



Best Toys



Volume 19

A TOY INDUSTRY NEWSLETTER

August 2013

August "Dog Day" Deals

We have FunLoom! Yes Best Toys has jumped on board for the latest craze. Check out FunLoom for the coolest colors and styles of Silicon Bands (glitter, tie dye, glow, swirl) along with the original FunLoom itself for making your own bracelets, headbands, lanyards, etc. Don't miss out!!



Best of Best is now offering the complete line from Blue Orange games!

- **August Special:** \$500=1/2 free freight when prepaid by credit card, \$750=FFA when paid by credit card, \$1000=N30 & FFA (for credit worthy customers and on time payment. Credit cards not accepted for final payment). *Expires August 31st, 2013.*



BEST OF BEST OBLO PUZZLE



- **Everyday Terms:** Opening order/Reorder=no minimum order required. Orders under \$750=freight cost not to exceed 10% of order value. Orders of \$750+=freight cap of 5%. All 4 lines can be combined on one order.



- **Summer Special:** \$600=N30 & FFA, \$750=N30, 5% & FFA, \$1000=N60, 5% & FFA. Mark orders "Summer Promo". Orders must ship by August 31st, 2013. *Expires August 31st, 2013.*

- **Year Round Terms:** Opening orders=\$150. Reorders=\$150. FFA=\$600. Can break case packs except on key chains and Runway 24.



- **Year Round Terms:** Minimum order=\$100
- **Hotaling Combined Line Program:** \$750=N60 & FFA (Papo, Djeco, Le Toy Van)
- **Rack Reorder Deal (metal or wooden rack):** \$300=N60 & FFA (figures and/or animals only)
- **New Rack Programs:** Several to choose from call for details.



MOOSE



- **August & September Special:** \$350=N60 & Full freight offset, \$600=N90, 24 Free Books, Full freight offset, \$800=N90, 48 Free Books, Full freight offset. Please select your own book titles. **Bonus:** Receive a FREE Glam Art In-Store party promotion with 24 pieces of Glam Art. Orders must ship by 9-25-13. *Offer expires September 25th, 2013.*
- **Year Round Terms:** \$200=1/2 freight offset, \$300=full freight offset. Freight Offset can be either

item #101 and/or #201 depending on the freight charges. Opening order=\$150. Reorder=\$100



- **Introductory Price Deal:** Be sure to stock up on your Donkey games now at the introductory price of \$12.50 each, suggested retail of \$29.95.
- **Year Round Terms:** Order in cases of 8.

Educational Insights
See Learning Resources for specials!



- **Year Round Terms:** Opening order and reorder=\$100. Tomas offers

CUPCAKE STERLING SILVER STUDS



complimentary pre-pricing services. Let us know your retail mark-up and receive your orders complete with your retails on the UPC's.



- **August Special:** Order 3 or more cases (36pcs) and receive FFA. *Special ends August 31st, 2013.*

- **Year Round Terms:** Order in case packs of 12's. Can assort styles within the 12 pcs.



- **Year Round Terms:** Opening order and reorder=\$100. All orders must be prepaid by credit card.



Now your source for Gotz Dolls and Lilliputiens too!

- **August Special:** \$350=FFA & N30. Order must ship by August 31st, 2013. *Ends August 31st, 2013.*
- **Soft Goods Displays Specials:** For a limited time only, a selection of Haba's soft goods displays are on sale at up to 33% off cost! Includes items like 3254 Rattalinos Display, 3198 Clutching Toy Ringlets Display, 9459 Fabric Books Display, etc. Ask your sales rep for details. *Ends August 16th, 2013.*
- **New Customers:** First time order only, minimum order of \$150=FFA and must pay by credit card. Must use code: NEW12 on order to receive promo. *Ends December 31st, 2013.*
- **Year Round Terms:** \$1500=N30 & FFA. Ask for details on POP Display Specials. Opening order=\$150. Reorder=\$100.



- **3rd Quarter Special:** \$500=N30 & FFA, \$750=N60 & FFA, \$1000=N90 & FFA, \$3000=December 15th, 2013 dating, 5% & FFA. *Expires September 30th, 2013.*



ACCORDION

Green Tones POP Display and receive a 5% discount. Orders will be shipping by mid-August. *Expires August 15th, 2013.*

- **Year Round Terms:** Opening order \$50. Reorders \$25.



