

ARTS OF ECUADOR



2023



Arts of Ecuador is a not-for-profit business. When you purchase our products, you help build home-based Ecuadorian family businesses that promise them and their children a brighter future. Income beyond what is needed to pay expenses is dedicated to an educational fund for the children of our artisans.



We are currently supporting post-secondary education for the children of Fernando Males. Ambar, on left, is a 2nd year Cosmetology student. Fernanda, right, is in the 3rd year of medical school.



The Morales family, Rene, Lucila, Mabel and Koya, were our first hat making family and have been invaluable in helping to design many of our hats. The Arts of Ecuador Educational Fund is currently supporting English lessons for Koya and is financing an Intensive English Course for Mabel in the United States. Mabel is planning on returning to Ecuador and a career in tourism.



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THE ARTS OF ECUADOR STORY

By Founders Christine and Bill Dean

We are a retired couple, who, in 2013, decided to spend the winter in Ecuador. We discovered this South American nation to be a strikingly diverse and beautiful country with warm, hospitable people. But we also found that good jobs and a reliable income are difficult to come by for most Ecuadorians. We wanted to do something to help. But what?



While visiting local markets, we were attracted to the artistry and quality of the handicrafts we saw. We learned that most items are made in home workshops where artisans often toil 12 to 18 hours a day, seven days a week, just to provide for their family's basic needs. But even with long hours and hard work, there is no guarantee that they will be able to sell their handicrafts for a fair price.

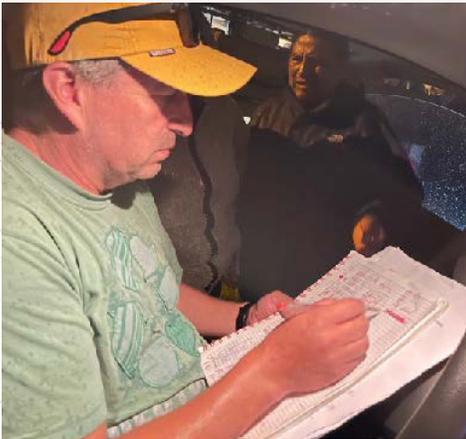


We founded Arts of Ecuador to help these families by purchasing their products at a fair price and marketing them in the United States. We settled on our product line of hand-crafted wool animal hats, Tagua keychains, and colorful coin purses. We work closely with the families to design unique products that will appeal to the American market and, at the same time, provide them with a stable source of income. We also emphasize products and production processes that are environmentally friendly, sustainable and do not adversely impact wildlife habitat.



OUR MAN IN ECUADOR

We could not deliver the quantity or quality of hand-made hats that we do without Fernando, our man in Ecuador. Fernando recruits and trains each artisan to make sure they can produce the quantity of hats requested while meeting all our quality requirements. He also buys the yarn and other supplies like stuffing and lining fabric, estimates what is needed, and distributes it to the families. Finally, he collects all the finished hats, attaches labels, packages them in packets of five, and delivers them to our shipper. Thank you, Fernando, for all you do!



In the years since we started Arts of Ecuador, the company has grown well beyond our initial expectations. Today the unique animal hats and other products you see in this catalog can be found in more than 100 gift shops across the nation, ranging from Alaska to New England and Florida. Many of them are in zoos and aquariums. To all of you, our dealers, representatives, clients and customers, we and the artisan families who lovingly make these wonderful gift items, extend our heartfelt thanks.



ANIMALS OF THE AMERICAS

ANIMALS OF THE AMERICAS

**Available
April, 2023**



Black Bear
KC011 (youth)
AKC011 (adult)



NEW!
Grizzly Bear
KC011C (youth)
AKC011C (adult)



NEW!
Polar Bear
KC011B (youth)
AKC011B (adult)



Beaver
KC010 (youth)



Bison
KC044 (youth)



Bobcat / Lynx
KC043 (youth)
AKC043 (adult)



Cougar
KC038 (youth)
AKC038 (adult)



Coyote
KC054 (youth)
AKC054 (adult)



Bald Eagle
KC019 (youth)
AKC019 (adult)



NEW!
Golden Eagle
KC019B (youth)



NEW!
Red Fox
KC023 (youth)
AKC023 (adult)



Gray Husky
KC006H (youth)
AKC006H (adult)



Tan Llama
KC034A (youth)



Brown Llama
KC034B (youth)



NEW!
Moose*
KC022 (youth)
AKC022 (adult)



River Otter
KC056 (youth)



Gray Owl
KC041 (youth)
AKC041 (adult)



Brown Owl
KC042 (youth)
AKC042 (adult)



NEW!

