

Monday
January 18
Arrival Day

Tuesday
January 19
Registration
Education Seminars
Exhibitor Set Up
Member Reception

Wednesday
January 20
Registration
Education Seminar
Trade Show Begins
Annual Business Meeting

Thursday
January 21
Registration
Education Seminars
Trade Show Concludes
Reception & Awards Banquet

Friday
January 22
Exhibitor Tear Down
Demonstrations

22nd Annual

International

**KITE
TRADE
SHOW**

January 19-21, 2010

Primm Valley Resorts
Primm, Nevada



First, a couple of words to the sponsors of the hospitality events:

THANK YOU!

*This is a unique combination of Manufacturers, Wholesalers and Retailers!
The Association would like to thank them and we hope each of you will take the time to do the same.
Their financial contribution helps offset many of the association's Trade Show costs and their support
of the association and industry is commendable.
Association sponsors can be recognized by their colored sponsor badges.*

Gold Sponsors (\$500)

*In The Breeze
Kitty Hawk Kites
Premier Kites, Inc.
Revolution Enterprises, Inc.*

Silver Sponsors (\$200)

*Cameo Management Solutions, Inc.
HQ Kites & Design USA, Inc.
Into The Wind, Inc.
Kite Loft, Inc.
New Tech Kites
Sea Side Kites, Inc.
Second Wind*

Bronze Sponsors (\$100)

*Cohasset Imports
Fish Creek Kite Co.
Flying Smiles Kites
Rehoboth Toy and Kite Co.
Unique Flying Objects
William Mark Corporation*

PRODUCT DEMONSTRATIONS

Demonstration times & procedures will be announced at the Tuesday Evening Welcome Reception. Two Second Wind kite team members will assist the demonstration chair in showing retailers the basics of flying single, dual and quad line kites. Additionally they will demonstrate how to assemble the various wind products and toys and show you how to demonstrate them to YOUR customers.



Schedule of Events

Primm, Nevada January 19-21, 2010

MON Jan 18	TUE Jan 19	WED Jan 20	THUR Jan 21	FRI Jan 22
Arrival Day	8:00 am - 10:00 pm Registration 8:00 am - 10:00 pm Exhibitor Setup 11:00 am - 12:00 pm Board Meeting 12:30 pm - 1:00 pm Retail Boot Camp 1:30 pm - 3:00 pm The Write Way	8:00 am - 5:00 pm Registration 8:00 am - 10:00 am Town Hall: Meeting of the Minds 10:30 am - 5:00 pm Trade Show	8:00 am - 4:00 pm Registration Product Idea Exchanges 8:00 am - 9:00 am Focus on: Kites 9:00 am - 10:00 am Focus on: Toys & Interesting Stuff 10:30 am - 4:00 pm Trade Show	Departure Day
Evening	6:00 pm - 7:30 pm Opening Reception	5:30 pm - 7:00 pm Annual Business Mtg.	7:00 pm - 8:30 pm Awards & Banquet	

When you have concluded your time at the Trade Show, we would appreciate you recycling your badge in the receptacle located near the Trade Show exit door.

Just look for the “Recycle” symbol - and thank you for participating!



BADGES: Colors & Codes

- Yellow: Exhibitors
- Clear: Retailers
- Orange: Manufacturers/Wholesalers
who are not exhibitors
- Blue: Miscellaneous (Staff,
Guests, Media)
- TSO: Trade Show Only



Convention Programs



VOTING

If you haven't placed your vote (one per company) for the 20th Annual KTAI awards, check with the registration desk to obtain a ballot. In addition, your registration packet contained ballots for Best Booth and Best New Product Introduced at the Show; you may also turn those ballots in at the registration desk.

IMPORTANT!

SMOKING

Smoking is not allowed in the Trade Show or in any of the KTAI meetings.

PHOTOGRAPHY

Photography and/or videotaping equipment are not to be used except by permission of the exhibitor whose product is being photographed/videotaped, and only when the exhibitor is present.

CHILDREN

Children under the age of sixteen (16) are not allowed on the Trade Show Floor.

RETAIL BOOT CAMP NEW ATTENDEES & "OLDIES BUT GOODIES"

Tuesday 12:30 pm - 1:00 pm

Join KTAI trade show veterans to get some insider "Tips & Tricks" to attending the Trade Show and Convention. This fun, informal gathering of networking and socializing has a purpose!