- **Chicago Bears Season starts soon!** Be sure to stock up on Football Guys for opening day!!
- **Fall Special:** \$350=N30 & 5%, \$500=N60 & 5%, \$1000=N60 & 10%. *Ends September 30th, 2013.*
- **Year Round Special:** 10% off if paid by credit card at time of purchase and no minimum order. *Ends December 31st, 2013.*
- **Year Round Terms:** Minimum order=one case pack



Both companies can now be combined on one order!!

- **Summer Spectacular from EI:** Order either the Dino Construction Company Prepack or the Nancy B prepack or both and receive N90, FFA, 10% off, and Free signage. Ask your sales rep for details on what's included in each program. Dino=\$338.40 final cost and Nancy B=\$378.77 final cost. Orders must be placed by August 31st, but can have future ship dates. Each program must be ordered individually. Regular EI/LR product may not be added on for the program terms. *Expires August 31st, 2013.*



GEARS, GEARS GEARS SUPER SET

- **Playfoam Display Guaranteed Sale:** Set up our free-standing Playfoam display and leave it up for 2 months. We GUARANTEE you'll sell through every last squishy-squashy piece or we'll take it back. Order



NANCY "B"

EI1911 at \$237 cost. Add on other EI product to reach \$500 for free freight (must be an order

of EI products only). Orders will have N30 terms. Playfoam return request must be submitted within 90 days of receipt of product. Reorders do not qualify for return. Use Promo Code: GSP-PLAYFOAM. *Ends August 31st, 2013.*

- **Everyday Terms:** Opening order=\$300. Reorder=\$125. \$750 combined order=FFA. \$500 on a single brand order (either LR or EI)=FFA.



PARROT HEAD

- **Everyday Terms:** Opening order=\$150. Reorder=\$100. \$300=1/2 FFA, \$600=FFA (does not apply to displays).



- **Update on Magnatiles:** Any orders placed now will have the following availability-
- #97132-32 pc solid set available now
- #02148-48 pc solid deluxe set available now
- #02300-100 pc solid set available now
- #02132-32 pc clear set available now
- #12148-48pc clear deluxe set available now
- #04300-100 pc clear set available now
- **Year Round Terms:** Minimum order=\$100

August Promo (Our BEST deal of the year!!):

- Order \$325 of Mirari product=N90 & FFA, Order \$650 of Mirari product=December 1st dating & FFA. Must include at least 3 Mirari Skus on order. Order \$250 of Planet Sock Monkey Soft Collectible Dolls=N90 & FFA, order \$400 of Planet Sock Monkey



POP POP PIANO

Soft Collectible Dolls=December 1st dating & FFA. Customers may add up to \$1000 max of additional product to any promotion above. Expires August 31st, 2013.

- Everyday Terms:** \$800=N30 &



MYPAD

FFA, \$1600=N60 & FFA, \$3200=N90 & FFA. These terms may not be combined with other offers or promotions. Minimum order=\$150.



- Free Freight Promo:** \$400=N60, \$600=N60 & FFA, \$1250=N90 & FFA. Use promo code FFSUM2013. Ends September 30th, 2013.
- 2014 Valentines Catalog coming soon!** Order \$250+ in valentines only and receive FFA & March 31st, 2014 dating. Orders must ship by 12/15/13. Order early!
- Everyday Terms:** Minimum order=\$150



- Summer Program:** \$500=N90 & 10% freight allowance, \$1000=N90 & FFA. Customers who placed a \$1000+ order before May 31st, 2013 are qualified for N60 & FFA on reorders of \$500+. Expires August 31st, 2013.

- Buy an Elf on the Shelf or Hello Kitty Game and Get 1 Puzzle at 50% off:** Purchase the Elf on the Shelf Hide & Seek game or the Hello



ELF ON THE SHELF GAMES AND PUZZLE

Kitty Red Light, Pink Light game and receive an Elf on the Shelf or Hello Kitty floor puzzle or lunch box puzzle in a tin at 50% off. Minimum purchase=1 case to receive 1 case of puzzles at 50% off. Expires August 31st, 2013.

- Buy one get one Free iPieces Special:** Buy one case of iPieces games or the iPieces assortment and receive another case of your choice free. Expires August 31st, 2013.
- Year Round Terms:** Minimum order=\$150



Now carrying Science X Kits and Aquarelle Watercolor Sets!!

- 3rd Quarter Promo:** \$500=N60 & FFA, \$1000=N90 & FFA, \$2000=December 10th, 2013 dating & FFA. Expires September 30th, 2013.



DOG PUZZLE

- Science X Deal:** If you haven't tried Science X yet, now is the time. Order \$500 or more of Science X products and receive a 20% discount off the Science X items and they will be a guaranteed sale! This

offer is only good for a one time deal per store. Ends September 30th, 2013.