Puffin
KC059 (youth)
AKC059 (adult)



Raccoon
KC012 (youth)



Turtle
KC035 (youth)



Gray Wolf
KC006 (youth)
AKC006 (adult)



Red Wolf
KC006B (youth)

All our animal hats are knit of 100% sheep's wool and lined with a soft, stretchy acrylic lining. American Animals are available in youth size at \$10 per hat, and some in adult size at \$11.00 per hat. A minimum order of 24 is required, but American Animals may be mixed with hats from other categories and prices to achieve a total of 24 hats.

**The youth Moose hat is available at \$12.00 per hat.
The adult Moose hat is available at \$13.00 per hat.*



EXOTIC ANIMALS

EXOTIC ANIMAL HATS



Elephant
KC027(youth)



Giraffe
KC025 (youth)



Kangaroo
KC048 (youth)



Orange Lion
KC007A (youth)



Tan Lion
KC007B (youth)



Monkey
KC029 (youth)



Red Panda
KC004B (youth)
AKC004B (adult)



Tiger
KC020 (youth)



Sloth
KC045(youth)
AKC045 (adult)

The Exotic animal hats are knit of **100% sheep's wool** and lined with a soft, stretchy acrylic lining.

Exotic animals are available in **youth size at \$10 per hat.**

The **Red Panda and Sloth** are also available in adult size at **\$11.00 per hat.**

A minimum purchase of 24 is required, but these hats may be mixed with hats from other categories and price points to achieve a total of 24 hats.



Zebra
KC0026 (youth)



FARM ANIMALS

Available
April, 2023



Cow
KC036 (youth)



Brown Goat
KC033A (youth)



Black and White Goat
KC033B (youth)
AKC033B (adult)



Pig
KC024 (youth)



White Sheep
KC037A (youth)



Gray Sheep
KC037B (youth)

Farm animals are available in **youth size at \$10 per hat**. The **Black Goat and White** is also available in an **adult size at \$11 per hat**.

A **minimum purchase of 24 hats is required**, but farm animals may be mixed with hats from other categories and at other price points to achieve a total of 24 hats.

TODDLER ANIMALS



Chick
KC047T (toddler)



Gray-Faced Lamb
KC037BT (toddler)



Teddy Bear
KC046T (toddler)



Tiger
KC020T (toddler)



White Lamb
KC037AT (toddler)



Zebra
KC026T (toddler)

Toddler animals are available in **Toddler size at \$9.00 per hat**.

A **minimum purchase of 24 is required**, but Toddler animals may be mixed with hats from other categories and price points to achieve a total of 24 hats.

Note: Toddler hats are slightly smaller than youth size hats and are intended to fit children from 1 to 3 years of age.

AQUATIC CREATURES

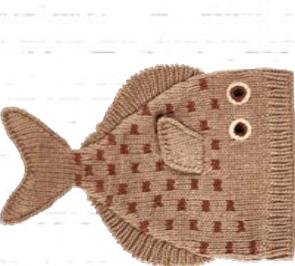
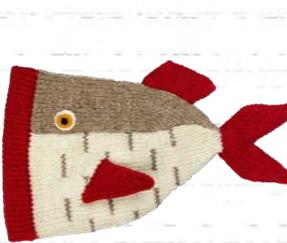
All the aquatic creature hats shown on this page are knit of 100% sheep's wool and lined with a soft, stretchy acrylic lining. They are available in the sizes indicated.

Aquatic Birds and Mammal Hats

 <p>Penguin KC055 (youth)</p>	 <p>River Otter KC056 (youth)</p>	 <p>NEW! Sea Otter KC056B (youth) AKC056B (adult)</p>	 <p>NEW! Puffin KC059 (youth) AKC059 (adult)</p>
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Aquatic hats above are **wholesale priced at \$10 per youth hat and \$11 per adult hat**. A minimum purchase of **24 hats is required**, but these hat designs may be mixed with hats from other categories and price points to achieve a total of 24 hats.

Fish, Orca, and Sea Turtle Hats

 <p>NEW! Halibut KC064 (youth) AKC064 (adult)</p>	 <p>NEW! Orca KC065 (youth) AKC065 (adult)</p>	 <p>NEW! Salmon KC058 (youth) AKC058 (adult)</p>	 <p>Shark KC053 (youth) AKC053 (adult)</p>
 <p>Sea Turtle KC057 (youth) AKC057 (adult)</p>	 <p>Muskie KC050 (youth) AKC050 (adult)</p>	 <p>Bass KC051 (youth) AKC051 (adult)</p>	 <p>Northern Pike KC052 (youth) AKC052 (adult)</p>

Fish, Orca, and Sea turtle hats are **wholesale priced at \$12 per hat for youth size and \$13 for adult size**. A minimum purchase of **24 is required**, but designs may be mixed with hats from other categories and price points to achieve a total of 24 hats.

