

Network News

Trends. Savings. Community.

August/September 2023

PUBLISHED BIMONTHLY BY PURCHASING POWER PLUS
THE PREMIER HEALTHCARE GIFT SHOP NETWORK



PRODUCT LAUNCH

We are excited to share this grouping of new products launching in 2023 and 2024. Each product was chosen and submitted for this feature by our PPP Vendors. We are thrilled that through this collaborative retail community, we can foster the growth of both retailers and vendor partners. By actively engaging with our vendors, we can explore the newest products, look at demographic trends and emerging preferences; all while enabling you to make informed decisions about the products you stock!



1.



1. #1 Gifting Brand! The Simple Joy Co. features a wide selection of bath and body care products, ideal for gifting, in attractive gift packing and convenient countertop displayers from **GIFTCRAFT INC.** (10%). (877) 387-4888 giftcraft.com

2.



2. **POCKET PLUS** (10%) are lightweight portable pockets that attach with magnets-no beltloops required! The magnetic strap goes over any waistband or loops over any handlebars. Try NEW Prismatic Royal as an extra pocket! Made in USA. (319) 435-8107 pocketplusorders.info

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3. Perfectly sized to convert between a crossbody and a wristlet, the Kedzie Eclipse Wallet Crossbody from **DM MERCHANDISING** (10%) has buttery soft vegan leather and features five different pockets and a built-in wallet. (800) 548-6784 247dm.com

4. Share sunshine all year round with **ENESCO LLC'S** (10% ex TROPP & Extra Value Items) new SUNCATCHER collection. Over 40 styles to choose from including designs from Jim Shore, Disney, Etta Vee, Allen Designs and Inspirivty! (800) 436-3726 enescobusiness.com

5. Loved ones, friends or pets can grace this sweet angel photo ornament handcrafted in fine pewter from **BASIC SPIRIT** (10%) A percentage of profits helps to fund select charities. (877) 245-3821 basicspirit.com

6. Keep cool on your next outdoor adventure with the New Luminals Animal Character portable fans with integrated light from **FLIPO GROUP, LTD.** (10%). Perfect gift for any occasion and ideal for stocking stuffers. (800) 392-6966 www.flipowholesale.com

7. Part of the My World, My Play collection, the Puppy Vet set from **TOYSMITH** (10%). A soft cuddly puppy is included, with everything a young vet needs to care for their puppy! (800) 356-0474 toysmith.com

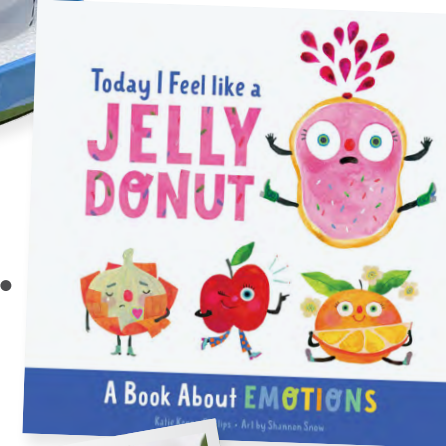
8. Elevate holiday enchantment with the new deluxe version (featuring exclusive bonus content!) of *Maybe* by Kobi Yamada from **COMPENDIUM** (10%), an all-ages picture book to encourage embracing inspiration in life's unpredictable journey. Order now for October delivery! (206) 812-1640 live-inspired.com

9. The cat's out of the bag! The adorable Frankie the Cat has joined the **HUGIMALS WORLD** (10%) family. Cat lovers of all ages: prepare for some purrrfect calming, weighted hugs! (4.5 pounds) Hugimalsworld.com

10. *Today I Feel like a Jelly Donut!* This colorful new board book from **HARVEST HOUSE PUBLISHERS** (10%) helps little ones identify their feelings by comparing 10 common emotions to a familiar food item. Buy 6 get the 7th FREE! (888) 501-0160 harvesthousepublishers.com

