



# Network News

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*Trends. Savings. Community.*

*October / November 2024*

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THE PREMIER HEALTHCARE GIFT SHOP NETWORK



Cover Photo Credit: Compendium

# The Great Outdoors: Embrace Nature-Inspired Finds

Celebrate the beauty of the great outdoors with this curated selection of products designed for nature lovers. Whether you're exploring mountain trails or enjoying a peaceful evening by the campfire, these items will bring the essence of adventure and the wild into your everyday life. Let's explore our top picks for outdoor enthusiasts.



1.

**1. CARSON GIFTS** (10%): Add a whimsical touch to your outdoor décor with the Highland Cow Flag, new for 2025. Featuring a charming highland cow standing amidst wildflowers, this flag is perfect for adding a playful, nature-inspired element to your garden or yard. (800) 888-1918 [carsongifts.com](https://www.carsongifts.com)



**2. EVERGREEN ENTERPRISES INC.** (10% ex Sports LED and Metal Wall Décor): Take your coffee on the go with the Great Outdoor Coffee Adventure Pack. This kit includes coffee from around the world, designed to brew easily while camping or hiking, ensuring your caffeine fix is always within reach no matter where your adventure takes you. (800) 774-3837 [www.myeverygreenonline.com](https://www.myeverygreenonline.com)



2.

**3. FOX CHAPEL PUBLISHING** (10%): Discover the wonders of the natural world with the Mountainside Discovery book. Perfect for both children and adults, this beautifully illustrated book teaches readers about wildlife and plants they might encounter on a mountain trail. (844) 307-3677 [foxchapelb2b.com](https://www.foxchapelb2b.com)

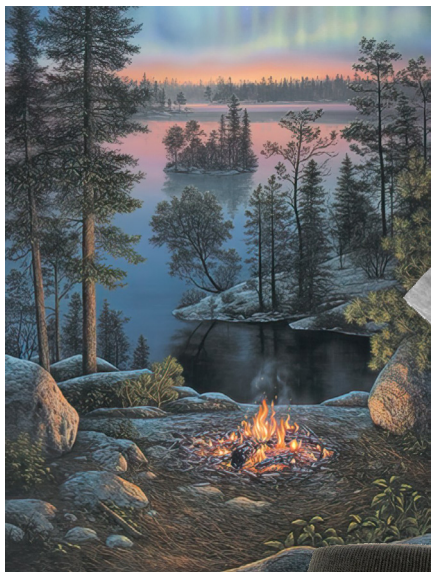


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**4. KIKKERLAND** (10%): Capture the soothing sound of rain with the Huckleberry Rain Maker. This fun and eco-friendly instrument is perfect for kids or adults looking to add a little creativity to their outdoor experience. (800) 869-1105 [kikkerland.com](https://www.kikkerland.com)

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**5. LEANIN' TREE INC.** (10%): This greeting card blends stunning outdoor art with a heartfelt message, capturing nature's beauty through majestic mountains and serene lakes, perfect for conveying warmth and appreciation for any occasion. (800) 525-0846 [tradeleanintree.com](http://tradeleanintree.com)

**6. LIFE IS GOOD** (10%): Show off your love for the outdoors with the Mountains Tee. This comfortable, stylish t-shirt is a great way to carry a reminder of nature's beauty wherever you go. (888) 339-2987 [lifeisgood.com](http://lifeisgood.com)

**7. MW WHOLESALE/PEACEABLE KINGDOM** (10%): Color your way through the wilderness with the Wild Wonders Coloring Book. This nature-themed color-by-number book features intricate designs of animals and landscapes, perfect for relaxation or artistic fun on a quiet day outdoors. (800) 296-9485 [mwwholesale.biz](http://mwwholesale.biz)

**8. POCKET SOCKS** (18%): Stay prepared on your outdoor adventures with the Campfire Pocket Socks. These fun, cozy socks come with a hidden zippered pocket, perfect for storing small essentials like cash, keys, or an ID during your camping trip or nature walk. (888) 494-7769 [pocketsocks.com](http://pocketsocks.com)

**9. ROMAN** (10%): Add some personality to your garden or patio with the Moose Outdoor Sculpture. This cute, durable moose figurine brings a touch of woodland charm to your outdoor space, making it a delightful addition to any yard or garden. (800) 729-7662 [roman.com](http://roman.com)



### *Jewelry for an Active Lifestyle*

A notable trend across various brands is the emphasis on “water-resistant” jewelry. Whether it’s TikTok trends or simply lifestyle preferences, brands such as **PURA VIDA BRACELETS** (10%) are leading the charge in creating pieces that can withstand beach outings and poolside lounging.

