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Concepts

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WinnovCompanies



Winnov Companies-New Source for International Product Makers

One Supply Chain Management Company goes Above and Beyond by Offering Sales and Customer Compliance

Dallas, Texas (February 8, 2007) – Many supply chain management solution companies consult on one or more of the following components of supply chain management: strategy, sourcing, manufacturing, logistics, and returns. Dallas-based Winnov Companies Inc. is the first complete in-house supply chain solutions company for the retail consumer product industry to execute all phases of supply chain management—typically resulting in dramatically reduced costs for the company given that all phases can be handled by one entity. Plus, Winnov has a proven track record of being able to increase their clients' sales due to their strong relationships with retailers as well as address Customer Compliance (dramatically decreasing costs through recovery or reduction of chargebacks and sales) both of which increase revenue for their clients. Winnov is poised to bring products to market from suppliers all around the world. Its North American office has the capability to serve as the headquarters for foreign and domestic product makers for all stages of supply chain management and beyond.

Winnov's strength lies in its access to more than 1,500 employees worldwide, led by former football coach and Columbus, Ohio, native Frank Blateri whose team-building talents work well with his clients, retailers and employees at all levels. Winnov

Companies' CEO Frank Blateri brings over 25 years of experience. He is responsible for gaining new business and maintaining international relationships for the company.

Prior to Winnow, Blateri served for 15 years as CEO of Aloha Housewares and led the company to achieving significant awards and recognition by the world's top retail chains Sears and Wal-Mart. Due to longstanding relationships, exceeding expectations and managing retailers, many of Winnows' clients have won 'Supplier of the Year' Awards from national retailers like Wal-Mart USA as well as their international divisions.

Blateri is now speaking to many U.S. and foreign chambers of commerce and trade organizations about taking advantage of emerging industries, new trends within the supply chain industry and building strong foundations for conducting international business. Winnow has already established connections between foreign companies and major retailers like Wal-Mart to bring new products like fans, heaters, lighting, home products and furniture.

Winnow specializes in providing customers the most difficult, time-consuming and expensive tasks such as accounting, customer service, collections, logistics, returns, and customer compliance at dramatically reduced prices while also increasing revenue for their clients through additional sales, unique applications of forecasting and increased revenue through customer compliance collection. On one shipment alone, Winnow's Customer Compliance Department helped recover \$150,000 from the retailer where only a portion of funds had been paid for the inventory received.

Recently, Winnow developed a new market out of India for a company of 500 employees that is the top exporter of fans from India worldwide. They had never done business with the U.S. before 2005. In less than two years, the company saw revenues jump from zero to four million.

“Frank is positive and gives us confidence in dealing with major retailers. He is trustworthy and gives clear advice based on sound strategy,” said G. Shankar. *“The company has the knowledge and infrastructure to provide start to end seamless service. U.S. expansion forces us to improve our methods, technology and processes to be able to successfully compete in the U.S. and these changes add to our bottom line in India. His*

insights into our product development helped us increase our product's profit margins, develop a new product and assist us in sales."

With Winnow's expertise and global operations in place in four continents, their India client has been paid on-time by the retailers, they are compliant with all import regulations and they have established relationships with local suppliers and warehousing so they could meet any immediate needs quickly. They also were able to reduce lead times by 20 percent, which also helped to dramatically increase revenue. Winnow has also helped them to create a new product line in the past year for U.S. retailers.

Due to its strong established relationships with clients and retailers like Target, Home Depot, Lowe's, Tru-Value, Sears, Wal-Mart, and Meyer, Winnow is able to reduce lead times, forecast trends in fulfillment, aid in package and product design and consult on customer's buying habits. Winnow can also establish supplier relationships for foreign product companies, which helps grow foreign companies while also helping them to keep some of the monies within the foreign economy-boosting foreign markets and creating a competitive environment for increased private business and job growth.

Winnow Companies, Inc. is privately-owned and operated company in Dallas, Texas. It is the world's only full-service, complete, Supply Chain Solutions Company. It offers unique solutions that assist clients in the entire logistical process from product design and patenting to marketing and distribution of products on a global scale. Winnow leverages its worldwide presence and international operating systems for the company's clients. For more information visit www.winnowinc.com

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