11. New for 2024, the Fuzzy Buddy Collection from **OUTSIDE THE BOX** (10%)! These adorable, lightweight, felt badge reels are adorned with a coordinating resin dot that has a rotating, alligator clip. Also packaged on a fun, bright card which really makes them POP! Available in 14 designs! (800) 977-4704 badgeapeel.com

12. From **KLUTZ INC.** (10%) create 18 pieces of Pokémon art that looks like stained glass! Color with double-tipped markers in ten custom colors and hang your artwork in a window and watch it light up! (888) 724-1872 klutz.com





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Working 9 to 5

In today's fast-paced world, busy working women are constantly juggling multiple responsibilities and often find themselves short on time. By carrying products that cater specifically to their needs and preferences, you can create a shopping experience that resonates with them and enhances their daily lives. Look for time-saving accessories, wellness, and self-care products, on the go beauty essentials, organizational solutions and health snacks and beverages.

1. From boardrooms to PTA meetings, let the "9 to 5" lash style from **MAGNETIC MOM LASH** (10%) become your beauty companion, enhancing your natural radiance throughout your busy day. Experience the versatility and effortless elegance that will leave you feeling empowered, just like Dolly's timeless anthem. (855) 666-5274 magneticmomlash.com

2. This plush waterfall cardigan from **LAURA JANELLE** (10%) is lightweight and soft. Cozy up with a pair of leggings and booties or take a more stylish approach and add your favorite skinny jeans and pumps – whatever look you're going for! (844) 366-6900 laurajanelle.com

3. The Distressed Tassel Tote from **SIMPLY NOELLE** (10%) is the perfect everyday bag with a simple and spacious construction. The bag has a vintage feel that effortlessly fits any trend or style. (800) 724-5902 www.ganz.com/Simply-Noelle/

4. The Posh Planner Undated Monthly Calendar from **ANDREWS MCMEEL PUBLISHING** (10% Code M0717) is perfect for keeping your months and your year organized. Small enough to fit in a purse or tote, this stylish and functional planner features 12 monthly spreads that are customizable so you can write in your own dates. (800) 851-8923 publishing.andrewsmcmeel.com

5. Write elegant prose, creative ideas, or simply the day's events in fine style with this fountain pen writing set from **OOOY LLC** (10%). Designed with penmanship in mind, the 3 black ink fountain pens in metallic Gold, Rose Gold, and Silver are perfectly matched with a slim 60-page Gold and Silver ombré journal. (760) 231-7603 ooly.com

6. **THINK MEDICAL SUPPLY'S** (10%) Grey & Pink Dots patterned compression socks are engineered using a 200 needle count construction. This results in a long-lasting compression sock that provides advanced compression in the areas you need it most, perfect for everyday use. (800) 875-1244 thinkmedsupply.com

7. The beaded magnetic strap bracelets from **CORONET JEWELRY & ACCESSORIES** (5%) are just what you need to complete the perfect outfit. The variations of black and rose gold create statement making jewelry. (800) 837-8686 coronet-jewelry.com

8. This fashionable glitter cord from **BASAN CORD** (10%) is fast charging and perfect for all your device needs. Type C and Apple compatible and comes with a Lifetime Guarantee! (888) 802-2726 basancord.com

9. Relax and unwind after a stressful day with these luxurious Goat Milk products from **SIMPLIFIED SOAP** (10%). Products contain goat's milk, honey and natural shea butter. All this and more go into making excellent moisturizers. Your skin will thank you! (361) 649-9385 simplifiedwholesale.com



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Three Questions

with Kyndall Graham, Marketing Manager at Save the Girls

What is your favorite product in the line?

My favorite line is our clip and go strap and chain wristlets and cross bodies! I love that you can be hands free and carry your phone. And with the attached zippered pouch you can carry your cash and credit cards securely.

Which item/collection is your best-seller?

Our best seller is the black strap because it goes with everything. But our leopard print is a close second.

Which item/collection is the surprise hit of the line?

The acrylic ice chain is our surprise hit! It has done so well we have added new styles and colors.

