



About Earl & Brown

History:

After 30 years as a Manufacturers' Representative of Industrial and Consumer products, we started a distribution division in 1992. The representative businesses were soon sold to key employees. We now service over 300 accounts throughout the United States. Our customer list includes the largest Ecommerce resellers in the world.

Internet Fulfillment:

Our internet fulfillment business is custom built for any size customer. All of our customers receive same day shipping. That includes sending them their tracking numbers and invoices. Through the use of our custom software databases, we are able to receive and transmit customer order information seamlessly for small, medium and the very largest of accounts. Inventory feeds are sent as customers require. For some they wish them daily while others receive them every fifteen minutes. Our web sites report inventory up to the minute. Our smaller customers can order their product online using our ordering site, www.1800radio.com. We provide toll-free customer technical support for both retailers and end-users.

We specialize in assisting manufacturers that want to go to market with the large Ecommerce companies but do not have the capability of doing individual drop shipments.

Facilities & Infrastructure:

Earl & Brown will be moving to our third location by mid 2007 after outgrowing our current location in just under 3 years. Our new facility is world class. It will provide us with several times more office and warehouse space with some of the latest security and product handling equipment. This will allow us to increase our product offerings and maximize our efficiency.



Earl & Brown Team

Product Managers:

Each of our product lines is assigned a Product Manager. Every Product Manager is responsible for managing all aspects of each product line. This insure our customers with a constant flow of product and exceptional customer service.

Product Manager Line Responsibilities:

Eric Arnsberg	Audiovox, Motorola Two-Way, Delphi, Belkin, Altec Lansing, Pioneer, AGT, Escort
Lori Brown	Giant International, Lexar, Motorola Cordless & Blue Tooth, Hampton Forge, Maverick and all Pet lines
Sheri Fanning	Coby, Moen, Panasonic, Philips, Cobra
Rex Frieze	Skullcandy
Heidi Whitney	Oregon Scientific, Lifeline First Aid

Sales Team:

Our major accounts sales team consists of Larry Brown and Lori Brown. Larry and Lori are responsible for presenting new products and product lines to our top level accounts while growing our existing products and product lines. Larry and Lori have extensive experience designing winning promotions for our major accounts.

Our independent sales team includes Allen Andrews and Michael Cushman. Allen and Michael make joint sales calls, train, and create promotions for our independent retailers.

Support Team:

Eldon Berg provides all of the technical support for Earl & Brown. Eldon has created several pieces of custom software that allow Earl & Brown to fulfill product for leading internet companies.

	www.furminator.com	Pet Grooming Products
	www.petmate.com	Pet Care Products
AUDIOVOX	www.audiovox.com	XM Receivers & Accessories
BELKIN.	www.belkin.com	XM Accessories
	www.beltronics.com	Radar/Laser/Safety Detectors
	www.cobra.com	Communications, GPS & Radar
	www.cobyusa.com	Consumer Audio & Video Electronics
DELPHI	www.delphi.com	GPS, XM Receivers & Accessories
	www.escortradar.com	High-Performance Radar Detectors
	www.lifelinefirstaid.com	First Aid Kits, Lifestyles Bottles, AAA Automotive Kits
	www.lexar.com	Flash Drives, Memory Cards, Card Readers, MP3
	www.motorola.com	Communications & Blue Tooth Accessories
	www2.oregonscientific.com	Time & Weather Products, Fitness, Learning
	www.panasonic.com	Personal Care Products
	www.philips.com	Audio & Computer Accessories
	www.pioneerelectronics.com	GPS, XM Inno & Accessories
	www.skullcandy.com	MP3/CD Players, Watches, Headphones