FANTASY ANIMALS

All fantasy hats pictured are **youth size** and knit of **100% sheep's wool** and lined with a soft, stretchy **acrylic lining**. They are **wholesale priced at \$10 per hat**. A minimum purchase of **24 hats is required**, but Fantasy designs may be mixed with hats from other categories to achieve a total of 24 hats.



Blue Owl
KC013C



Pink Owl
KC013D



Gray Bunny
KC005A



Pink Bunny
KC005D



Badger
KC017



Gopher
KC014

A NOTE ON HAT SIZING:

Toddler size hats measure 17" in circumference but stretch to 19"

Youth size hats are 19" in circumference, but stretch to 22"

Adult size hats are 20" in circumference, but stretch to 23"

BOBBLEHEAD ANIMALS



Minimum order: 1 dozen assorted

Price: \$1.50 each (\$15/dozen) SKU BH099 Suggested retail: \$3.00-\$5.00

HAND CARVED NATURAL TAGUA STATUETTES

Originally created by Eddy Covena exclusively for the National Eagle Center and the International Owl Center, these hand carved statuettes are now available to your customers!



Photos shown are approximately one half the actual size.

Wholesale Prices

Minimum Order: 1 Dozen

Owl, small	NTS001A	\$5.00 / ea
Owl, med	NTS001B	\$6.00 / ea
Eagle	NTS002	\$7.50 / ea

Suggested Retail

Minimum Order: 1 Dozen

Owl, small	\$12.95
Owl, med	\$14.95
Eagle	\$17.95

WHAT IS TAGUA?

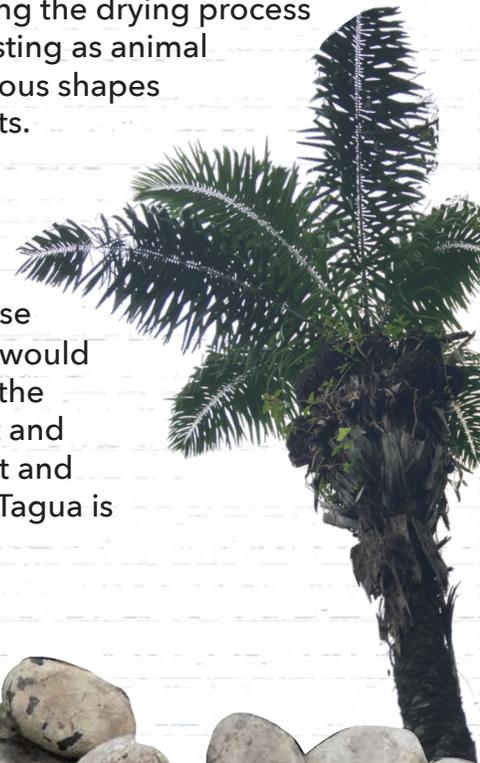


Tagua, also called vegetable ivory, is a type of coconut that comes from the Tagua Palm tree. The coconut milk in the Tagua seeds solidifies during the drying process becoming as hard and long-lasting as animal ivory. It can be carved into various shapes to produce a variety of products.

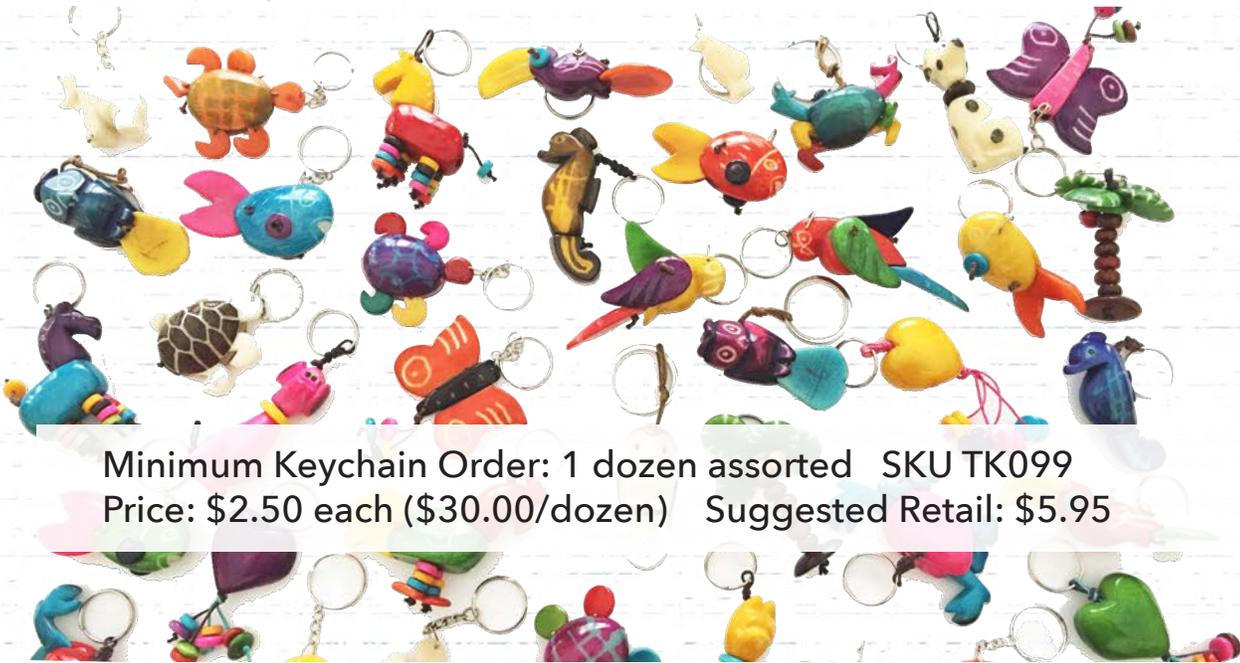
Every year each Tagua tree produces bushels of pods containing Tagua nuts.

