

# INDEPENDENT Home Improvement SHOW

POWERED BY: **INHS**

**AUGUST 13 - 15, 2019**  
**MCCORMICK PLACE,**  
**CHICAGO, IL**

The Independent Home Improvement Show (IHIS) is uniquely designed to give leading manufacturers the opportunity to sell directly to an audience of ONLY independent retailers. Independent retailers have cumulatively the biggest buying power in the industry so this is the perfect setting to be able to spend more time with your buyers and educate them on your products and pricing programs that aren't available for big box, chains, e-retailers etc. IHIS is where the extensive home improvement industry comes together in one place because of one goal: to support the future and business development of independent retailers.

## DID YOU KNOW?

There are over **31,000** Independent Retailers in the US



**1/3** of all Independent Retailers are located in the Midwest



**Entirely home improvement, exclusively independent.**

## YOU NEED TO BE AT IHIS BECAUSE...

The Show is launching in August alongside the Independent Garden Center Show (IGC), the industry's largest trade show and conference for independent garden center owners, managers and buyers.

Between IHIS and IGC, there are **4,000-6,000** Independent Retailers expected to be in attendance

**88%** of retailers plan on expanding existing product lines

**64%** of independent retailers plan on adding **new** product lines



Retailers consider in-person meetings at trade shows one of the best ways for manufacturers or distributors to inform them about new niches and products!

## TYPES OF INDEPENDENT RETAILERS EXPECTED:

- |                             |                       |                     |                        |
|-----------------------------|-----------------------|---------------------|------------------------|
| Automotive                  | Farm/Ranch Retailer   | Internet/Catalog/   | Plumbing               |
| Building/Lumber Material    | Flooring Retailer     | E-commerce Retailer | Pool & Spa Retailer    |
| Decorating/Design Retailer  | Hardware Store        | Kitchen & Bath      | Sporting Goods         |
| Discount Store/Dollar Store | Home Decor/Housewares | Paint Retailer      | Supermarket/Drug Store |
| Electrical                  | Importer/Exporter     | Pet Stores          | Wallcovering Retailer  |

Co-located with:



FOR MORE INFORMATION, PLEASE CONTACT:

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