



# Best Toys



Volume 18

A TOY INDUSTRY NEWSLETTER

July 2013

## July 2013 Deals

### Have you played Donkey...it's a Kick! yet?



Donkey is the new game that's as much fun to lose as it is to win! Best Toys has added Cleveland Kids the makers of Donkey to our line up so be sure check out this hilarious game...it's a kick!



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

- **July 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 July 31st, 2013.*



New 20 piece sidewalk chalk

- **Please don't forget when you buy from Best of Best you get:** No dollar minimum, No case packs, buy exactly what and how you need, one shipping location in the Midwest, one place to buy from over 90 vendors, and over 800 products to buy from.



- **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.



UPS Package Truck PIB



by HOTALING

- **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.



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



- **July Special:** Order 3 or more cases (36pcs) and receive FFA. *Special ends July 31st, 2013.*
- **Year Round Terms:** Order in case packs of 12's. Can assort styles within the 12 pcs.



Puppenmanufaktur

**Now your source for Gotz Dolls and Lilliputiens too!**

- **July Special:** \$500=FFA & N30, \$2000=FFA & N60, \$3000=FFA & N90, \$5000=FFA & N120. Ends July 31st, 2013.

- **Moover Deals:** 10% discount when you purchase 5 Moover skus (mix and match). Ends July 31st, 2013.

- **Gotz:** Order \$750 in Gotz dolls and receive the following in store display sample for only \$85 (retail value \$365). Limit 1 per store. Display includes Haba #1624 doll pram, #1320993-13" Muffin w/ blonde hair, #1327168-16.5" Maxy Muffin w/brown hair & #1316054-13" Cosy Aquini bath baby. Demo Program=order demo samples at 50% discount when ordering at least 2 pcs of same style. Ends July 31st, 2013.



New Cuddly Dolls

- **Lilliputiens:** Buy 36pcs of Dancing Rattles (any style combo) and display #86995 is Free. Buy 36 pcs of Teether Rattles (any style combo) and display #87987 is Free. Ends July 31st, 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.

- **Green Tones POP Pre-booking Special:** Order the 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.



- **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 July 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 July 31st, 2013.



Shelby's Snack Snack Game

- **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 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.



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



Red Eyed Frog



- **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 week of 7/22
  - #12148-48 pc clear deluxe set available now
  - #04300-100 pc clear set available now
- **Year Round Terms:** Minimum order=\$100.



- **July 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 Soft Collectible Dolls=December 1st dating & FFA. Promo ship dates will be July 15th-July 31st when new products are available. Customers may add up to \$1000 max of additional product to any promotion above. Expires July 31st, 2013.
- **Everyday Terms:** \$800=N30 & FFA, \$1600=N60 & FFA, \$3200=N90 & FFA. These terms may not be combined with other offers or promotions. Minimum order=\$150.



- **Summer Special:** Free Sticker Displays! Spruce up your sticker section with a FREE sticker display rack from PK. When you order any one of our sticker programs, you will receive the associated display rack free! Use promo code DISPLYFS13 when ordering. Please note no offset is included. *Ends July 31st, 2013*
- **1. Sticker and Tattoo Program:** \$360 cost, free display, 30 designs/12 pcs each, #PGM5110
- **2. Sticker Kit and Tattoo Program:** \$648 cost, free display, 54 designs, #PGM5111
- **3. Reusable Sticker Tote Program:** \$360 cost, free display, 24 designs/3 pcs each, #PGM4721
- **Everyday 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.*
- **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.*



500 piece "Garden Birds" 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.*



Outdoor Mandala

- **Year Round Terms:** \$1000=N30 & FFA. Minimum order=\$100.



- **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.*
- **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.*
- **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.



- **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 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.

BEST OF BEST TOYS  
DARON WORLDWIDE  
DO-A-DOT ART  
DONKEY...IT'S A KICK  
EMILY BY TOMAS  
FINDIT GAMES  
HABA USA (GOTZ, LILLIPUTIENS)  
HOHNER MUSIC

HOTALING (PAPO, LE TOY, DJECO)  
KASKEY KIDS  
KSM (DARDA, BOLZ, WADER, KHW)  
LEARNING RESOURCES/  
EDUCATIONAL INSIGHTS  
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

Thanks,

*Carle, Christy, Shauna, Carol and Barry*



Best of Best



Best Toys

OFFICE (630) 493-4540  
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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*

870 450 980

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