This is a great opportunity for first time attendees to meet KTAI members before all the formal activity begins. In this informal session you'll get useful information (Where are the bathrooms? Am I allowed to bring food into the workshops? How do I get the best value out of the trade show?) and make a few new friends! So bring your questions and join us!

Whether this is your first trade show or your 22nd, you are invited to join us to share your "Tips & Tricks" and to welcome our new attendees!

THE WRITE WAY

Tuesday 1:30 pm - 3:00 pm

You know what to say when you're selling a kite to a customer, or promoting your business in the community. But does something get lost in translation when you put words on paper? Are you using your writing most effectively to grow your business? From press releases to brochures to in-store communication, this fun, interactive workshop will explore ways to use the written word to increase your bottom line! You are encouraged to bring samples of your promotional materials for feedback and/or to share best practices.

MEETING OF THE MINDS

Wednesday 8:00 am - 10:00 am

These are tough economic times that are affecting everyone. Join your Board of Directors for an open & frank discussion on a variety of topics facing our industry today. As the economic climate continues to be uncertain, this will be a year for taking stock. The course of the discussion will be determined by you, the Members, and will be moderated by the KTAI Board of Directors. We encourage all members to attend, and we invite you to submit topics in advance as well. Help us determine the direction our Association will take in the coming year. Together, we can soar to new heights.

PRODUCT IDEA EXCHANGE: THE KTAI WAY

KITES TOYS AND INTERESTING STUFF

Thursday 8:00 am - 10:00 am

KITES: If you carry kites and wind related items in your store, or you manufacture those items and want to hear what the retailers think of those products, then this is the seminar for you. In this hour, we will focus solely on kites and wind items and get each other's feedback about those items we've sold in the past or have seen at the Trade Show. You'll have a whole day of Trade Show buying left to add some of those hot products that you may have missed! One of the best values the Kite Trade Association has to offer is this incredible opportunity to see products through each other's eyes!

TOYS AND INTERESTING STUFF: Do you carry toys and interesting stuff? Have a hot selling item you'd like to share with everyone? Please bring ideas, product and contact information as well as an enthusiastic attitude to one of our favorite topics: what sells, and what doesn't! The laughter is sure to fill the halls when one of our members demonstrates their best selling product! This product is so hot that we have asked the facility managers to turn up the air conditioning for this hour! Want to know what item this shopkeeper orders on a monthly basis, and then has to make a waiting list for? It's....going to be revealed in this workshop, and one lucky attendee will get to take it home! Come play the **K.T.A.I.** way! This seminar could be the catalyst to making your bottom line sky high!

Trade Show Exhibitors

MEMBERSHIP INFORMATION

Kite Trade Association
International
PO Box 443
Otis, OR 97368

Phone: 800-243-8548

541-994-9647

Fax: 503-419-4369

Email: info@kitetrade.org

Web: www.kitetrade.org

The Kite Trade Association International shall not be held liable for the information contained or omitted herein, nor do we verify that the information is correct.

STAY CONNECTED

www.kitetrade.org

Visit the **KTAI** web site regularly for the most recent developments in kiting. It's a great resource for members and is filled with current information you can use anytime, day or night.

Bookmark it today!

REPORT CARD

Your opinion counts! Your registration pack contains a "Report Card". Tell us how we did, return the report card by 2/28/10 to be eligible to win \$50.00!!!

It's that simple!!!

\$50.00

American Kitefliers Association

PO Box 1614
Walla Walla, WA 99362 USA
P: (800) 252-2550
F: (800) 252-2550
aka@aka.kite.org
www.aka.kite.org
Booth#: 312
Reps: Barb Meyer
Gayle Woodul

Stop by the AKA booth for samples of resources to share with your customers, including pamphlets on how to fly and National Kite Month. Ask about the Affiliated Member Merchant Program with the largest kiting organization in the world!

Arrowcopter Inc.

PO Box 1807
Hollister, CA 95024 USA
P: 831-634-0145
F: 831-634-0167
info@arrowcopter.com
www.arrowcopter.com
Booth#: 108
Reps: Betty Evanoff
Kathy Evanoff

Proudly MADE IN THE USA, Arrowcopter is a fantastic flying toy, fun for all ages! Arrowcopter soars up to 300 feet and gently copters down to earth. When the wind isn't blowing and you can't fly your kites, launch an Arrowcopter!