Save the Girls Touch Screen Purses

10% Discount | (800) 862-4590 | savethegirlswholesale.com
Opening \$200 | Reorder \$100

Exploring Best Sellers: PPP Vendors Unveil Top Picks

Create an inviting and diverse selection that caters to the unique needs and preferences of your customers with this exciting mix of bestselling product, as shared with us by our PPP Vendor Partners. Let's take a closer look at some of the standout products that have been making waves in the market.

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1. With a delicate hand-drawn dahlia on the front, this best-selling Bible from **HOSANNA REVIVAL** (10%), the Sierra in the ESV translation, features large journaling margins, and a sweet pink ribbon marker. (513) 226-3005 hosannarevival.com

2. The Krystal Wishes from **KURT S. ADLER, INC.** (10%) are beautiful angel shaped ornaments that represent each birthstone. Each color has a special message. Product is sold with the stand (800) 243-9627 kurtadler.com

3. **K. CARROLL ACCESSORIES** (10%) faux suede handbags and accessories, like the Taylor Tote – Oprah's Favorite Things 2022 and bestselling May and Ashley bags, offer ethical alternatives while mimicking the luxurious style and texture of traditional suede. (248) 364-2740 k-carroll.com

4. The new Cardinal Bell from **GUARDIAN BELL** (10%) has become one of their most popular designs. The "I am always with you" engraved text provides comfort and the bells are a great gift to offer good luck and protection. (207) 653-9716 guardianbell.com

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5. The Lollacup Straw Sippy Cup from **LOLLALAND** (10%) is a beloved best-seller for its innovative straw, chic design, and beautiful packaging. Customers also love that it's Made in USA! (310) 776-5655 lollaland.com

6. Discover the timeless beauty of the porcelain Little Guardian Angel Matchbox from **TWO'S COMPANY** (10%)! This sentimental and cherished trinket offers comfort and love, making it one of their top-reordered gifts. Embrace its heartfelt charm today! (800) 896-7266 twoscompany.com

7. 2023 Best Seller from **BLUE MOUNTAIN ARTS** (10%) this charming keepsake gift book is a lasting way for a very proud grandparent to let their wonderful granddaughter know she will always be a sweet part of their life. (800) 525-0642 bluemountainpress.com

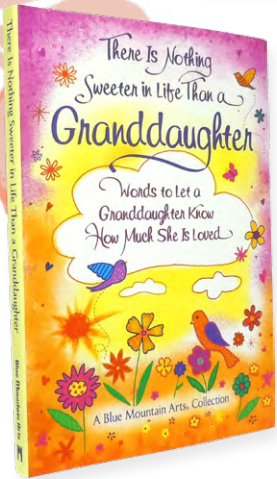
8. Colors, sparkles, and a HORN! This Unicorn plushie has it all, including sparkly wings! Cuddle with this fantastically adorable plushie from **TEXAS TOY DISTRIBUTION** (10%). Many more zoo, dinosaur, and custom plushies available. (800) 600-3500 texastoydistribution.com

9. Cozy up for the Fall and Winter with these best-selling yarn-dyed jacquard paisley kimonos from **PAPARAZZI BY BIZ** (10%) This wardrobe essential will take you from work to the weekend and beyond! (213) 748-2900 paparazzibyz.com

10. Get ready for some serious fragrance power. This bestselling fragrance, Versace Dylan Purple from **DIRECT FRAGRANCES** (3%) is a vibrant and colorful fragrance reflecting the personality of those who wear it. (800) 800-4208 directfragrances.online

11. Never lose your phone again with the Clip & Go from **SAVE THE GIRLS TOUCH SCREEN PURSES** (10%)! This multifunctional best seller allows your phone to hang at your side, hands free while the included, innovative zipper pouch can hold all other needs! (800) 862-4590 savethegirlswholesale.com

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For the Birds

Bird watching and avian appreciation has gained immense popularity in recent years, capturing the hearts of nature enthusiasts worldwide. To help you tap into this thriving market, we are sharing irresistible products for bird lovers of all ages.

