pillows, linen, bathroom.
- 3** DOUBLEDAY
666 5th Avenue
New York, NY 10103
Tel: (212) 765-6500
Books.
- 13** DOWN'S COLLECTORS SHOWCASE
2200 South 114th Street
Dept. 19C10
P.O. Box 27904
Milwaukee, WI 53227-0904
Tel: (800) 558-4200
Collectible gifts.
- 5,7,8** EDDIE BAUER
13,17 1330 5th Avenue
Seattle, WA 98101
Tel: (206) 885-3330
Tel: (800) 426-8020
Products for outdoors - clothing: men's & ladies', gifts.
- 5,8** ESPLANADE
13 8 Olsen Avenue
Edison, NJ 08820
Tel: (201) 906-0496
High-end gifts and women's clothing, jewelry.
- 5,8** FAMILY FASHIONS BY AVON
Avon Lane
Newport News, VA 23630
Tel: (804) 827-9000
Women's clothing & accessories.
- 24** FIGI'S
630 South Central Avenue
Dairy Lane
Marshfield, WI 54404
Tel: (715) 384-6101
Cheeses - gourmet gift packages.
- 24** FIN 'N FEATHER FARM MAIL ORDER
11 South 2nd Avenue
St. Charles, IL 60174
Tel: (708) 377-0725
Tel: (800) 826-2362
Smoked birds, hams, meats, game - gourmet foods.
- 22** GARRETT WADE
161 Avenue of the Americas
New York, NY 10013
Tel: (800) 221-2942
Tel: (212) 807-1757
Brass hardware.
- 13,19** GEARY'S
351 N. Beverly Drive
Beverly Hills, CA 90210-4794
Tel: (213) 273-4741
Tel: (800) 421-0566
Gifts, silver, china.
- 2,8,** GRAND FINALE
12,13 P.O. Box 620049
15,23 Dallas, TX 75262-0049
Tel: (214) 934-9777
Gifts, jewelry, sale prices (close-outs from famous companies)
- 5,8** HALL OF HANOVER
P.O. Box 56
Hanover, PA 17333-0056
Tel: (800) 621-5800
Tel: (717) 633-3333
Fashions.
- 13** HAMMACHER SCHLEMMER
147 E. 57th Street
New York, NY 10022
Tel: (713) 389-8130
Tel: (800) 368-3584
Uncommon & superior items, gifts, misc. items.

