



# Winter Preview Booklet 2023

SPONSORED BY THE FEATURED PURCHASING POWER PLUS VENDOR PARTNERS



# WINTER PREVIEW BOOKLET

## 1 *Section One*

Vendor Partners offering an extra 5% discount to all PPP Retailers in January and at featured Winter Markets.

## 2 *Section Two*

Vendor Partners offering the standard PPP discount to all PPP Retailers.

*Our sincere appreciation is extended to all the PPP Vendor Partners, featured in this booklet, and whose sponsorship have made it possible.*

**NOTE:** Purchasing Power Plus discounts cannot be combined with any other show offerings and regular exclusions still apply. You are free to select the best offering for you. Please read the details including applicable Mart locations of each incentive, as they do vary by Vendor. Be sure to identify yourself as a PPP Retail Member Store and provide your store number to ensure your PPP discount and benefits are applied to all eligible orders.



**PURCHASING  
POWER PLUS**  
The Premier Healthcare Gift Shop Network





# FEATURED WINTER MARKETS

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## Atlanta Market

January 10 – 16, 2023 | AmericasMart, Atlanta, GA | [www.atlantamarket.com](http://www.atlantamarket.com)

## Dallas Total Home & Gift Market

January 4 – 10, 2023 | Dallas Market Center, Dallas, TX | [www.dallasmarketcenter.com](http://www.dallasmarketcenter.com)

## Las Vegas Market

January 29 – February 2, 2023 | World Market Center, Las Vegas, NV | [www.lasvegasmarket.com](http://www.lasvegasmarket.com)







# SECTION ONE

*Vendor Partners offering an extra 5% discount to all PPP Retailers  
in January and at featured Winter Markets.*





## BEEKMAN 1802

Beekman 1802 products contain 2 key ingredients: Goat Milk & Kindness. Our clean and cruelty-free bath

and body care nourishes with the healing powers of goat milk. It is rich in lactic acid, which gently exfoliates dead skin cells. Plus, it contains the same pH as human skin keeping frequently washed skin balanced. Effective formulations that are kind to the most sensitive skin.



10% Discount | (407) 351-5656  
beekman1802.com  
Opening \$500 | Reorder \$150

Atlanta: Building 2, Suite 1100 Schauben & Co  
Dallas: World Trade Center, Suite 631 The Portico Collection  
Las Vegas: Suite C-1024 Fine Lines

**VISIT OUR WEBSITE**



Hand crafted in small batches; each Betty Blu collection is beautifully infused with high quality fragrance oils. Our scents are inspired by moments...a summer breeze, a crisp fall day, lazy Sundays, the happiest of birthdays, freshly baked cinnamon rolls, long walks in the meadow, springtime showers and family holidays spent fireside. Women and family owned/operated. Made in the USA.



10% Discount | (941) 500-4089  
www.bettyblu.com  
Opening \$150 | Reorder \$150

**VISIT OUR WEBSITE**



## Bonitas International

Bonitas International

is the category creator and global leader in Identification (ID) Jewelry, taking workplace fashion to new heights. They provide, by far, the largest selection of ID necklaces, badge reel jewelry, and accessories with exceptional quality and design.



5% Discount | (888) 726-6533  
www.bonitaswholesale.com  
Opening \$200 Reorder \$150

Atlanta: Building 2, Suites 1418-1431 Diverse Marketing  
Dallas: World Trade Center, Suites 439 & 421 Diverse Marketing  
Las Vegas: Building C, Suite C768 Peterson Associates

**VISIT OUR WEBSITE**



World. Our Classic, Trend, and Baby Collections, feature the softest fabrics, delightful designs, and fresh color palettes ideal for all. Without a doubt, DOUGLAS designs and creates plush for the discerning market of today!



5% Discount | (800) 992-9002  
douglescuddletoy.com  
Opening \$150 | Reorder \$150

Atlanta: Building 2, Suite 1718 Anne McGilvray & Company  
Dallas: World Trade Center, Suite 4-478 McManemin Companies  
Las Vegas: Building C, Suite C1090 Anne McGilvray & Company

VISIT OUR WEBSITE



Welcome into your little one's life ebba, a modern baby boutique with a variety of loveable plush characters that evoke love, warmth, and comfort. Dedicated to bringing soft, wonderful products to your child, ebba introduces high quality and eco-friendly collections that help create treasured memories for you and your child.



10% Discount | (844) 588-3222  
ebbagift.com  
Opening \$150 | Reorder \$150

Atlanta: Building 2, Suite 1401

VISIT OUR WEBSITE



Harvest House is a trusted source for innovative and inspirational books and ancillary products that celebrate the best of friends, family, and faith.

