

# ARTS OF ECUADOR

2024





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, Tamia and Koya, were our first hat making family and have been invaluable in helping design many of our hats. The Arts of Ecuador Educational Fund is currently providing English lessons for daughters Tamia and Koya. Tamia is currently pursuing a career in tourism. Koya is a high school Freshman and is also receiving educational support from Arts of Ecuador for her school uniforms and other school supplies.



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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.



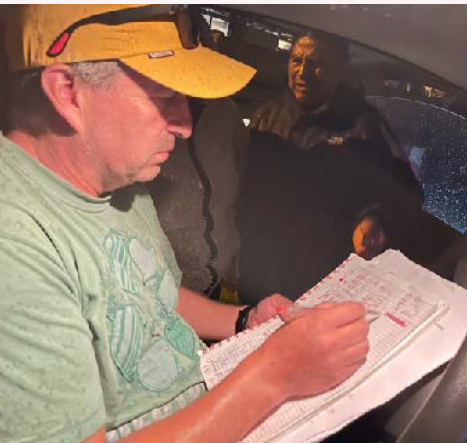
We founded Arts of Ecuador to help these families by purchasing their products at a fair price and marketing them in the United States. We settled on our product line of hand-crafted wool animal hats, Tagua keychains, and colorful coin purses. We work closely with the families to design unique products 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



**NEW!**

Andean Bear  
Youth **KC049** \$10  
Adult **AKC049** \$11



Black Bear  
Youth **KC011** \$10  
Adult **AKC011** \$11



Grizzly Bear  
Youth **KC011C** \$10  
Adult **AKC011C** \$11



Polar Bear  
Youth **KC011B** \$10  
Adult **AKC011B** \$11



Beaver  
Youth **KC010** \$10  
Adult **AKC010** \$11



Bison  
Youth **KC044** \$10  
Adult **AKC044** \$11



Bobcat / Lynx  
Youth **KC043** \$10  
Adult **AKC043** \$11



Cougar  
Youth **KC038** \$10  
Adult **AKC038** \$11



Coyote  
Youth **KC054** \$10  
Adult **AKC054** \$11



Bald Eagle  
Youth **KC019** \$10  
Adult **AKC019** \$11



Golden Eagle  
Youth **KC019B** \$10  
Adult **AKC019B** \$11



**NEW!**

Peregrine Falcon  
Youth **KC067** \$10  
Adult **AKC067** \$11



Red Fox  
Youth **KC023** \$10  
Adult **AKC023** \$11



Gray Husky  
Youth **KC006H** \$10  
Adult **AKC006H** \$11



Tan Llama  
Youth **KC034A** \$10  
Adult **AKC034A** \$11



Brown Llama  
Youth **KC034B** \$10  
Adult **AKC034B** \$11





**NEW!**  
Loon  
Youth **KC071** \$12  
Adult **AKC071** \$13



Moose  
Youth **KC022** \$12  
Adult **AKC022** \$13



River Otter  
Youth **KC056** \$10  
Adult **AKC056** \$11



Gray Owl  
Youth **KC041** \$10  
Adult **AKC041** \$11



Brown Owl  
Youth **KC042** \$10  
Adult **AKC042** \$11



**NEW!**  
Snowy Owl  
Youth **KC068** \$10  
Adult **AKC068** \$11



Raccoon  
Youth **KC012** \$10  
Adult **AKC012** \$11




**NEW!**  
Reindeer/Cairbou  
Youth **KC072** \$12  
Adult **AKC072** \$13



Turtle  
Youth **KC035** \$10  
Adult **AKC035** \$11



**NEW!**  
Black Wolf  
Youth **KC069** \$10  
Adult **AKC069** \$11



Gray Wolf  
Youth **KC006** \$10  
Adult **AKC006** \$11



Red Wolf  
Youth **KC006B** \$10  
Adult **AKC006B** \$11

All animal hats are knit of 100% natural sheep's wool with a soft, stretchy acrylic lining. **A minimum order of 24 hats per order is required**, but these hats may be mixed with hats from other groups to achieve a total of 24 hats.