### *Textured Comfort in Kitchen Towels*

Kitchen textiles continue to captivate consumers. Brands like **BOSTON INTERNATIONAL** offer designs in the popular waffle weave texture. Other brands with colorful and fun designs include **TAG** (10%), **KNOTTING HILL, INC.** (10%) and **AMANDA KLEIN** (10%). These brands all meet the demand for both functionality and style.

### *Skin Deep Skin Care*

There’s a noticeable shift towards skincare products infused with advanced ingredients typically associated with pharmaceuticals and cosmetics. Brands like **BEEKMAN 1802** (10%) are incorporating peptides, squalane, hyaluronic acid, and essential oils, catering to the gift industry with products that address specific skincare needs.

### *Sustainable Candles*

Candle companies are doubling down on eco-friendly materials and reusable vessel designs and

# *Trend Report from the Summer Markets*

By Kelly P. Bristol,  
*VP of Business Development at Just Got 2 Have It!*

As we reflect on the vibrant trends observed at the recent summer gift markets, it’s clear that innovation and consumer preferences are shaping the landscape of product offerings. Here are some standout trends that caught our attention:



are making sustainability a cornerstone of their product offerings. Look for hand-poured lines that are **Made in the USA**, phthalate and paraben free and vegan such as **BETTY BLU LLC** (10%). [www.bettyblu.com](http://www.bettyblu.com)

### *Rise of Roll-On Perfumes*

Roll-on perfumes are gaining popularity, with several brands introducing their own versions. Known for their convenience and portability, these products are becoming a staple in gift shops looking to offer unique fragrance experiences. Keep an eye out for offerings from **MIXOLOGIE** (10%), **MICHAEL MALUL LONDON PERFUMES** (10%) and others.

### *Luxury in Laundry Care*

Luxury in laundry care is on the rise, offering alternatives to traditional brands found at the supermarket. Look for premium laundry washes that emphasize quality ingredients and elevated formulations.

### *Peanuts Everywhere*

The timeless Peanuts license continues to make its mark across various products, from stationery to accessories. Brands like **ENESCO** (10% ex TROPP, Neca, Sanrio & Newell) and **PRECIOUS MOMENTS** (10%) are leveraging this iconic license to create nostalgic and beloved gift items, just in time for the new Peanuts movie on the horizon.



## Mixes for Alcoholic Beverages

The trend towards cocktail mixes and infusion kits remains strong. Products from **BLENDI** (10%) are catering to consumers' desire for artisanal and flavorful beverage experiences, perfect for gifting or personal enjoyment.

## Brands that Give Back

Social responsibility is a key focus for many brands, with a growing emphasis on community impact and charitable giving. Brands such as **HUGIMALS WORLD** (10%) are leading the way in integrating philanthropy into their business models.

## Expansion in the Pet Category

The pet category continues to grow, with new brands and expanded product lines catering to furry companions. **HAUTE DIGGITY DOG** (10%) offers fantastic designer parody plush dog and cat toys that continue to delight customers and **BONNE ET FILOU** (10%) has just emerged in the gift industry with its natural ingredient pet treats. There's no shortage of options for pet-loving customers.

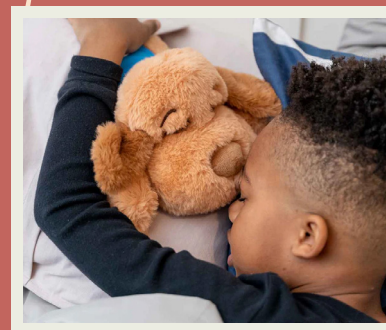
These trends not only reflect current consumer preferences but also present exciting opportunities for hospital and pharmacy gift shops to curate compelling and on-trend product assortments.



*Hugimals World*

# Not Every Superhero Wears a Cape: Celebrating Our Medical Heroes

When we think of superheroes, we often imagine capes and superpowers, but some of the most extraordinary heroes are those working tirelessly in the medical field. Doctors, nurses, and healthcare professionals save lives, provide comfort, and inspire hope every day—without capes, but with boundless compassion and skill. Let's take a moment to celebrate these real-life superheroes by featuring some fun and thoughtful products that remind us of their everyday heroism.