BUY 6 of any title get the 7th FREE – FREE FREIGHT ON PRE-PAID ORDERS

Everyday specials: Buy 6 of any title and get the 7th FREE! FREE FREIGHT with any prepaid order, 55% on PPP purchases and net

30. Ask about the Winter 2023 Show specials

10% Discount | (888) 501-0160  
harvesthousepublishers.com  
Opening \$100 | Reorder \$100

Atlanta: Building 2, Suite 1219 The Butler Group  
Dallas: World Trade Center, Suite 200 Keith Smith

VISIT OUR WEBSITE

Follow Us on Instagram | Follow Us on Facebook





if USA, LLC designs and manufactures Award-Winning Reading, Writing and Stationery gifts that are perfect for book lovers of all ages. Their book lights,

bookmarks, book rests, stationery, magnifiers and reading glasses are wonderful additions to any gift shop as reading continues to be the #1 hobby in the world.



10% Discount | (866) 729-6160  
www.ifusa.com  
Opening \$200 | Reorder \$50

Atlanta: Building 2, Suites 1721 & 1711 Just Got 2 Have It!

Dallas: Anne McGilvray & Company at 2332 Valdina St.

Las Vegas: Building C, Suite C1090 Anne McGilvray & Company

**VISIT OUR WEBSITE**



Malden International Designs offers a wide variety of sentiment driven gifts, perfect for those special people in your life. Over 1,000 frames and home decor items for every occasion. Quality, Selection and Service - all at Great Price Points!



5% Discount | (800) 426-3578  
malden.com  
Opening \$150 | Reorder \$100

Atlanta: Building 2, Suite 1305 Southeast Marketing

Dallas: Trade Mart, Suite 1600 Cathy & Co, Inc.

Las Vegas: Building C, Suite 691 CMA

**VISIT OUR WEBSITE**

View our Catalogs



Think Medical is your one stop shop for Fashion Compression

Socks, Totes, Apparel & more. Think Medical strives to bring quality, value, and style to the workplace. When you chose Think Medical, you choose a dedicated team that is 100% committed to your satisfaction.



10% Discount | (800) 875-1244  
thinkmedsupply.com  
Opening \$50 | Reorder \$50

Atlanta: Building 3, Floor 5, Suite 2902

**VISIT OUR WEBSITE**





# SECTION TWO

*Vendor Partners offering the standard PPP Discount to all PPP Retailers.*







Blue Mountain Arts has distinguished itself in the marketplace through a warm communicative style, dense inks, rich colors, and beautiful paper. With sentimental greeting cards, books, calendars, and gifts, BMA has touched the hearts and lives of hundreds of millions of people around the world for more than fifty years.

10% Discount | (800) 525-0642  
bluemountainpress.com  
Opening \$100 | Reorder \$100

Atlanta: Building 2, Suite 1217 and 1219 The Butler Group  
Dallas: World Trade Center, Suite 439 Diverse Marketing

**VISIT OUR WEBSITE**



Boston International Inc. has been a leader in the gift industry since 1986. This design driven gift company specializes in "Celebrating the Home." For over 36 years, BI has been proud to bring consumers unique and distinctive gifts, disposable paper, decorative accessories and seasonal accents from all over the world.

10% Discount | (800) 637-5061  
bostoninternational.com  
Opening \$30 | Reorder \$30

Atlanta: Building 2, Suite 1500 Road Runners  
Dallas: Trade Mart, Suite 1743 Road Runners  
Las Vegas: Building C, Suite 1024 Fine Lines

**VISIT OUR WEBSITE**

Spring 2023 Catalog Flipbook



burton + BURTON®, a family-owned and-operated business, was founded in 1982 with a mission to offer products that provide joy and comfort. Over the past forty years, the company has grown into the largest wholesale distributor of balloons and coordinating gift products in the world. Our team combines top trends with timeless sentiments.

10% Discount | (800) 241-2094  
burtonandburton.com  
Opening \$200 | Reorder \$75

Atlanta: Building 2, Suite 728  
Dallas: Trade Mart, Suite 1121

**VISIT OUR WEBSITE**

Spring 2023 Catalog





**Mazie Mae**

Mazie Mae is Center Court's newest jewelry line. A girl can never have too much jewelry! They are fun, sparkly, and collectible. Our "Buy 2" promo encourages purchasing in multiples and makes a great gifting option for \$20. Retailers love the margins and lifetime warranty. Free display with purchase of starter package.

10% Discount (ex displays) | (574) 273-8985  
centercourtonline.com  
Opening \$50 | Reorder \$50

Atlanta: Building 2, Suite 1600 The Link Companies  
Dallas: Trade Mart, Suite 1600 Cathy & Co, Inc.  
Las Vegas: Building C, Suite C824 NEST, Inc. New Era Sales Team

**VISIT OUR WEBSITE**



Chemo Beanies was founded out of love and necessity when one sister was diagnosed after the other. She saw the dire need for a fashionable, simple, slip-on solution to the struggle of finding suitable head coverings during cancer treatments. Proudly Made in the USA, Chemo Beanies is women-owned, survivor-owned, and working hard to be available to women when they need them.