Harvesting and processing these

nuts provides employment for many families that otherwise would have no source of income. In addition, Tagua contributes to the preservation of the rain forest because natives no longer cut and clear the rain forest for fields. Instead, they care for the forest and Tagua trees that provide their only source of income. Today Tagua is often used as a replacement for elephant ivory.



TAGUA KEYCHAINS



Minimum Keychain Order: 1 dozen assorted SKU TK099
 Price: \$2.50 each (\$30.00/dozen) Suggested Retail: \$5.95

PREMIUM HAND CARVED NATURAL TAGUA KEYCHAINS

Master craftsman **Eddie Covena** has hand-crafted these beautiful natural Tagua animal keychains for those who are looking for something really special. Each features a genuine leather cord with the metal key ring.

Minimum Order: 1 Dozen Suggested Retail: \$12.95 and up

Dolphin

Land Turtle

Shark

Sea Turtle



Bald Eagle

Penguin

Polar Bear



Wholesale Prices

Dolphin	NTK006	\$4.50
Land Turtle	NTK002	\$4.50
Shark	NTK007	\$4.25
Sea Turtle	NTK008	\$4.25
Bald Eagle	NTK004	\$6.00
Penguin	NTK003	\$4.00
Polar Bear	NTK009	\$4.50

COIN PURSES

Our coin purses of genuine organic leather and colorful Ecuadorian fabrics are great for credit cards, business cards, coins or cash—anything you want to organize in a purse, backpack or pocket. Organic leather is eco-friendly. The tanning process uses no synthetic chemicals, only the bark and leaves of the Guaranga tree.

LEATHER AND FABRIC



Small: One zippered compartment
3.5" X 4.5" SKU CP002 \$3.00 / ea

Large: Two zippered compartments
4.5" X 5.5" SKU CP001 \$3.75 / ea

ALL LEATHER



One zippered compartment
3.5X 4.5" SKU Tan CP003T \$3.75 / ea
SKU Black CP003B \$3.75 / ea

Minimum quantity: 6 of a single style

GIFT BAGS

These attractive bags for wine and small gifts are hand-crafted of colorful Ecuadorian fabric. Wine bags contain a cardboard form with a hole-punch to make a hanging display easy. Our Small Gift Bags at 4" tall and 3" in diameter are the perfect size and presentation for our keychains, Bobblehead animals, jewelry or other small items.



Wine Gift Bags
\$3.50/each
Minimum order: 1 dozen



Small Gift Bags
\$2.00/each
Minimum order: 1 dozen

PRODUCT DISPLAY STANDS

TAGUA KEYCHAIN STAND

This display comes complete with 60 assorted Tagua keychains and the illustrated placard telling the Tagua story.

The full display stand is \$145.



ANIMAL HAT TREE

Our animal hats sell best when displayed on a hat tree similar to the one shown.

The tree shown displays **35 hats** and a placard telling the story of the families that make them. It is easy to assemble and each level rotates separately. The entire tree is on wheels, making it easy to move and store. The wheels can be locked down, if desired.

The price for the hat tree is \$130. If you order 60 hats and the tree, we offer **free shipping**.

THREE WAYS TO ORDER!

 **BY EMAIL:** Send an email with your purchase order to wdeanmn@gmail.com or 49cadean@gmail.com.

 **BY PHONE:** Reach us at our office or cell numbers to order!
OFFICE: (952) 513-7268
BILL CELL: (612) 718-1855
CHRISTINE CELL: (612) 750-8387

 **ON OUR WEB PAGE:** You can set up a wholesale account and order directly from our website: www.artsofecuador.com

Be sure to specify size and color where applicable. Thank you!



 **Vive Bien**™



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