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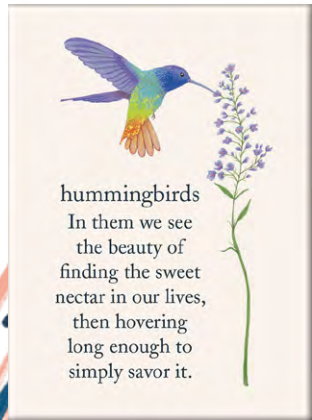


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1. Children love to discover nature's wonders, and this book from **SCHIFFER PUBLISHING LTD.** (10%) will encourage them to do just that. The book *Finding Birds in the Chesapeake Marsh* can spark a lifelong appreciation for the birds and their surroundings. (610) 593-1777 schifferbooks.com

2. **EBBA** (10%) is excited to welcome Ollie Owl! Ollie is happy to be a part of the collection, they have the cutest and softest blue plush. The cuddler plush are among the softest in their collection and give the best hugs! (844) 588-3222 ebbagift.com

3. Known for bold personalities and robust honking calls, Geese can sometimes seem intimidating, but Gwen the DLux Goose stuffed animal from **DOUGLAS CO. INC.** (5%) is anything but that! Flippy, floppy wings and velvety soft webbed feet add to the whimsical design. (800) 992-9002 douglascuddletoy.com

4. With a heartfelt message by Jodee Stevens and beautiful art by Joanne Friar the Hummingbird Magnet from **CARDTHARTIC** (10%) reminds us to savor the sweetness in every moment. (800) 814-8145 cardthartic.com

5. *Discovering the World of Bird Nests* from **FOX CHAPEL PUBLISHING** (10%) takes young readers on a unique adventure to see how all kinds of birds build a nest! Featuring stunning illustrations, educational captions, vocabulary words, cut-out accents, and hidden chambers, each turn of the page reveals more and more stunning secrets! (844) 307-3677 foxchapelb2b.com



JIGGY® Three Questions

with Meghan Pettit, Director Of Operations at JIGGY Puzzles

What is your favorite product in the line?

It's hard to choose! Currently loving "Diamonds and Daisies" and "Stargazing" -- both feel like they encapsulate a day and night of summertime fun.

Which item/collection is your best-seller?

We have a few fan favorites, but from our most recent collection "Under the Sea" and "The Blossoming" are popular. From our original collection, "Boobs" and "Bathing with Flowers" continue to be hits.

Which item/collection is the surprise hit of the line?

We have loved seeing the positive response to our JIGGY Junior puzzles -- they are 100 pieces and keep the kids entertained!

JIGGY Puzzles

10% Discount | (908) 418-8568 | jiggypuzzles.com

Opening \$250 Reorder \$150

Rising to the Occasion

As helium continues to be a challenge, burton + BURTON has put together some products that can bring some relief. They have been hard at work to bring new and different air solutions to their customers. They are excited to finally unveil their new patent pending air solution, DuoBase™. This is a game changer for air inflated options.

This hybrid base can work as a regular helium filled balloon weight AND when using the plastic

stem, a great AIR inflated base that holds an air-filled balloon with limited table space. One weight with TWO usable options.

Centerpiece weights work great for 18" standard balloons, bubbles or orbz and are super cute. These weights also works for some different shapes too.

Balloon Bases are perfect for larger balloons. The videos below provide tutorials on how using these bases with different shapes make them very versatile.



INTRODUCING



BAUDELAIRE



10% Discount | (800) 327-2324
 baudelaire.com
 Opening \$250 | Reorder \$100

For 30+ years, Baudelaire has curated artisan bath & body from around the globe. As the exclusive U.S. distributor of Provence Santé, their collections blend time-honored artistry with natural ingredients, transforming daily routines into delightful moments. With a foundation in craftsmanship, sustainability, and service, they promise affordable luxury with integrity.



ODYSSEY TOYS



10% Discount | (305) 933-4480
 OdysseyToys.com
 Opening 1 cases | Reorder 1 cases

Odyssey Toys has been inspiring fun and innovation since 1997. As a family owned and operated company partnerships are key to their mission statement. From the very beginning, their goal has been to provide customers with high-quality, well-crafted toys that are not only fun to play with, but affordable.