▲ **SNUGGLE PUPPY HERO** (10%): Providing comfort to little patients, a calming plush toy that soothes children during stressful medical situations. Equipped with a heartbeat feature, this lovable dog helps ease anxiety, making medical visits a little less scary for young patients. It's a perfect reminder that a superhero's strength isn't just in saving lives but also in bringing comfort and warmth. (800) 463-4107 [snugglepuppy.com](https://snugglepuppy.com)



▲ **SANTOKI** (10%): Even superheroes need the right tools, and the LEGO® Doctor Key Light is a fun and functional accessory for medical professionals. Shaped like a friendly doctor minifigure, this keychain comes equipped with a bright LED light, perfect for healthcare workers who always need to be prepared—even in the dark. It's a small reminder of the light our medical heroes bring into their patients' lives. (855) 726-8654 [santoki.com](https://santoki.com)



▲ **SOCKWELL** (10%): Every superhero needs armor, and for our medical professionals, it comes in the form of the Circulator Compression Socks. These high-performance socks, designed with heart and pulse patterns, offer support and comfort for those long shifts spent standing on their feet. They ensure our heroes stay energized and ready to continue their mission of saving lives. (423) 643-0821 [sockwellusa.com](https://sockwellusa.com)

From comforting children to lighting the way and keeping healthcare workers comfortable, these items celebrate the everyday superheroes who don't need capes to make a difference. Let's continue to support, honor, and appreciate the real-life heroes who dedicate their lives to healing others.

# Shades of Blue: Tranquil Finds for Your Space and Style

The color blue has long been associated with calm, tranquility, and elegance. Whether you're looking to add soothing décor or stylish accessories, our selection of products in beautiful shades of blue will bring serenity and sophistication to your collection. Here are some stunning pieces perfect for embracing the beauty of blue.



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**1. GANZ** (10%): Serve in style with the Hydrangea Blue Oval Trays. These trays, featuring a soft hydrangea pattern framed by wooden edges, bring a refreshing touch of blue to any occasion, whether you're hosting or decorating.

(800) 724-5902 [www.ganz.com](http://www.ganz.com)

**2. HOSANNA REVIVAL** (10%): Reflect and restore with the Restore My Soul Journal. Featuring a tranquil blue-toned landscape, this journal is the perfect companion for peaceful writing and moments of quiet reflection.

**3. P. GRAHAM DUNN** (10% ex laser products): Bring calm into your home with the Peace Be Still Wall Art. This soothing watercolor-style piece, featuring the words "Peace Be Still," is a beautiful reminder to slow down and embrace serenity.

**4. PERIWINKLE BY BARLOW** (10%): Add elegance to any outfit with the Blue-Toned Layered Necklace. This sophisticated accessory, featuring layers of gold and blue accents, is perfect for both casual and formal looks, offering a subtle pop of color.

**5. WISHING THREADS** (10%): Capture light and beauty with the Butterfly Crystal Suncatcher. Adorned with shimmering blue and pink crystals, this suncatcher creates a peaceful display of color when hung in any sunny space. (800) 294-2792 [wishingthreadus.com](http://wishingthreadus.com)



# Evaluating Markup Standards and Pricing Strategies

When pricing merchandise, should you consider setting prices slightly above the standard? If products arrive with a Manufacturer's Suggested Price (MSP), should you adhere to those prices, or re-ticket to better align with your store's pricing strategy? Below, we break down the current markup standards by category and provide updated recommendations, including specific strategies for adapting to different clienteles, locations, and healthcare settings.

By understanding your clientele, location, and specific industry needs, whether in a hospital gift shop, outpatient facility or pharmacy, you can set prices that are both competitive and profitable.

## Markup Guidelines by Category

### JEWELRY

- **Markup:** 100-300% (varies based on materials and brand positioning)
- **Formula:**  $\text{Cost} \times 2$  to 4
- **Tip:** Jewelry often comes pre-priced but assess if the Manufacturer's Suggested Price (MSP) fits your store's strategy. Higher-end or unique pieces may warrant a higher markup.

### FLOWERS

- **Markup:** 50-60%
- **Formula:**  $\text{Cost} \times 2$  to 2.5
- **Tip:** Account for the short shelf life of flowers. Consider offering complementary items like vases to increase sales.