# EXOTIC ANIMALS



Elephant  
Youth **KC027** \$10  
Adult **AKC027** \$11



Giraffe  
Youth **KC025** \$10  
Adult **AKC025** \$11



Kangaroo  
Youth **KC048** \$10  
Adult **AKC048** \$11



Orange Lion  
Youth **KC007A** \$10  
Adult **AKC007A** \$11



Tan Lion  
Youth **KC007B** \$10  
Adult **AKC007B** \$11



Monkey  
Youth **KC029** \$10  
Adult **AKC029** \$11



Red Panda  
Youth **KC004B** \$10  
Adult **AKC004B** \$11



Tiger  
Youth **KC020** \$10  
Adult **AKC020** \$11



Sloth  
Youth **KC045** \$10  
Adult **AKC045** \$11



Zebra  
Youth **KC026** \$10  
Adult **AKC026** \$11

All Exotic Animal hats are knit of 100% natural sheep's wool with a soft, stretchy acrylic lining and wholesale priced as shown. **A minimum purchase of 24 hats is required**, but Exotic Animal hats may be mixed with hats from other categories to achieve a total of 24.





# FARM ANIMALS



**NEW!**

Burro  
Youth **KC066** \$11  
Adult **AKC066** \$12



Cow  
Youth **KC036** \$10  
Adult **AKC036** \$11



Brown Goat  
Youth **KC033A** \$10  
Adult **AKC033A** \$11



Black and White Goat  
Youth **KC033B** \$10  
Adult **AKC033B** \$11



**NEW!**

Pig  
Youth **KC024** \$10



White Sheep  
Youth **KC037A** \$10



Gray Sheep  
Youth **KC037B** \$10

All Farm and Toddler Animals are knit of 100% natural sheep's wool with a soft, stretchy acrylic lining. All hats on this page have wholesale priced as shown. A minimum purchase of 24 is required, but Farm and Toddler Animals may be mixed with hats from other categories to achieve a total of 24 hats.

# TODDLER ANIMALS



Teddy Bear  
Toddler **KC046T** \$9



Tiger  
Toddler **KC020T** \$9



White Lamb  
Toddler **KC037AT** \$9



Gray-Faced Lamb  
Toddler **KC037BT** \$9



Zebra  
Toddler **KC026T** \$9



Chick  
Toddler **KC047T** \$9



# AQUATIC CREATURES



Penguin  
Youth **KC055** \$10  
Adult **AKC055** \$11



Puffin  
Youth **KC059** \$10  
Adult **AKC059** \$11



Sea Otter  
Youth **KC056B** \$10  
Adult **AKC56BA** \$11



Sea Turtle  
Youth **KC057** \$12  
Adult **AKC057** \$13



**NEW!**

Beluga  
Youth **KC076** \$12  
Adult **AKC076** \$13



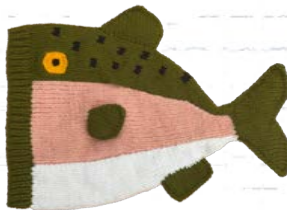
Coho Salmon  
Youth **KC058** \$12  
Adult **AKC058** \$13



Orca  
Youth **KC065** \$12  
Adult **AKC065** \$13



Shark  
Youth **KC053** \$12  
Adult **AKC053** \$13



**NEW!**

Green Chinook  
Salmon  
Youth **KC075** \$12  
Adult **AKC075** \$13



**NEW!**

Gray Chinook  
Salmon  
Youth **KC075A** \$12  
Adult **AKC075A** \$13



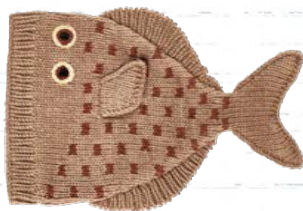
**NEW!**

Octopus  
Youth **KC073** \$12  
Adult **AKC073** \$13



**NEW!**

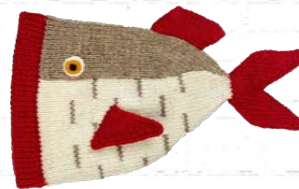
Snow Crab  
Youth **KC074** \$12  
Adult **AKC074** \$13



Halibut  
Youth **KC064** \$12  
Adult **AKC064** \$13



Bass  
Youth **KC051** \$12  
Adult **AKC051** \$13



Muskie  
Youth **KC050** \$12  
Adult **AKC050** \$13





Northern Pike  
Youth **KC052** \$12  
Adult **AKC052** \$13

All Aquatic Creature hats are knit of 100% natural sheep's wool with a soft, stretchy acrylic lining. Aquatic Creature hats are wholesale priced as shown. A minimum purchase of 24 is required, but Aquatic Creature hats may be mixed with hats from other categories to achieve a total of 24 hats.



