



Your International Sales Team

Expanding into International markets is expensive, time consuming and very difficult terrain to maneuver for US-based manufacturers. Success doesn't come easy. H2W, a combination wholesaler/manufacturer rep business, offers their principals a strong, independent and professional network of sales representatives and stocking distributors worldwide.

H2W makes it simple and economical for a select few manufacturers to expand internationally and outsource their field sales. Markets are penetrated quicker and bottom line returns are larger.

OUR MISSION

To sell proven products through a network of professionals and maximize profits for our principals, sales representatives and distributors throughout the world.

OUR STRATEGY

- Offer a select group of US based manufacturers an international sales team.
- Develop a network of international sales reps and distributors that are 100% committed to selling our products.
- Develop sales and Marketing plans with our principals and co-ordinate plan execution with our sales network.
- Utilize current sales training aids and techniques to educate and train our sales reps and distributors.
- Provide principals with market feedback, competitive activities and marketing ideas.
- Target and attain sales goals.

WHY H2W?

H2W's CONSOLIDATION PROGRAM is a guaranteed winner. No longer will International distributors need to buy full containers from one US manufacturer to have a landed cost that is competitive. H2 will consolidate orders of products from our entire range of manufacturers. They can mix a 40HQ container with any number of the various products represented by H2W.

EXPERIENCE

- Michael P. Hobin, founder of H2W, is a proven winner in the international arena. He has 30 years experience as President and CEO of a US manufacturer of products sold in the environmental, safety and industrial fields.
- Mike established manufacturing facilities in Europe and Asia, as well as a global distribution network.
- In 2006, Mike was awarded the Ernst & Young "Entrepreneur of the Year" in manufacturing.