### CANDY & SUNDRIES

- **Markup:** 40-50% (higher for specialty items)
- **Formula:**  $\text{Cost} \times 1.6$  to 2
- **Tip:** Specialty or gourmet candies can bear higher markups. Purchasing in bulk can help improve margins.

### GIFTS, TOYS, APPAREL, CARDS, PLUSH, BABY, ACCESSORIES

- **Markup:** 50-60% (plus an additional 10% for shipping if applicable)
- **Formula:**  $\text{Cost} \times 2$  to 2.5
- **Tips:**
  - Consider shipping costs, especially for heavier items.
  - Ask for freight allowances to reduce expenses.
  - Factor in the supplier's location for potential savings.
  - Avoid high handling fees and small, frequent orders.

## Adapting Markups for Different Contexts

### CLIENTELE

- **Demographics:** Price-sensitive markets may require lower markups, while premium markets can support higher ones. Align prices with perceived value.

### LOCATION

- **Regional Factors:** The cost of living and local competition influence pricing. Adjust markups accordingly to stay competitive and profitable.

### HEALTHCARE SETTINGS

- **Necessity vs. Luxury:** Essential items may need lower markups to ensure they are accessible to everyone, while luxury items can justify higher prices due to their perceived value.
- **Patient-Centered Pricing:** Consider the emotional and psychological impact of pricing. In a healthcare setting, the goal should be to offer comfort and support through your product offerings.
- **Employee-Focused Sales:** Recognize that a significant portion of your customers may be hospital employees. Tailor your pricing to appeal to them by offering value on everyday essentials, as well as attractive pricing on gifts and indulgences they might purchase for themselves or loved ones.

### PRACTICAL STEPS FOR PRICING STRATEGY

- **Evaluate Costs:** Regularly review your cost structure, including wholesale prices, shipping, and overhead, to set a baseline markup.
- **Stay Flexible:** Adjust your strategy based on market changes, customer preferences, and economic conditions.
- **Focus on Value:** Pricing should reflect the product's value, whether it's a necessity or a luxury item.

# INTRODUCING



## CAMILLE BECKMAN CORPORATION



10% Discount | (800) 433-0060  
wholesale.camillebeckman.com  
Opening \$150 | Reorder \$100

Heal your dry, damaged hands in days! This mother-daughter business offers luxurious American hand and body care products at affordable prices. Known for floral fragrances, their Glycerine Hand Therapy and Silky Body Cream come in over 15 scents, all crafted in Idaho, where they handle design, manufacturing, and customer service.



## CHARLIE BEARS NORTH AMERICA INC.



10% Discount | (561) 328-9936  
charliebears.com  
Opening \$350 | Reorder \$500

Charlie Bears is a premium English bear company with characters from cuddly companions for newborns to handmade, limited-edition collector's pieces made with intricate details and the finest of fabrics. Each bear has its own unique expression which is why only Charlie Bears is known for having the Bears with Personalities.



## DYCE GAMES



10% Discount  
dycegames.com  
Opening \$200 | Reorder \$0

Dyce Games is a team of passionate game lovers, designers, and marketers. They have grown their games portfolio to include many amazing family and adult party games. Their mission is to create fun games that people can play together in the real world, bringing friends and families closer together.



# INTRODUCING



## GOFFA INTERNATIONAL



10% Discount | (201) 528-8999  
giffausa.com  
Opening \$300 | Reorder \$300

Goffa Toys has been in business for over 40 years. They manufacture everyday and seasonal plush products for retailers worldwide. Their new gift line, Giffa, is designed for the specialty independent market, which includes hospital gift shops! Their line features items ranging from 5 to 53 inches.



## LIFELINES, LLC



10% Discount  
lifelines.com  
Opening \$100 | Reorder \$100

From Melissa Bernstein, visionary creative behind Melissa & Doug Toys. Lifelines: a collection of tools designed for fast, fun, and effective stress relief using a revolutionary wellness technique, Sensory Immersion™. Melissa has combined her innate genius for designing products with science-backed, sensory-based stress relief –creating a brand-new category of wellbeing.