CATALOGUE HOUSES

- | | | | |
|------------------------------|---|--|---|
| 13 | <p>HARRIET CARTER
Dept. 44
North Wales, PA 19455
Tel: (215) 361-5122
<i>Distinctive gifts.</i></p> | 5,8 | <p>HONEYBEE
1840 Country Line Road
Huntington Valley, PA 19006
Tel: (215) 947-8080
Tel: (800) 523-6534
<i>Medium-priced women's clothing and accessories.</i></p> |
| 24 | <p>HARRY AND DAVID
Bear Creek Orchards
Medford, OR 97501
Tel: (800) 547-3033
<i>Gourmet fruit, gifts, nuts, food.</i></p> | 5,8
13,15 | <p>HORCHOW COLLECTION, THE
P.O. Box 620048
Dallas, TX 75262-0048
Tel: (214) 980-4040
Tel: (800) 527-0303
<i>Unusual gifts & women's clothing - high end.</i></p> |
| 1 | <p>HERRSCHNERS
Hoover Road
Stevens Point, WI 54492
Tel: (715) 341-0604 or 0560
<i>Quality needlecraft items.</i></p> | 5,8 | <p>INTIME FOR BROWNSTONE, STUDIO
1 E. 43rd Street
New York, NY 10175-0002
Tel: (212) 883-1990
Tel: (800) 221-2468
<i>Women's lingerie and clothing.</i></p> |
| 13,24 | <p>HERSHEY'S CHOCOLATE WORLD
P.O. Box 800
Hershey, PA 17033-0800
Tel: (800) 742-2200
Tel: (717) 534-4912
<i>Chocolate & Hershey theme novelties.</i></p> | 5,7
8,13
18 | <p>J. CREW OUTFITTERS
One Ivy Crescent
Lynchburg, VA 24506-1001
Tel: (800) 932-0043
<i>Women's & men's sports clothes, medium priced.</i></p> |
| 18 | <p>HILL BROTHERS
99 Ninth Street
Lynchburg, VA 24505-1466
Tel: (804) 528-1000
<i>Medium priced women's shoes.</i></p> | 12,13
19 | <p>J. E. CALDWELL CO.
1140 Connecticut Avenue NW
Washington, D.C. 20036
Tel: (202) 466-6780
<i>Very expensive jewelry, gifts.</i></p> |
| 13,14
19,23 | <p>HOFFRITZ
515 W. 24th Street
New York, NY 10011-0041
Tel: (212) 924-7300
Tel: (800) 962-9699
<i>Cutlery & gifts, luggage, travel aids.</i></p> | 12,13 | <p>JAMES AVERY COLLECTION
Harper Road
P.O. Box 1367 U
Kerrville, TX 78029-1367
Tel: (512) 895-1122
Tel: (800) 531-7198
<i>Hand-crafted jewelry.</i></p> |
| 2,13
14,16 | <p>HOLD EVERYTHING
Williams-Sonoma
P.O. Box 7807
San Francisco, CA 94120-7807
<i>Household ideas, gift items.</i></p> | 5,7,8 | <p>JAMES RIVER TRADERS
James River Landing
Hampton, VA 23631
Tel: (804) 827-6000
<i>Men's & women's clothing and shoes.</i></p> |
| 3 | <p>HOLIDAY HOUSE, INC.
18 E. 53rd Street
New York, NY. 10022
Tel: (212) 688-0085
<i>Children's books.</i></p> | | |

CATALOGUE HOUSES

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| <p>8 JOAN COOK
3200 S.E. 14 Avenue
P.O. Box 21628
Ft. Lauderdale, FL 33316
Tel: (305) 765-8400
Tel: (800) 327-1611
<i>Women's classic clothing.</i></p> | <p>7,8 L.L. BEAN INC.
17,18 Freeport, ME 04033
Tel: (207) 865-3111
Tel: (800) 221-4221
<i>Men' & women's clothing,
outdoor wear, shoes.</i></p> |
| <p>5,8 JOHNNY APPLESEED'S
18 30 Tozer Road
P.O. Box 1020
Beverly, MA 01915-0720
Tel: (508) 922-2040
Tel: (800) 225-0786
<i>Women's medium priced
clothing, shoes - sporty.</i></p> | <p>5,8 LA SHACK
19 The Plaza
Locust Valley, NY 11560
Tel: (516) 671-1091
Tel: (800) 645-3524
<i>Men's & women's fashions.</i></p> |
| <p>5,7,8 JOS. A. BANK CLOTHIERS
714 E. Pratt Street
P.O. Box 448
Baltimore, MD 21203-0448
Tel: (301) 837-8838
<i>Classic clothing, accessories for
men & women.</i></p> | <p>5,6,7 LAND'S END
18,23 Direct Merchants
Land's End Lane
Dodgeville, WI 53595-0001
Tel: (800) 356-4444
<i>Men's & women's clothing,
outdoor wear.</i></p> |
| <p>3,6 JUST FOR KIDS!
21 324 Rariton Avenue
Highland Park, NJ 08904
Tel: (800) 443-5827
<i>Children's toys, games, dolls,
books, clothes & gifts.</i></p> | <p>17 HARRY LAWSON COMPANY
3328 North Richey Boulevard
Tuscon, AZ 85716
Tel: (602) 326-1117
<i>Custom rifles.</i></p> |
| <p>7,18 KING SIZE CO., THE
1319 King Size Bldg.
Brockton, MA 02402
Tel: (800) 343-9678
Tel: (508) 580-0510
<i>Clothing for tall & big men,
shoes.</i></p> | <p>17,22 LEICHTUNG WORKSHOPS
4944 Commerce Parkway
Cleveland, OH 44128
Tel: (216) 831-0555
Tel: (800) 321-6840
<i>Tools for craftsmen &
gardeners.</i></p> |
| <p>5,8 KNIGHT'S LTD.
13 1226 Ambassador Boulevard
St. Louis, MO 63132-1772
Tel: (314) 993-1516
Tel: (800) 445-6811
<i>Women's fashions &
accessories, gifts.</i></p> | <p>13,14 LILLIAN VERNON
16 510 South Fulton Avenue
Mount Vernon, NY 10550
Tel: (914) 633-6400
<i>Gift items - very extensive.</i></p> |
| <p>27 L AND H VITAMINS INC.
37 - 10 Crescent Street
Long Island City, NY 11101
Tel: (800) 221-1152
<i>Vitamins, health aids.</i></p> | <p>5,13 LYNCHBURG HARDWARE &
14,21 GENERAL STORE
22 Main Street
Lynchburg, TN 37352
Tel: (615) 759-7184
<i>Gifts, novelty items, house-
wares, tools, garden supplies.</i></p> |
| | <p>11 MAILORDER ASSOC. OF
NURSERIES, THE
8683 Doves Fly Way
Department GW2
Laurel, MD 20723-1211
<i>Directory of nurseries.</i></p> |