ROSE TEXTILES



10% Discount | (416) 789-2638
 rosetextiles.com
 Opening \$250 | Reorder \$250

As a family run business, Rose Textiles is one of Canada's longest standing wholesalers & distributors of Baby/ Children's clothing and accessories. They take care of all of baby's needs including affordable gifting concepts with inspiring elegant designs.

Buzz Worthy August Giveaway

Enter to win at purchasingpowerplus.com



GIVEAWAY 1:

Winner Receives: Earth Angel Shell Pearl Collection bracelets have a rhinestone studded, stainless steel, engravable Earth Angel charm. They are each complemented with natural shell imitation pearls. Receive 6 inspirational titles, 2 each.

Wholesale Value: \$117.00 (\$9.75 each)

Retail Value: \$239.40 (\$19.95 each)

GIVEAWAY 2:

Winner Receives: Earth Angel is a gift ready to give, complete with gift box. The Shell Aroma Lava Stone bracelets are made with genuine lava stone, silkwood, polished quartz or pink aventurine stone, and silver or rose gold plated hematite. Each bracelet is accompanied by 100% pure essential oils that will lift the spirits of that special person who receives it. 6 inspirational titles, 2 each.

Wholesale Value: \$117.00 (\$9.75 each)

Retail Value: \$239.40 (\$19.95 each)

Earth Angel by Clock it to Ya

10% Discount | (800) 848-8144 | earthangelusa.com | Opening \$200 | Reorder \$200

Buzz Worthy September Giveaway



GIVEAWAY 1:

Counter display holds 12 half dozen 5x7 greeting cards. They feature meaningful words and beautiful full-color art inside. Proudly made in U.S.A. Printed on recycled paper with 30% post-consumer waste.

Wholesale Value: \$152.70

Retail Value: \$258.48

GIVEAWAY 2:

Acrylic display holds 6 each of 3 designs of perpetual calendars. Each calendar is a beautiful way to record special birthdays, anniversaries, and life's memorable events. Printed on heavy card stock with full color art on every page, and sturdy wire-o-hanger. Proudly made in the U.S.A.

Wholesale Value: \$117.00 Retail Value: \$234.00

Leanin Tree Inc.

10% Discount | (800) 525-0846 | tradeleanintree.com | Opening \$50 | Reorder \$50

Vendor Profiles

Discovering More About Our PPP Vendors



puravida
LIVE  FREE



Pura Vida began selling hand-crafted bracelets in 2010 to help a couple of local artisans in Costa Rica earn a living. That turned into a movement that celebrated the simple things in life, or “Pura Vida.” It’s a lifestyle that’s all about slowing down and enjoying life’s little pleasures.

10% Discount | (818) 383-5207 | puravidabracelets.com | Opening \$1200 | Reorder \$250



SCOJO®
NEW YORK

SCOJO New York’s collection of luxury eyewear pairs casual comfort with the fashion freedom of the city. Embolden your look with ready-to-wear readers, sunglasses, and BluLite filtered lenses that complement every season and style, relaxed or dressy, tucked in or letting loose.

SCOJO New York frames are handcrafted from the finest componentry, from acetates to metals to feather-light plastics, designed for lasting comfort without sacrificing style. Think wearable, flattering shapes offered in a canvas of contemporary colors as varied as a 5th Avenue fashion walk. Whether you’re looking for lightweight readers or stylish sun wear or the crystal clarity of our BluLite frames, SCOJO New York offers on-trend designs for every age, gender, and lifestyle, with frequent new releases expanding an already diverse collection.

10% Discount | (888) 560-1060 | scojo.com | Opening 36 pieces | Reorder 1 pieces

Simplify Your Shipping Strategy: Smart Tips for Small Businesses

Shipping is an essential part of any small business, but it can also be one of the most time-consuming tasks. However, with a few simple tips and tricks, you can streamline your shipping process and save time and money in the long run. Here are some of the biggest tips you should consider when managing your small package shipping.