Cohasset Imports

3827 100th St SW Ste D
Lakewood, WA 98499 USA
P: 253-565-1144
F: 253-564-0474
greg@cohassetgifts.com
Booth#: 107
Reps: Richard Perkins
Barbara Perkins

Cohasset designs, imports and distributes patio and home décor gift items. We are best known for our uniquely designed bamboo wind chimes. Best selling wind chimes from our bobbing head line include Abby©, Annie© & Rodney©. In 2009 we introduced a completely new product, Cohasset Bells. See them all at CohassetGifts.com.

Flying Wings Kites

1141 Ringwood Ct., Ste 130
San Jose, CA 95131 USA
P: 408-955-9804
F: 408-955-9808
tafapqi@aol.com
www.flyingwingskites.com
Booth#: 211,310
Reps: Edward Chen
CJ Chen

Time is tough for business and we want to help. Come and speak to us for programs and products that can help your store. We are in this together.

Gomberg Kite Productions

Box 113
Neotsu, OR 97364 USA
P: 541-996-3083
F: 541-994-9692
info@GombergKites.com
www.GombergKites.com
Booth#: 300,302
Reps: David Gomberg
Susan Gomberg
Mike Oswald
Jackie Oswald

Classic kites, creative line art and killer prices! Check out our newest designs and proven best-sellers.

Goodwinds.com

2816 Old Hwy 99 S Road, Suite 4
Mount Vernon, WA 98273 USA
P: 206-632-6151
F: 206-633-0301
info@goodwinds.com
www.goodwinds.com
Booth#: 304
Reps: Leland Holeman
Amelia Cook
Roger Holeman

Description: American-made carbon and fiberglass rods and tubes. Kite connectors, line, fabric, tapes, other parts. Great wholesale and quantity discounts.

Trade Show Only Specials are part of the benefit you get as an attendee, ask an exhibitor what they offer!

Trade Show Exhibitors

Great Winds Kite Company

312 N 83rd St.
Seattle, WA 98103
P: 206-297-1317
F: 206-297-1502
ken@greatwinds.com
www.greatwinds.com
Booth#: 111
Reps: Ken Conrad
Suzanne Sadow

Excellent, easy, flyable kite kits for classes and events: Our Frustrationless Flyers(tm) and improved 2010 Fly-mes® along with our own high-quality winders with line are the answer! We also do brilliant digital fabric printing for designers and special projects.

HQ Kites & Designs USA, Inc.

134 Freedom Ave.
Powells Point, NC 27966 USA
P: 888 318 3600
F: 888-848-4592
chris@invento-hq.com
www.hq-kites-usa.com
Booth#: 100,102,104
Reps: Tim Baxmeyer
Chris Shultz
Melanie Pargmann

Join us Wednesday evening, immediately after the KTAI Annual Business Meeting, when we host a going away party for Tim & Melanie as they return to the mutterland.

In The Breeze

P.O. Box 6417
Bend, OR 97708 USA
P: 541-389-1417
F: 541-389-5478
bill@inthebreeze.com
www.inthebreeze.com
Booth#: 101,103,105,200,202
Reps: Bill Dual
Debbie Schomberg
Ryan Dual

Please stop by our booth and see what is new for 2010. We have over 180 new items, many of them are new kites. You will also be able to see what is still available from Go Fly A Kite. Exhibitors and retailers are both welcome to stop by for a snack. We have 2 great show specials that will only be good at the trade show so stop and see if we can't make you lots of money. In attendance will be Bill, Debbie and Ryan.

International Connections

835 Weldon Rd.
Santa Barbara, CA 93109 USA
P: 805-963-2964
F: 805-965-7090
rakesh@superdvd.com
Booth#: 311
Reps: Rakesh Bahadur
Anwar Khan

For over 27 years we have made the kite and toy business our business.

Into The Wind

1408 Pearl Street
Boulder, CO 80302 USA
P: (303) 449-5356
F: (303) 449-7315
kites@intothewind.com
www.intothewind.com
Booth#: 204,206
Reps: George Emmons
Mary Ann McVay
John Curry
Paul Kusler

Sell the kites we promote in our catalog in your store. Working with Christoph Fokken, George Peters and other designers, ITW Kites are the result of 30 years of experience in what flies best.