## LOVESNAP



10% Discount | (310) 384-3405  
lovesnap.com  
Opening \$330 | Reorder \$100

Lovesnap offers a transformative stylish tool for overcoming negative self-talk and limiting beliefs through a simple yet powerful rubber band technique (CBT). The bracelets provide a visual and physical reminder to tackle self-doubt and anxiety, helping you build confidence and embrace your true potential. Each snap serves as a reminder to embrace your inner strength and live a fulfilling life. Get snapping!

# INTRODUCING



## PRECIOUS MOMENTS COMPANY, INC.



10% Discount | (888) 878-8148  
[preciousmoments.com](https://www.preciousmoments.com)  
Opening 1 units | Reorder 1 units

Founded by artist Samuel J. Butcher, Precious Moments began in 1978 with iconic teardrop-eyed figurines. Evolving into a global phenomenon, their diverse product line - from home décor to children's items - continues to inspire love and kindness, staying true to their founder's vision of spreading joy through heartfelt moments. A part of every life's celebration for over 45 years!



## SASSYBADGE



10% Discount | (941) 539-2232  
[sassybadge.com](https://www.sassybadge.com)  
Opening \$150 | Reorder \$0

Welcome to SassyBadge, your source for the most creative and reliable premier badge reels! They offer the best assortment of sparkly, eye-catching badges made with the highest quality materials, with so many styles there is something for all of your customers. They stand behind their products with great, personal service!



## SHIMMER BY CINDY



10% Discount  
[ShimmerbyCindy.com](https://www.ShimmerbyCindy.com)  
Opening \$100 | Reorder \$0

Founded in 2006, Shimmer by Cindy® began with jewelry created at their kitchen table and sold at bingo nights. Now a global brand, they blend timeless designs with high-quality craftsmanship. Their Shimmer for the Cure™ initiative supports METAvivor, Breakthrough T1D, and the National Breast Cancer Foundation. Discover jewelry that combines style with purpose.



# The Calming Essence of Lavender

Lavender is a beloved fragrance known for its calming and soothing properties. Whether you're looking to bring this tranquility into your personal care routine or decorate your space with lavender-inspired designs, these products are perfect for those who adore this timeless scent.

**1. BAUDELAIRE (10%):** Elevate your hand-washing routine with Lavender Liquid Soap. This French-made soap offers a gentle cleanse with a luxurious lavender scent, perfect for bathrooms or kitchens that need a touch of elegance.  
(800) 327-2324 baudelaire.com

**2. BOSTON INTERNATIONAL (10%):** Pamper your hands with Lavender Hand Repair Cream, an intensive treatment infused with shea butter and essential oils. This luxurious cream offers nourishment and a calming lavender aroma, making it perfect for dry, overworked hands.  
(800) 637-5061 bostoninternational.com

**3. GERSON COMPANIES (10% Lowest Printed Pricing, ex. Super Buy/Gold Items):** The faux lavender in woven basket comes in a rustic wicker container, showcasing vibrant lavender blooms in two distinct shades. These lifelike lavender stems add a touch of elegance to any room, evoking the calm and serenity of the countryside.  
(800) 444-8172 gersoncompany.com



**4. GREENWICH BAY TRADING CO. (10%):** Treat yourself to the Lavender + Thyme Essential Oil Exfoliating Soap. Infused with natural ingredients, this soap gently exfoliates the skin while delivering a refreshing blend of lavender and thyme essential oils.  
(800) 323-1209 gbsoaps.com

**5. LOVEHANDLE (10%):** Keep a grip on your phone with the Lavender Phone Grip. This stylish and functional accessory makes using your phone easier while adding a pop of lavender-inspired design.  
(281) 778-2051 lovehandle.com

# Buzz Worthy October Giveaway



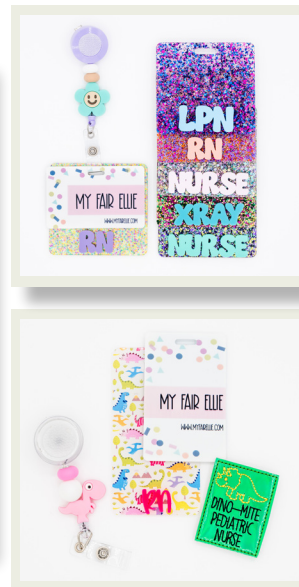
My Fair Ellie is a nurse owned, women operated, business creating interchangeable badge reels for healthcare workers, teachers, and more! Their variety of creative, relevant designs leaves your customers coming back to your gift shop for more.