10% Discount | (866) 526-2001  
chemobeanies.com  
Opening 12 pieces Reorder 6 pieces

Atlanta: Building 3, Floor 5, Booth 1113

**VISIT OUR WEBSITE**

Follow Us on Instagram

**DEMDACO**

DEMDACO believes every product creates a conversation, and our hope is to participate in the meaningful moments of people's lives. Those moments of comfort, love and joy which aren't created but instead simply happen. Our vision is to be there during those times to Lift the Spirit in consumers, in each other and in our communities.

10% Discount (5% Willow Tree) | (888) 336-3226  
demdacoretailers.com  
Opening \$150 | Reorder \$150

Atlanta: Building 2, Suite 685  
Dallas: Trade Mart, Suite 1418  
Las Vegas: Building C, Suite C996

**VISIT OUR WEBSITE**





## DIRECT Fragrances

Direct Fragrances can help you provide your customer with their favorite fragrances,

handbags, cosmetics and even sunglasses. We welcome small orders to keep your store fresh with new items. Think of us as your warehouse supplying your stores with popular fragrances and accessories needed to make a personal style statement.

3% Discount | (800) 800-4208  
directfragrances.online  
Opening \$250 | Reorder \$250

### VISIT OUR WEBSITE

Register an Online Account Here



## GANZ®

Ganz offers a full range of design-forward home

and garden décor, holiday accents and everyday giftware-- everything to celebrate family, friends, and occasions. Our Plush and Baby Ganz lines are parent and baby approved. We're home to Crystal Expressions™, Simply Noelle fashion, Kissing Krystals, LuxuryLite LED décor and more.

10% Discount | (800) 724-5902  
www.ganz.com  
Opening \$200 | Reorder \$100

Atlanta: Building 2, Suites 1510, 1516 and 1519  
Las Vegas: Building C, Suites C912 and C999

### VISIT OUR WEBSITE



## GIFTCRAFT®

Giftcraft is your One-Stop Destination! Let us help you reach your business goals. Shop from our industry-leading selection of products in the Giftcraft Family of Brands including Fashion, Wellness, Giftware, Indoor & Outdoor Decor and Seasonal categories. Debuting Seasonal 2023, Charlie Paige FW23 and new additions to our exclusive brands.

10% Discount (ex C. Paige & Cartwheels) | (877) 387-4888  
giftcraft.com  
Opening \$250 | Reorder \$150

Atlanta: Building 2, Suite 1827A  
Dallas: Trade Mart, Suite 2727 and 2741  
Las Vegas: Building C, Suite C644 and C654

### VISIT OUR WEBSITE





## GREENWICH BAY TRADING CO.

*America's Soapmaker Since 1962*

Made in the  
USA. French-  
milled, luxurious  
vegetable soaps

and spa products enriched with shea butter, essential oils & natural extracts in captivating botanical scents. Offered factory-direct to fine retailers at substantial cost savings and with small minimum quantities, making luxury uncommonly affordable.

10% Discount | (800) 323-1209

gbsoaps.com

Opening \$9 | Reorder \$9

Atlanta: Building 3, Floor 2, Booth 2200

Dallas: World Trade Center, Booth 3105

Las Vegas: Expo, Booth E-321

**VISIT OUR WEBSITE**



Kurt S. Adler Inc. has been a leader in the holiday decor industry for 76 years and counting! The words most associated with our products are “cute” and “quality”. With over 7,000 SKUs (one third of which are brand new) in our line every year, we offer something for everyone.

10% Discount | (800) 243-9627

kurtadler.com

Opening \$350 | Reorder \$150

Atlanta: Building 1, Suite 16 A4

Dallas: World Trade Center, Suite 400

Las Vegas: Building C, Suite C-812

**VISIT OUR WEBSITE**



Owned and operated  
by an RN, we know the  
needs of the medical field,  
and their sense of humor

too! We have tons of exciting collections for 2023, like our Glitterific Resin Badge reels, which are predicted to become our new #1 seller!