Kitelife.com / Team iQuad

1236 N. Killingsworth Street
Portland, OR 97217 USA
P: 503-890-0280
webmaster@kitelife.com
www.kitelife.com
Booth#:
Reps: John Barresi
Takako Barresi

Online magazine and community for kitefliers since 1998, Kitelife offers industry-specific advertising, web design & hosting.



Liston Concepts

1151 S. Redwood Rd., Ste 104
Salt Lake City, UT 84104 USA
P: (801) 972-8282
F: (801) 972-8338
jen@liston.com
www.lunastix.com
Booth#: 106
Reps: Jennifer Parry
Alan Parry

Lunastix are the smoothest playing juggling/game sticks on the market. Combining unique artistic hand painted styles, superior quality of Easton Aluminum & suede leather, and expert detail to provide the highest quality flower sticks on the market.

Magnum Enterprises, LLC

PO Box 3861
Rapid City, SD 57709
P: 605-719-9485
info@rubberbandguns.com
www.rubberbandguns.com
Booth#: 307
Reps: Dan Smith

Magnum Enterprises, LLC has been in the rubber band gun business since June of 1992. We offer the world's finest lines and most extensive selection of rubber band pistols and rifles. With over 100 styles they range from tiny single shot pocket pistols to full size multi shot Gatling Guns.

New Tech Kites

7208 McNeil Drive, Suite 207
Austin, TX 78729 USA
P: 512-250-0485
F: 512-258-7461
info@newtechkites.com
www.newtechkites.com
Booth#: 201,203,205
Reps: Michael Lin
Rob Cembalest
Cassie Shook

Get the red carpet treatment at NEW TECH KITES See stunning new designs and fantastic new products. Marvel at key price reductions.

Trade Show Exhibitors

Premier Kites, Inc.

5200 Lawrence Pl
Hyattsville, MD 20781-1037 USA

P: 301-277-3888

F: 301-277-3323

jdaniels@premierkites.com

www.premierkites.com

Booth#: 217,314,316

Reps: Val Deale
Albert Lim
Tom Savage
James Daniels

Premier Kites proudly presents three booths of the most exciting products in the show! Come see our spectacular new Collections' kites as well as many new designs in the entry level category. Also original this year is a new line of smaller spinners, holiday spinners and a dazzling expanded line of decorative glass products.

Prism Designs, Inc.

4214 24th Ave. W
Seattle, WA 98199 USA

P: (206) 547-1100

F: (206) 547-1200

info@prismkites.com

www.primskites.com

Booth#: 210

Reps: Mark Reed
Brent Carlson

While high-tech stunt kites make our heritage and provide our most technical design challenges, these days we work to bring the joy of flight to the more casual user as well. Whether you're are looking for the perfect single-line family outing, the challenge of ripping up the sky with a stunt kite, or the exhilaration and thrill of a power kite, Prism offers exquisitely crafted, innovative designs for every budget.

Prismatix

324 Railroad Ave.

Hackensack, NJ 07601 USA

P: 201-525-2800

F: 201-525-2828

prismatix1@gmail.com

www.primmatixinc.com

Booth#: 306

Reps: Ira Salomon
Miriam Salomon

Personalized room signs, pirates, parking signs, humorous sign programs and NEW brightly colored ear buds for iPods and MP3 players.

Revolution Enterprises, Inc.

12170 Dearborn Pl.
Poway, CA 92064 USA

P: 858-679-5785

F: 858-679-5788

Revkites@aol.com

www.revkites.com

Booth#: 39,43

Reps: Lolly Hadzicki-Ryno
Joe & Dave Hadzicki
Barry "Bazzar" Poulter
Ben D'Antonio

If you want to sell kites; stock Revolutions! How do we make it happen? SUPPORT Sales Support: Team iQuad, Travel, and Free Lessons. Information Support: Our Rev Forum is second to none. Rev experts from all over the world will help you from Adjustments to Zing flips. Service Support: Our kites are made in the USA and we are in the USA. Call Lolly or Ben. We've been doing this for 21 years, we can help! Rev is the Word. Join us.

Skydog Kites, LLC

220 Westchester Rd
Colchester, CT 06415 USA

P: 800-243-3370

F: 860-365-0214

jim@skydogkites.com

www.skydogkites.com

Booth#: 113,115,117,212,214,216

Reps: Jim Christianson
Jim Cosca
Cheryl Morris
Frank Morrill
Dodd Gross
Scott Sierakowski
Randy Tom
John Perusse

Visit Skydog Kites and experience the best selection of top quality, easy flying single line, sport kites, and wind decor at affordable prices. Stop by our booth, we are ready to deliver!