## GIVEAWAY

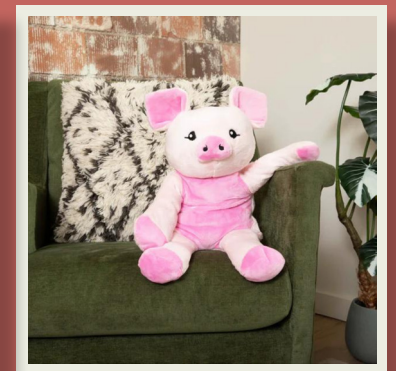
Two winners will receive a \$100 wholesale credit towards a future order with My Fair Ellie!

### My Fair Ellie

10% Discount | (573) 469-3630 | myfairellie.com | Opening \$100 | Reorder \$50



# Buzz Worthy November Giveaway



Hugimals Weighted Stuffed Animals are the perfect calming, stress-relieving self-care gift for yourself - and everyone you love.

## GIVEAWAY

Two winners will receive a case pack of 4 Hugimals (winner will be able to pick which style Hugimal)

Wholesale Value: \$140

Retail Value: \$256

### Hugimals World

10% Discount | hugimalsworld.com | Opening 6 pieces | Reorder 6 pieces



# Dino-Mite Trends

**1. MAYFLOWER DISTRIBUTING CO. INC. (10%):** This adorable Walking Dinosaur Balloon is perfect for parties or special occasions. With its inflatable body and playful waddle, this dino balloon is guaranteed to be a hit at any dinosaur-themed event. (800) 678-4892 [www.mayflowerdistributing.com](http://www.mayflowerdistributing.com)

**2. MILA WHOLESALE (10%):** Rev up playtime with the Dino Monster Car. This speedy triceratops on wheels combines the thrill of cars and dinosaurs, offering double the excitement for little adventurers. It's durable and built for rough and tumble fun. (702) 685-3730 [milawholesale.com](http://milawholesale.com)

**3. ODYSSEY TOYS (10%):** Get hands-on with the Buildable Dino Action Figure. This interactive toy allows kids to assemble their very own dinosaur with screws and tools, enhancing creativity and fine motor skills while engaging with their favorite prehistoric creatures. (305) 933-4480 [OdysseyToys.com](http://OdysseyToys.com)

Dinosaurs never go out of style, especially when it comes to kids' toys, fashion, and activities. Whether you're looking for playful décor or interactive fun, these dino-themed products are sure to bring prehistoric excitement to your shop. Let's dive into the must-haves for dinosaur lovers of all ages.



**4. RENFRO BRANDS HOTSOX (10%):** Step into style with Dinosaur Socks! These fun and colorful socks feature a variety of dinosaur designs that are perfect for dino enthusiasts of any age. Great for adding a playful twist to any outfit. (855) 258-1571 [hotsoxb2b.com](http://hotsoxb2b.com)

**5. SAVVI (10%):** Unleash creativity with the Build-a-Saurus ColorUps. This set includes colorable, buildable dinosaur figures that kids can personalize with stickers and markers. It's the perfect mess-free activity for hours of imaginative fun. (866) 297-2884 [livesavvi.com](http://livesavvi.com)

# Vendor Profiles

## Discovering More About Our PPP Vendors



# BLENDi

From a college dorm in 2016 to one of the world's top portable blenders found in thousands of homes; BLENDi is the leader in portable blender innovation. Blend whenever, wherever with the touch of a button and no cords. No more clumpy mixes, congealed smoothies, and settling for unhealthy meals. Mix protein powders, chop frozen fruit, and even crush ice. When you're done, fully convert it into a functional water bottle that can be easily transported. Fits in any bag or purse! What sets BLENDi apart from other portable blenders is that BLENDi gives you additional pieces. The water bottle conversion and blade cover come together to form a travel container to transport, fruit, powders, etc. No other company has this!