CATALOGUE HOUSES

- | | |
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| <p>5,7,8 MARK, FORE AND STRIKE
 145 South Congress
 P.O. Box 640
 Delray Beach, FL 33445
 Tel: (305) 276-0366
 Tel: (800) 327-3627
 <i>High end women's & men's
 clothing & accessories.</i></p> | <p>5,8 NICOLE SUMMERS
 P.O. Box 3003
 Winterbrook Way
 Meredith, NH 03253
 Tel: (603) 279-7012
 <i>Ladies' clothing & accessories,
 sizes 10-20.</i></p> |
| <p>3,13 METROPOLITAN MUSEUM
 19,20 OF ART, THE
 225 Gracie Station
 New York, NY 10028
 Tel: (212) 673-6006
 <i>Fine gift items, books,
 stationery.</i></p> | <p>8,13 NORM THOMPSON
 14,16 Dept. CH 84, P.O. Box 3999
 18,24 Portland, OR 97208
 Tel: (800) 547-1160
 <i>Ladies' & men's apparel &
 accessories, outdoor clothers,
 unusual gifts.</i></p> |
| <p>13,16 MILES KIMBALL CO.
 41 West Eighth Avenue
 Oshkosh, WI 54901
 Tel: (414) 231-3800
 <i>Numerous gift items.</i></p> | <p>5,8 OLD PUEBLO TRADERS
 18 Palo Verde at 33rd
 P.O. Box 27800
 Tuscon, AZ 85726-7800
 Tel: (602) 747-5000
 <i>Dressy & casual fashions.</i></p> |
| <p>13,20 MORNING MAIL
 P.O. Box 72
 Covington, GA 30209
 Tel: (404) 787-3004
 Tel: (800) 241-0854
 <i>Stationery items.</i></p> | <p>4,5,8 OLD VILLAGE SHOP
 13,14 340 Poplar Street
 Hanover, PA 17333-0008
 Tel: (717) 633-3333
 <i>Miscellaneous gifts.</i></p> |
| <p>3,5 MUSEUM OF FINE ARTS,
 10,12 BOSTON
 13,14 P.O. Box 1044
 Boston, MA 02120
 Tel: (617) 427-7791
 <i>Gifts.</i></p> | <p>18 ORTHO-VENT
 DIVISION INC., THE
 Division of Stuart McGuire
 115 Brand Road
 Salem, VA 24156
 Tel: (703) 389-3955
 Tel: (800) 848-2929
 <i>Men's leather shoes.</i></p> |
| <p>1,13 NASCO'S COUNTRY
 14,16 COLLECTION
 901 Janesville Avenue
 Fort Atkinson, WI 53538
 Tel: (800) 558-9595
 <i>Kitchenware, knickknacks,
 toys, accessories.</i></p> | <p>5,7,8 ORVIS CO. INC., THE
 18 10 River Road
 Manchester, VT 05254
 Tel: (802) 362-3622
 <i>Men's & ladies' clothing, gifts.</i></p> |
| <p>5,13 NATURE COMPANY, THE
 15,16 P.O. Box 2310
 Berkley, CA 94702
 Tel: (415) 524-8340
 Tel: (800) 227-1114
 <i>Unusual gifts, nature-oriented.</i></p> | <p>10,13 PARAGON, THE
 14,21 P.O. Drawer 511
 Tom Harvey Road
 Westerly, RI 02891-0511
 Tel: (401) 596-4936 or 0134
 <i>Unusual gift items.</i></p> |
| | <p>5,6,7 J.C. PENNEY
 8 P.O. Box 1270
 Milwaukee, WI 53201
 Tel: (800) 222-6161
 <i>Full line catalogue.</i></p> |