Standardize your shipping process

Develop a standardized process for shipping your products. This can include creating a checklist of tasks that need to be completed before a package is shipped.

Implement a quality control checkpoint by assigning a team member to check for proper packaging, and that it contains the right products and order amount. Also, be proactive when it comes to address verification before it goes out. By standardizing your shipping process, you can ensure that every package is shipped efficiently and accurately.

Use address verification software

One of the biggest timewasters in the shipping process is dealing with returns due to incorrect addresses. This can be especially frustrating for small business owners who are already short on time. One way to avoid this issue is to use address verification software.

Address verification software can help you ensure that your shipments are going to the correct address by identifying common address errors like misspellings and missing information. By using this automation tool, you can reduce the number of returns you receive and save time on dealing with returns.

Work with a 3PL provider to manage inbound shipping

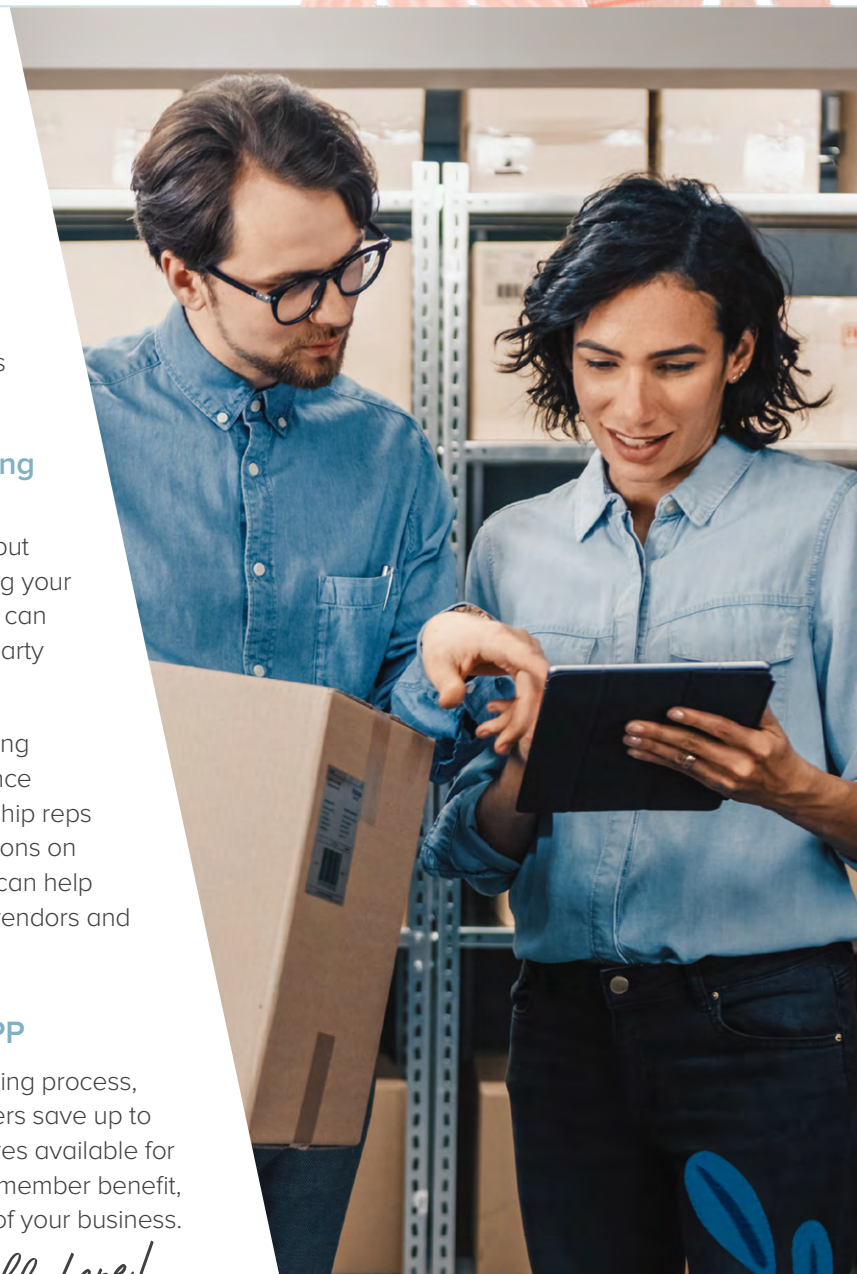
Small businesses don't have a lot of extra time, so it's common practice to let vendors arrange inbound orders. It seems easier, but the downside is that it may lead to higher costs for you. Instructing your vendor to ship through your account improves transparency and can save you money – but the real hack is getting help from a third-party logistics provider.