10% Discount | (860) 338-7500 | [blendiblender.com](https://blendiblender.com) | Opening \$210 | Reorder \$210



# BONNE et FILOU

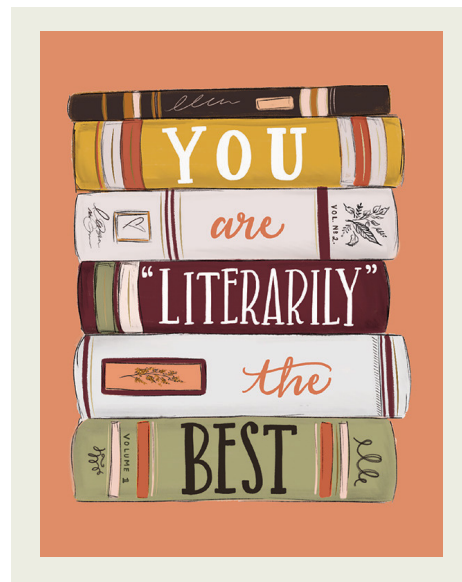
Bonne et Filou is a distinctive French-inspired lifestyle brand for those who live for luxury and love to indulge their dogs in style. They believe every day should be extraordinary for you and your pet(s), thanks to a full range of locally sourced, tasteful products. Everything started with their flagship product, their unique innovative French dog macarons (dog treats), all-natural and handmade from the highest quality and human-grade ingredients. Since then, they've introduced multiple new products, such as various dog treats, themed boxes, gifts, advent calendars, toys, etc. Bonne et Filou is the new standard in luxurious French cuisine for the posh pups of the world. It is the haute pet patisserie destination, inspired by French Royalty. It's the brand's certain "je ne sais quoi"!

10% Discount | (917) 979-5955 | [BonneEtFilou.com](https://BonneEtFilou.com) | Opening \$150 | Reorder \$150



# Book Lover's Nook: Must-Have Products for Every Bibliophile

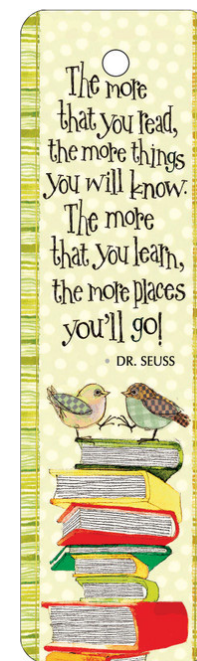
Step into the world of book-inspired treasures with our specially curated selection of products that celebrate the love of reading. From whimsical accessories to cozy essentials, these items are perfect for anyone who finds joy in the written word. Whether you're shopping for yourself or a fellow book lover, these charming finds bring the magic of literature into everyday life. Let's explore the perfect picks for creating a literary sanctuary.



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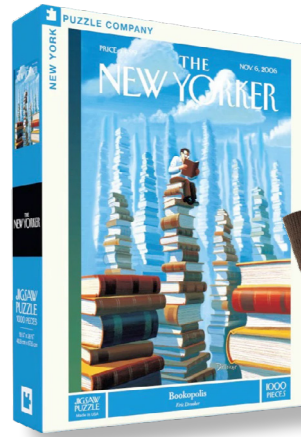
**1. DESIGN DESIGN** (10%): Immerse yourself in literary charm with the You are Literarily the Best print. This cheerful design features a playful stack of books with bright typography, making it a perfect addition to any home library or a thoughtful gift for the avid reader in your life (800) 334-3348 [designdesign.us](http://designdesign.us)

**2. EARTH ANGEL BY CLOCK IT TO YA** (10%): Set the perfect mood with the Candles + Books = Happiness candle. With its minimalist design and delightful scent, this candle elevates any reading space, making it the ultimate companion for book lovers who appreciate both ambiance and literature. (800) 848-8144 [earthangelusa.com](http://earthangelusa.com)

**3. IT TAKES TWO, LLC** (10%): Mark your place in style with the Dr. Seuss Bookmark, featuring the beloved quote, "The more you read, the more you will know." This fun and whimsical accessory is perfect for readers of all ages who cherish the simple joy of a good bookmark. (800) 331-9843 [ittwholesale.com](http://ittwholesale.com)

**4. LIFEGUARD BRANDS GROUP - KATE SPADE** (10% ex Lily Pulitzer): Add a touch of sophistication to your coffee breaks with the Book Stack Mug. Designed with colorful illustrations of book spines, this mug brings a literary twist to your morning routine—ideal for book lovers who appreciate design and function. (800) 992-3006 [lifeguardbrands.marketttime.com](http://lifeguardbrands.marketttime.com)

5. **NEW YORK PUZZLE COMPANY LLC** (10%): Piece together your passion for books with the Bookopolis Jigsaw Puzzle. This 1000-piece puzzle offers hours of entertainment and is perfect for unwinding after a long day of reading. The puzzle features a stunning design that celebrates books in a whole new way. (347) 815-1234 [wholesale.newyorkpuzzlecompany.com](http://wholesale.newyorkpuzzlecompany.com)



5.