CATALOGUE HOUSES

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| <p>2,13
20,25</p> | <p>PENNSYLVANIA STATION
Unique Merchandise Mart
Building 14
Hanover, PA 17333-0014
Tel: (717) 633-3333
<i>Fashions, gifts & stationery,
linen, exercise & health aids.</i></p> | <p>5,8</p> | <p>ROYAL SILK
Royal Silk Plaza
45 E. Madison Avenue
Clifton, NJ 07015-5051
Tel: (800) 451-7455
<i>Silk blends, ladies' clothing.</i></p> |
| <p>24</p> | <p>PEPPERIDGE FARM
Mail Order Co. Inc.
P.O. Box 119 Rt. 145
Clinton, CT 06413
Tel: (203) 669-9245
Tel: (800) 243-9314
<i>Gourmet foods, gift packages.</i></p> | <p>14,24</p> | <p>S.E. RYKOFF & CO.
P.O. Box 21467
Market Street Station
Los Angeles, CA 90021-9998
Tel: (213) 624-6094
Tel: (800) 421-9873
<i>Food & cookware of distinction.</i></p> |
| <p>11</p> | <p>PETALS
1 Aqueduct Road
White Plains, NY 10606
Tel: (914) 946-8606
Tel: (800) 431-2464
<i>Silk flowers & plants.</i></p> | <p>3,5
10,13
15,19</p> | <p>SCULLY & SCULLY, INC.
506 Park Avenue
New York, NY 10022
Tel: (212) 755-2590
Tel: (800) 223-3717
<i>Exquisite & expensive gifts.</i></p> |
| <p>13,16
17</p> | <p>PLOW & HEARTH, THE
560 Main Street
Madison, VA 22727
Tel: (703) 948-7010
<i>Gift items for country living.</i></p> | <p>5,8
18</p> | <p>SERENDIPITY
Palo Verde at 34th
P.O. Box 27800
Tucson, AZ 85726-7800
Tel: (602) 748-8600
Tel: (800) 972-1000
<i>Ladies' clothing & accessories.</i></p> |
| <p>8,10
12,13</p> | <p>POTPOURRI
120 North Meadows Road
Medfield, MA 02052
Tel: (508) 359-5440
<i>Arts & crafts-handcrafted
merchandise-gift items.</i></p> | <p>5,13
19</p> | <p>SEVENTH AVENUE
1112 Seventh Avenue
Monroe, WI 53566
Tel: (608) 324-7070
Tel: (800) 356-9000
<i>Gifts, collectibles, personalized
accessories & more.</i></p> |
| <p>3,16</p> | <p>PUBLISHERS CENTRAL
BUREAU
One Champion Ave./Dept. 169
P.O. Box 900
Avenel, NJ 07001
Tel: (201) 382-7960
<i>Books, records, tapes,
video cassettes-bargain prices.</i></p> | <p>10,13
17,26</p> | <p>SHARPER IMAGE, THE
P.O. Box 7031
San Francisco, CA 94120-7031
Tel: (800) 344-5555
<i>Computer gifts, exercise
equipment, sports products, etc.</i></p> |
| <p>17</p> | <p>RAMSEY OUTDOOR
226 Route 17, P.O. Box 1689
Paramus, NJ 07653-1689
Tel: (201) 261-5000
<i>Outdoor & camping gear.</i></p> | <p>5,8
13</p> | <p>SKETCHES
1265 Oakbrook Drive
Norcross, GA 30093
Tel: (404) 449-3103
<i>Gifts, ladies clothing &
accessories.</i></p> |
| <p>14,22</p> | <p>RENOVATOR'S SUPPLY, THE
Renovator's Old Mill
Millers Falls, MA 01349
Tel: (413) 659-2211
<i>Home furnishings, hardware.</i></p> | <p>17</p> | <p>SMITH & HAWKEN
25 Corte Madera
Mill Valley, CA 94951
Tel: (415) 383-6399
<i>Garden furniture, tools, books.</i></p> |