10% Discount | (800) 977-4704

badgeapeel.com

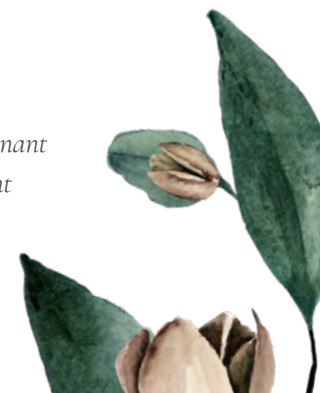
Opening \$100 | Reorder \$50

Atlanta: Building 2, Suite 652 AB RS Covenant

Dallas: Trade Mart, Suite 2214 RS Covenant

**VISIT OUR WEBSITE**

Check Out Our Catalog







*Paparazzi by Biz is generously supporting two giveaways for PPP Retailers. Visit Our Website to learn more and enter for your chance to win!*

**SELLERS**  
PUBLISHING

**RSVP**  
reach someone very personally

Sellers Publishing is an independent publisher of books, calendars, greeting cards and stationery. Our products include RSVP® everyday greeting cards, Wicked Funny® humor cards, a core line of over 150 calendar titles in seven formats, gift books, and our new High Note® Premium Collection of planners, stationery and greeting cards.

10% Discount (ex seasonal greeting cards) | (800) 625-3386  
rsvp.com  
Opening \$100 | Reorder \$75

Las Vegas: Building C, Suite C824 NEST, The New Era Sales Team

**VIEW OUR PRODUCTS**



**Transpac**  
**EVERYDAY IS A HOLIDAY™**

For over 25 years  
Transpac has been a  
leader in Home and  
Holiday Décor offering

innovative designs that provide top margin opportunities. This January, Transpac will launch their Holiday 2023 line as well as new additions to their popular line, Transpac Home & Gift!

20% Discount (on P1 Prices) | (800) 449-9903  
www.shoptii.com  
Opening \$750 | Reorder \$500

Atlanta: Building 2, Suite 1803  
Dallas: World Trade Center, Suite 239  
Las Vegas: Building C, Suite C664

**VISIT OUR WEBSITE**

**PAPARAZZI**  
by BIZ

Paparazzi by Biz offers the modern woman a range of unique outfits to express herself with effortlessly chic styles without sacrificing comfort. Our attention to detail can be seen through our intricate embroidery and patterns to compliment one's beauty. We strive to give our customers the confidence to be their true self.

10% Discount | (213) 748-2900  
paparazzibyz.com  
Opening \$100 | Reorder \$100

Atlanta: Building 3, Suite 11W126-B Jennifer Powell Showroom  
Dallas: World Trade Center, Suite 15997 Jim Scarff & Associates

**VISIT OUR WEBSITE**



# Purchasing Power Plus *Exclusive Events*

JANUARY 2023

We are thrilled to share that we will be hosting events for PPP Retailers at the AmericasMart and Las Vegas Market in January 2023! Our plans in Atlanta include a breakfast and order writing vendor floor. In Las Vegas, we will plan on an educational component, a meet and greet with PPP Vendors along with breakfast. Of course, we will fill the day with fun giveaways and opportunities to network!

**PUT THESE DATES ON YOUR CALENDAR AND  
REGISTER AT [PURCHASINGPOWERPLUS.COM](http://PURCHASINGPOWERPLUS.COM):**

Thursday, January 12th at 9 am  
(Atlanta)

Monday, January 30th at 9 am  
(Las Vegas)

We are excited to be returning to markets and for the support of the International Market Centers!

# Trade Show Pro-Tips for The Savvy Retailer

by Amy Loewenberg, Senior Relations Manager with NY NOW®, SF NOW, and American Handcrafted

*Visit our website for all the details from this summary list of pro tips!*

## PRO TIP #1

### *Plan of Action!*

Know your business and know your plan of action!

## PRO TIP #2

### *Where are you going?*

How do you figure this out what market/s are you attending? Research them!

## PRO TIP #3

### *Learn your Market!*

Once you have identified the best tradeshow for your business- learn the Market!

## PRO TIP #4

### *Know your Inventory!*

Have the most current information regarding your inventory.

## PRO TIP #5

### *What's your budget?*

Figure out your what your budget is.

## PRO TIP #6

### *Availability & Development*

Know product availability and shipping windows.

## PRO TIP #7

### *Value alignment*

It's important to know who you are working with.

## PRO TIP #8

### *Don't cut corners!*

Walk down all aisles. See every booth. Find hidden treasures!

## PRO TIP #9

### *Say Hello!*

Networking  
Social Media  
Market Events

## PRO TIP #10

### *Hydrate!*

Stay strong, comfortable, and organized.

## PRO TIP #11

### *Am I done yet?*

Just because Market is over does not mean that you are done!

## PRO TIP #12

### *Have fun!*

*Stay in Touch*



**PURCHASING  
POWER PLUS**  
The Premier Healthcare Gift Shop Network

[memberteam@purchasingpowerplus.net](mailto:memberteam@purchasingpowerplus.net) | [www.purchasingpowerplus.com](http://www.purchasingpowerplus.com) | 888.221.3367 | 5224 West State Road 46 #337 | Sanford, Florida 32771