Working with a company like PartnerShip, you get extra help during many stages of the small pack process. You can receive assistance reviewing vendor invoices for cost saving opportunities. PartnerShip reps can also help create routing instructions that include clear directions on which carrier, account, and service to use. Lastly, your 3PL team can help ensure compliance by providing the routing instructions to your vendors and reviewing invoices for accuracy.

You also have exclusive FedEx discounts through PPP

If you're looking for a way to save time and money on your shipping process, consider enrolling in the FedEx Advantage Program. PPP members save up to 27%* on FedEx shipments and have access to time-saving features available for your small package processes. By taking advantage of this free member benefit, you can free up more hours in your day to focus on other areas of your business.

Enroll here!



RETAILER to RETAILER

Q: "With helium now at \$ 600.00 per tank, at least here in Pittsburg, we are left with a problem. Who is your balloon vendor? Is there a national balloon association? What alternatives to helium are other hospitals using?"

Carole Kamin, Montefiore Hospital LHAS Floral and Gifts, Pittsburgh, PA

A: "Have you checked with your hospital's purchasing department?"

They most certainly purchase helium and other gasses and have a relationship with a vendor. Several years ago, I switched from a vendor I used independently and began purchasing through my hospital's account and cut our helium cost in half. I currently pay @\$170 per 219 cubic feet tank. They purchase from AirGas, and we are located in Delaware."

Denise Grybowski, The Rocco and Mary Abessinio Gift Shop in Nemours Children's Hospital, Wilmington, DE

A: "We purchase our helium tanks through our hospital, as well. Your hospital will have a contract with the local supplier (probably Airgas). They're one of only a few helium suppliers left after the shortage several years back. Because the price of helium has gotten so out of hand, Burton & Burton has developed air-filled balloons. They have other options, as well. They are a PPP vendor and so great to work with! We've used them for years! They are the largest balloon manufacturer in the world, and great for many other categories, too."

Brenda Steele, Emory Decatur Hospital The Dogwood Shop, Decatur, GA

Click here to read more about some creative solutions to the helium challenge by PPP vendor burton + BURTON!

Join the Conversation – Share Feedback or Submit Your Own Question Here

Top Trends from the 2023 Summer Market Season

Look for features in upcoming issues of *Network News*, as we explore all the trends.

Plant Love – plant lady, plant support, plant love – no matter how you say it – our love for plants was the biggest trend of the summer season

Magical Gardens – gnomes and fairies and whimsical mushrooms dot the garden landscape

Big Bold Botanicals – colorful, large motifs are all the rage

Modern Craft – natural elements woven into everyday items with an emphasis on rattan

Pickleball – the fastest growing sport in the U.S. has taken the gift scene by storm

New Introductions to the Plush World – from Bugs to Slugs

Butterflies – flying in with colorful style

Happy Faces – adding a smile to products from onesies to cozy blankets

Large hair clips – the new addition you need for your fashion accessory line up

Tea Towels – an array of styles were on everyone's list of must haves

Strawberries – with a side of Pineapple!

VENDOR UPDATES

The following Vendors will no longer be extending a discount to our Retail Members

Effective June 1st, rockflowerpaper and Effective July 1st, Haute Baby, Effective August 1st mila + stevie LLC, Effective September 1st Tech Candy, Smart Charms and Carol Young Silver Corporation



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(888) 221-3367

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memberteam@purchasingpowerplus.net
www.purchasingpowerplus.com