



**Make ITI your China manufacturing office.**  
Bring the benefits home to America.

**ITI Provides Timely Delivery and Guarantees Exceptional Quality.**

ITI sources and delivers custom-manufactured components and finished goods of all sizes, shapes and materials. Delivered prices regularly save ITI customers 20-30%.

Talk with ITI about **"Making it in China" today**. Find out if overseas manufacturing – complete with satisfaction guarantee – is the smart move for you.

Call ITI for a **FREE quote**: 888-574-6823

## China Manufacturing Case Studies



**Bolaball** is a highly-addictive game that has been sweeping across backyards, picnics and barbecues throughout the United States and Canada. It's a game of skill, similar to horseshoes, where competitors hurl a Bolaball (two balls connected with a string) onto a ladder with three horizontal bars.

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Since the 1940s, Lee Manufacturing has been bringing time-saving solutions to kitchens all across America and around the world. They are the originators of family favorites like Lee's Corn Cutter and Creamer, Lee's Mr. Pea Sheller, Lee's Cabbage Cutter, the unique Dynamic Nutcracker and the "ever-amazing" Kinetic Kracker.

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As one of the most innovative potted plant accessories manufacturers around, **Plant Stands, Inc.** offers a host of different solutions for plant lovers. Their highly-effective plant stands and "Lazy Susan" plant turners are engineered for stain protection and convenience. Imagine never having to worry about potted plants staining your carpet, wood floors or decking – ever again!

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**The Angeles Group®: Manufacturer of early-childhood products.** When Angeles Corp. founder Claude Tindell began building and selling tricycles school to school from his station wagon back in 1958, he probably never dreamed his company would eventually do business on a worldwide scale.

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**Microlight Corporation: Manufacturer of medical laser devices to treat soft tissue pain.** When Microlight started doing business with ITI back in 2002, it did so in an effort to stay competitive while still keeping its laser device affordable for medical distributors and practitioners. The partnership let Mike Barbour, Microlight's founder and president, focus on marketing, while ITI concentrated on manufacturing and quality control details.

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**Wood Ventures: Manufacturer of wooden vents for heating and air conditioning ducts.** With orders backed up and irritated customers breathing down its neck, The Wood Ventures™ Company had its back against a wall.

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**Jensen Company: Manufacturer of fireplaces.** Wisconsin-based Jensen operates a sheet metal stamping and fabricating business as well as a business that markets ready-to-assemble decorative fireplace systems. Jensen produced its metal fireboxes in its Wisconsin plant; wood mantel pieces were fabricated in Guatemala. On the one hand, it needed to reduce the production costs of the metal fireboxes. On the other, the Guatemala factory could not handle high-volume production.

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**Dixie Poly Drum Corporation: Industrial platform manufacturer.** Based in South Carolina, Dixie is a small American company that looks for every edge to stay in the game – and win. They identified one of their fork-liftable work platforms as the perfect opportunity to benefit from manufacturing in China.

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**She-Edison LLC: Lawn tool inventor/marketer.** The company's patented SnapBagger® leaf collector helps lawn and garden workers accomplish two bagging steps in a single tool: holding the bag open, and filling the bag. It uses the new concept of taking the bag to the leaves in a unique shoveling motion.

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**Lap Belt Cinch: Products that enhance seatbelt safety, control and comfort.** Lap Belt Cinch Inc. invented and developed a small device that clips onto the seatbelt of a sports car, giving the seatbelt many of the benefits of a race harness without the cost and hassle.

And when tested, it turned out this simple device added significant safety and comfort to traditional seatbelts.

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**Vinamor: Maker of the Vinamor wine aerator.** The Vinamor wine aerator is a glass and stainless steel, hands-free device for letting wine breathe properly, allowing wine enthusiasts to get more enjoyment out of each glass of wine. Made of stainless steel and glass, the product is dishwasher safe and exceptionally easy to use.

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