- WOW Deal:** Order \$750 or more of WOW and receive a 20% discount off all WOW items on the order. Plus receive a Free display of WOW Pocket Friends (22pcs@\$1.50=\$33.00 value). Offer runs while supplies last.
- Year Round Terms:** \$1000=N30 & FFA. Minimum order=\$100



- Special:** \$250=FFA and get an additional 10% No Charge product (you choose the free product). This is in addition to the order, not to be deducted from order. Order must invoice over \$250 or higher before adding the 10% no charge product. Expires August 31st, 2013.



BLACK SCORPION BRACELET

- Everyday Terms:** Opening order=\$150. Reorders=\$100



- Pre-Holiday Buy Special:** \$500=N60 & 2%, \$1000=N60 & 4%, \$1500=N60 & FFA, \$2000=N60, 3% & FFA. Must ship by September 13th, 2013. Mark orders "Pre-Holiday Special". Ends September 13th, 2013.
- Thames Play Day Kit:** The Physics of Toys is a new play day kit from Thames available now. This kit allows you to run a hands on science program for up to 12 children. Item #900102, \$30 cost or Free with a \$500 order. Other discounts or special terms cannot be applied. Supplies are limited so order now!
- Year Round Terms:** Opening orders=\$200. Reorders=\$100.



- **3rd Quarter Promo:** \$750=N30 & FFA (must include one new item, promo code 13Q3750), \$1000=N60 & FFA (must include 2 new items, promo code 13Q31000), \$1500=N90 & FFA (must include 3 new items, promo code 13Q31500). Expires September 30th, 2013.



HELLO SUNSHINE & ROLL AND PLAY

- **Year Round Terms:** Minimum order=\$150



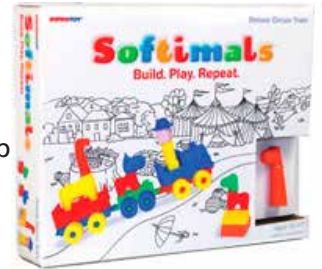
- **Year Round Terms:** \$1250=N30 & FFA Opening order=\$350 (if less than \$350 then must pay first order by credit card with a minimum of \$150). Reorder=\$100



- **Year Round Terms:** All items from the regular and 4M catalog may be combined to meet these terms. \$250=N30 & FFA, \$500=N60 & FFA, \$1000=N60, FFA, & 5%, \$1500=N60, FFA, & 7%, \$2500=N90, FFA, & 10%. Minimum order=\$100.



- **3rd Quarter Special:** \$500=N60 & FFA, \$1000=N60, 5% & FFA. Promo code "3rd Qtr Special". Ends September 30th, 2013.
- **Year Round Terms:** Opening order=\$150. Reorders=\$100. Opening orders of \$250 or more receive a free Zoob demo unit. Reorders of \$200=free Zoob demo unit refill upon request, \$250=free Zoob Merchandising kit upon request, \$500=1 free case of Zoob 35 to offset freight, \$750=FFA, \$1000=FFA and 5% discount.



SOFT ANIMALS

Thanks,

Carle, Christy, Shauna, Carol and Barry



Best of Best



Best Toys

OFFICE (630) 493-4540
OFFICE (800) 726-3261
FAX (630) 493-4551
FAX (800) 726-4732



Remember...On all programs and specials credit must be approved. Also, on all FFA offers, if invoice is NOT PAID ON TIME, freight must be paid. Please consider these rules when placing orders!!

September 15th

9th Annual *Best Toys* Open House

DID YOU RSVP YET!!

- BEST OF BEST TOYS
- DARON WORLDWIDE
- DO-A-DOT ART
- DONKEY...IT'S A KICK
- EDUCATIONAL INSIGHTS
- EMILY BY TOMAS
- FINDIT GAMES
- FUNLOOM
- HABA USA (GOTZ, LILLIPUTIENS)
- HOHNER MUSIC
- HOTALING (PAPO, LE TOY, DJECO)
- KASKEY KIDS
- KSM (DARDA, BOLZ, WADER, KHW)
- LEARNING RESOURCES
- LITTLE CRITTERZ
- MAGNA-TILES
- PATCH/SMETHPORT/LAURI
- PEACEABLE KINGDOM
- PRESSMAN GAMES
- RAVENSBURGER
- REAL BUG
- THAMES & KOSMOS
- THINKFUN
- THREE CHEERS FOR GIRLS
- TOYSMITH
- ZOOB BY INFINITOY