# FANTASY CREATURES

			
<p>Blue Owl Youth <b>KC013C</b> \$10 Adult <b>AKC013C</b> \$11</p>	<p>Pink Owl Youth <b>KC013D</b> \$10 Adult <b>AKC013D</b> \$11</p>	<p>Gray Bunny Youth <b>KC055</b> \$10</p>	<p>Pink Bunny Youth <b>KC055</b> \$10</p>
			
<p>Badger Youth <b>KC017</b> \$10 Adult <b>AKC017</b> \$11</p>	<p>Gopher Youth <b>KC014</b> \$10 Adult <b>AKC014</b> \$11</p>	<p><b>NEW!</b> Sasquatch Youth <b>KC099</b> \$12 Adult <b>AKC099</b> \$13</p>	<p><b>NEW!</b> Red Nosed Reindeer Youth <b>KC078</b> \$12 Adult <b>AKC078</b> \$13</p>

All Fantasy Creature hats are knit of 100% natural sheep's wool with a soft, stretchy acrylic lining and are wholesale priced as shown. A minimum purchase of 24 is required, but Fantasy Creature hats may be mixed with hats from other categories to achieve a total of 24 hats.

# 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
Owl, large	NTS001D	\$7.00 / 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?

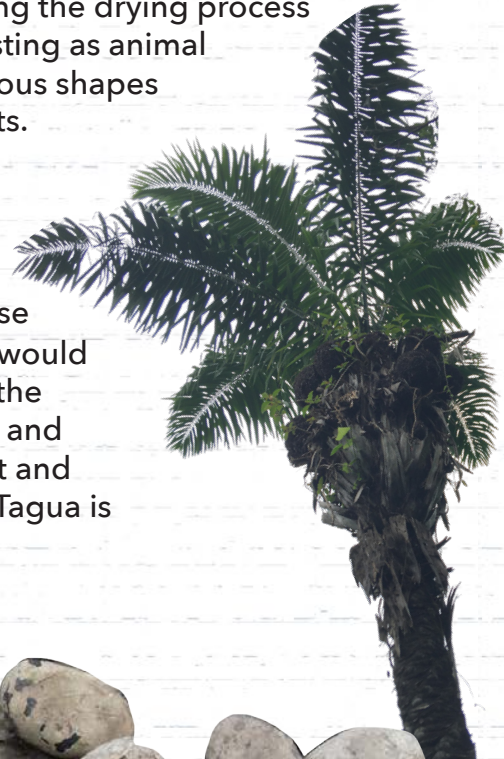


Tagua, also called vegetable ivory, is a type of coconut that comes from the Tagua Palm tree. The coconut milk in the Tagua seeds solidifies during the drying process becoming as hard and long-lasting as animal ivory. It can be carved into various shapes to produce a variety of products.

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

For those looking for something exceptional for themselves or a unique gift, master craftsman, Eddy Coveña, has created these exquisite bird and animal keychains hand carved from the natural Tagua nut. Each keychain comes with a genuine leather cord, wooden bead and metal keyring.



Minimum order 12, mix and match. Suggested retail \$8.95 to \$14.95.

### Wholesale Prices

NTK001	\$4.00
NTK002	\$4.50
NTK003	\$4.00
NTK004	\$6.00
NTK006	\$4.50
NTK007	\$4.25
NTK008	\$4.25
NTK009	\$4.50
NTK010	\$5.00



Owl NTK001



Land Turtle NTK002



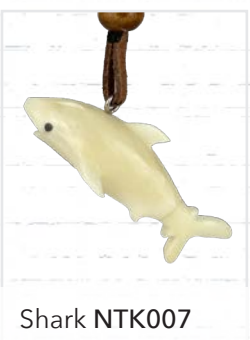
Penguin NTK003



Bald Eagle NTK004



Dolphin NTK006



Shark NTK007



Sea Turtle NTK008



Polar Bear NTK009



Wolf NTK010



# 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

# PLUSH PILLOW ANIMALS

Made by hand in a family home workshop high in the **Andes Mountains**, these cuddly plush pillow animals are a child's delight. Play with them as a plush toy, then release the fabric strap with Velcro tab, and the animal flattens to a pillow. Zipper allows stuffing to be removed for laundering. Made of 100% soft acrylic fabric and fiberfill. Machine wash. **Minimum order 6, mix or match @ \$14/each.**



Cow PPA 001



Dino PPA 002



Dog PPA 003



Lion PPA 004



Pig PPA 005



Sheep PPA 006





# 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](mailto:wdeanmn@gmail.com) or [49cadean@gmail.com](mailto: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:** Check out our online catalog and contact us directly from our website: [www.artsofecuador.com](http://www.artsofecuador.com)

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





 **Vive Bien**™



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