CATALOGUE HOUSES

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| <p>10,13
21</p> | <p>SMITHSONIAN INSTITUTION,
THE
P.O. Box 2456
Washington, DC 20073-0006
Tel: (703) 455-1700
Tel: (202) 357-1826
<i>Unusual gifts & jewelry, toys,
games, books, puzzles & more.</i></p> | <p>20</p> | <p>STATIONERY HOUSE
INC., THE
P.O. Box 1391
1000 Florida Avenue
Hagerstown, MD 21740
Tel: (301) 739-4487
Tel: (800) 638-3033
<i>Stationery supplies,
personal & business.</i></p> |
| <p>13,20</p> | <p>SORMANI CALENDARS, INC.
Box 403
Greenwich, CT 08836-0403
Tel: (203) 531-7400
<i>Calendars, post cards, other
gift items.</i></p> | <p>1,13
14</p> | <p>STURBRIDGE YANKEE
WORKSHOP
Blueberry Road
Westbrook, ME 04092
Tel: (800) 343-1144
<i>Traditional American gifts,
reproductions.</i></p> |
| <p>13,16</p> | <p>SPENCER GIFTS
601 Spencer Building
Atlantic City, NJ 04811
Tel: (609) 645-3300
<i>Numerous novelties.</i></p> | <p>24</p> | <p>SUNNYLAND FARMS, INC.
Willson Road at Pecan City
P.O. Box 8200
Albany, GA 31706-9401
Tel: (912) 883-3085
<i>Pecans, nuts, candy &
dried fruit.</i></p> |
| <p>2,5,6
7,8
13,14
15</p> | <p>SPIEGEL
P.O. Box 7623
Chicago, IL 60680-7623
Tel: (312) 986-7500
Tel: (800) 345-4500
<i>Full catalogue line.</i></p> | <p>24</p> | <p>SWISS COLONY, THE
1112 - 7th Avenue
Monroe, WI 52566
Tel: (214) 869-3000
<i>Gourmet cheeses, foods
& gift assortments.</i></p> |
| <p>5,7,8
13,17</p> | <p>SPORTING LIFE, INC., THE
P.O. Box 9136
5302 Eisenhower Avenue
Alexandria, VA 22304
Tel: (703) 823-1500
Tel: (800) 336-9222
<i>Men's & ladies' traditional
& sporting apparel & gifts.</i></p> | <p>5,8</p> | <p>TALBOT'S
175 Beal Street
Hingham, MA 02043
Tel: (617) 749-7830
Tel: (800) 992-9010
<i>Classical women's clothing
& accessories.</i></p> |
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12,18</p> | <p>SPORTSPAGES
3373 Towerwood Drive
Dallas, TX 75234
Tel: (214) 484-8900
Tel: (800) 527-3166
<i>Ladies' clothing & accessories,
jewelry & shoes.</i></p> | <p>13</p> | <p>TAPESTRY
Unique Merchandise Mart
Building 46
Hanover, PA 17333-9333
Tel: (717) 633-3333
Tel: (800) 972-5858
<i>Up-class variety gifts.</i></p> |
| <p>11</p> | <p>SPRING HILL NURSERIES
Catalogue Division
6523 North Galena Road
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<i>Perennials, flowers, bulbs,
houseplants & more.</i></p> | <p>5,8
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P.O. Box 805
New Haven, CT 06503
Tel: (203) 777-4200
<i>Ladies clothing, accessories
& shoes.</i></p> |