South Bay Sportswear

2323 Industrial Pkwy. West
Hayward, CA 94545 USA

P: 510-732-9008

F: 510-732-9009

joe_southbay@yahoo.com

www.southbay-sports.com

Booth#: 215

Reps: Fitali Rusli

We are a Mom's, Ladies', and Children's sportswear company with a lot of interesting items in fleece, knits, and jackets for the kite enthusiast.

Truebite, Inc.

2590 Glenwood Rd.
Vestal, NY 13850 USA

P: 607-785-7664

F: 607-785-2405

truebite@truebite.com

www.fotofiles.com

Booth#: 207

Reps: Treva Hickling

Two sided, full color process nail files. You can personalize it with any picture, image or your company information. Use your own images or choose from our stock designs.

William Mark Corporation

112 N. Harvard Ave., Suite 229
Claremont, CA 91711 USA

P: 909-608-7340

F: 909-949-8108

xzylomail@aol.com

www.flyingproducts.com

Booth#: 309

Reps: Mark Forti
Andrea Forti Zabel

William Mark Corporation, proud creator of "Radical Flying Toys". Come check out our new products! Best known for the X-zylo, this can be thrown over 200 yards! Our product's among the best flying toys on the market!

Windspeed Pro

3870 W. Russell

Las Vegas, NV 89118 USA

P: 702-736-1476

F: 702-798-0621

customerservice@awindowofchange.com

www.awindowofchange.com

Booth#: 305

Reps: Kent Kingston
Daelyn Kingston
Ann Pereira

Manufacturer & Distributor of the best built, high-end full race kite buggies. Designed for the serious kite buggier. Available in powder coated chrome molly & carbon steel, or, hand polished stainless steel. Made in the U.S.A.

Getting the most out of the Trade Show?

- Take advantage of the opportunity to view the hottest products on the market for 2010!
- Learn directly from the manufacturers the best ways to market and merchandise their products!
- Take advantage of show specials and other discounts not available to anyone except those in attendance!
- Test products before you purchase them!
- Build relationships with suppliers and network with your peers!
- Take advantage of the educational seminars!
- Combine an important business trip with a fun filled trip to a beautiful resort in Primm, Nevada!
- Hit a casino, go shopping, fly a kite or two and have a little fun on the Las Vegas strip!



2008 Award Winners

(Presented in 2009)

**DAVID CHECKLEY LIFETIME
CONTRIBUTION AWARD**
Bill Dual & Debbie Schomberg
In The Breeze

WHOLESALER OF THE YEAR
Revolution Enterprises

RETAILER OF THE YEAR
Into The Wind

BEST NEW KITE
Giant Star
HQ Kites & Designs

**BEST NEW PRODUCT THAT IS
NOT A KITE**
My Mystery UFO
William Mark Corp.

**BEST NEW PRODUCT
INTRODUCED AT THE SHOW**
Flitter Fairies
William Mark Corp.

**BEST WHOLESALE
PROMOTIONAL EFFORT**
Premier Catalog
Premier Kites, Inc.

BEST RETAIL PROMOTIONAL EFFORT
Into The Wind Catalog
Into The Wind

BEST BOOTH
Skydog Kites

**OUTSTANDING KITE FESTIVAL
AKA Convention, Gettysburg, PA**

2009 Board of Directors

PRESIDENT

Elaine Leitner

VICE PRESIDENT

Lolly Hadzicki-Ryno

SECRETARY/TREASURER

Mike Hale

DIRECTORS

Mary Ann McVay

John Barresi

Bill Dual

IMMEDIATE PAST PRESIDENT

David Gomberg

Past Presidents

2009	Elaine Leitner
2007-2008	David Gomberg
2006	Don Dixon
2005	Chris Shultz
2004	Rick Kligman
2002-2003	Lolly Hadzicki-Ryno
2000-2001	Brian Smith
1998-1999	David Gomberg
1997	Judy Neuger
1996	Maggie Vohs
1994-1995	Jay Knerr
1992-1993	Andy King
1990-1991	Robert J. Mileti
1988-1989	Michael McFadden
1986-1987	Daniel Prentice
1983-1985	Bill Ochse