6. **OOOH YEAH/SOCK IT UP** (10%): Slip into comfort and style with the quirky Book Lover Socks. Whether you're lounging at home with your favorite book or stepping out for a cozy café visit, these socks are the ultimate must-have for any book enthusiast. (909) 378-5703 [jywholesale.com](http://jywholesale.com)



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7. **PUNCHKINS** (10%): Add some humor to your literary collection with this playful Book Plush Toy from Punchkins. Shaped like a quirky, smiley book, it's a fun addition to your reading nook or a perfect gift for young readers who enjoy a touch of whimsy. (860) 245-1170 [punchkins.com](http://punchkins.com)



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# Morning Coffee



*Join us at 11 am EST, on **October 15<sup>th</sup>**, as we launch our next pre-recorded session of Morning Coffee on our Video Channel. Learn more about presenting Vendors: Elemental, MW Wholesale and Sure Grip Kitchen Towels.*

*Save the date for our next Morning Coffee to be held **February 18, 2025**.*

*Video Channel*



# ANNUAL PPP EVENT AT AMERICASMART

SAVE THE DATE! JANUARY 16, 2025

We are thrilled to invite you to the annual PPP Event in Atlanta, in partnership with AmericasMart, on **Thursday, January 16th, 2025**. This exclusive event for PPP Retail Members will kick off at 8:30 a.m. with a delightful complimentary breakfast, offering a wonderful opportunity to connect with fellow hospital and pharmacy gift shop managers and industry peers.

The Vendor Writing Floor opens promptly at 9:00 a.m., where you'll have access to an exceptional lineup of vendors, many of whom are offering an additional 5% discount during the January Market—providing fantastic savings on your purchases.

Your participation not only supports Purchasing Power Plus but also strengthens our retail community. It's a day dedicated to building connections, discovering great products, and maximizing your market experience.

*Here are the details*

- Date: Thursday, January 16th, 2025
- Time: 8:30 a.m. – Noon
- Location: B1 - Floor 8/East Hall
- Vendor Writing Floor: Opens at 9:00 a.m.
- Complimentary breakfast provided

We look forward to seeing you at this integral community event. Your attendance and support make it all possible!



## Strengthening Our Network: *The Power of Supporting PPP Vendors*

As a valued member of our community, we invite you to play an active role in supporting the incredible network of PPP Vendors. Your continued partnership with these vendors does more than enhance your own business—it contributes to the growth and success of our entire community. By championing PPP Vendors, you help highlight the unique benefits of our network, encouraging others to participate and deepening the connections that drive us forward.

In this spirit, we encourage you to reach out to vendors you've worked with in the past—especially those who may have recently stepped back from the program. Let them know how much their products and contributions mean

to you and the community, and encourage them to rejoin us. Your voice and support are powerful tools in ensuring the longevity and success of our ecosystem.

By prioritizing PPP Vendors, you're reinforcing the value of resources like our Market Preview Booklets, Morning Coffees, Travel Incentives, and Exclusive Events. Together, we can continue to build a thriving marketplace where collaboration and shared success are at the heart of everything we do. Let's work together to strengthen these relationships, grow our community, and ensure that our collective success continues to flourish.

### EDITORIAL UPDATE

In our recent August/September newsletter, we featured the Cats Around the World Puzzle as part of the Lang collection. After our publication date, we were notified that this adorable

500-piece puzzle is now available through Avanti Press (10%). The puzzle, featuring a delightful illustration of cats from different cultures, brings both fun and a

sense of global connection to your customers.

(800) 228-2684  
[avanti-press.myshopify.com/pages/2023-catalogs](https://avanti-press.myshopify.com/pages/2023-catalogs)



### VENDOR UPDATES

The following Vendors will no longer be extending a discount to our Retail Members: Effective June 1st: Kalalou; July 1st Toysmith; August 1st: Cutie Pie Baby Inc, Queens Designs, well-kept; September 1st Twine, Christian Art Gifts; October 1st: Pomegranate, E-Cloth



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[memberteam@purchasingpowerplus.net](mailto:memberteam@purchasingpowerplus.net)  
[www.purchasingpowerplus.com](http://www.purchasingpowerplus.com)