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355 E. Conestoga Rd.
P.O. Box 206
Wayne, PA 19087-0206
Tel: (215) 293-3683
<i>Miscellaneous gifts.</i></p> | <p>12 VANITY FAIR (S.A. Peck & Co.)
55 E. Washington St., Suite 539
Chicago, IL 60602
Tel: (312) 977-0300
Tel: (800) 235-3000
<i>Diamond jewelry manufacturers & importers.</i></p> |
| <p>13,15 TIFFANY & COMPANY
801 Jefferson Road
Parsippany, NJ 07054
Tel: (201) 428-0570
Tel: (800) 452-9146
<i>Very expensive jewelry & gifts.</i></p> | <p>2,5,7 VERMONT COUNTRY STORE,
8,14 THE
16,18 P.O. Box 3000
Manchester Center,
VT 05255-3000
Tel: (802) 362-2400
<i>Country variety; clothes, shoes, linens, cooking accessories.</i></p> |
| <p>5,8 TOG SHOP, THE
17,18 715 Lester Square
Americus, GA 31710
Tel: (912) 924-9371
<i>Women's apparel & shoes.</i></p> | <p>5,8 VERY THING, THE
13 P.O. Box 3005
Winterbrook Way
Meredith, NH 03253-3005
Tel: (800) 642-0001
<i>Ladies' fashions, gifts & accessories.</i></p> |
| <p>2 TOUCH OF CLASS
Huntingburg, IN 47542
Tel: (812) 683-3707
Tel: (800) 457-7456
<i>Bedding & accessories.</i></p> | <p>7,8 WEAR-GUARD CORP.
17,18 Hingham, MA 02043
Tel: (800) 343-4406
<i>Rugged casual wear for men & women.</i></p> |
| <p>8,13 TRIFLES
15,19 P.O. Box 620050
20,21 Dallas, TX 75262-0050
23 Tel: (214) 484-1297
Tel: (800) 527-0277
<i>High-end gifts & ladies' fashions.</i></p> | <p>14 WILLIAMS-SONOMA
P.O. Box 7456
San Francisco, CA 94120-7456
Tel: (415) 421-4242
<i>Cookware items.</i></p> |
| <p>3,13 TROLL FAMILY GIFT
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100 Corporate Drive
Mahwah, NJ 07430
Tel: (201) 259-8000
<i>Stationery, children's books & tapes, gift items.</i></p> | <p>13,14 WINE ENTHUSIAST, THE
70 Memorial Plaza
P.O. Box 39
Pleasantville, NY 10570
Tel: (714) 747-3170
Tel: (800) 228-2028
<i>Wine & food accessories.</i></p> |
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245 Farmingdale Rd., Rt. 109
Babylon, NY 11702
Tel: (516) 669-3523
Tel: (800) 645-5830
<i>Flowers, bulbs, citrus & exotic fruit.</i></p> | <p>12,13 WINTERTHUR MUSEUM &
14 GARDENS
Catalogue Division
100 Enterprise Place
Dover, DE 19901
Tel: (800) 441-8229
<i>Gift items.</i></p> |
| <p>11 VANDERBURG
Black Meadow Road
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Tel: (914) 469-2633
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Route 145, Heritage Park
P.O. Box 931
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*Gourmet gadgets & cooking
tools.*

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OF NEW MEXICO
5604 Almeda Place Northeast
Albuquerque, NM 87113
Tel: (505) 821-0500
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Craftsmen's tools & supplies.

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