



Best Toys



Volume 17

A TOY INDUSTRY NEWSLETTER

June 2013



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

- **Be sure to stop by the Best of Best booth (#933)** at the Astra Show in Nashville this June!
- **June 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 June 30th, 2013.*



NEW Riddle Edition, Treasure Hunt Game

- **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.



- **Darda, BOLZ & Wader**
- **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.



- **June Special:** \$600=N30 & FFA, \$1000=N60, 5% & FFA, \$1500=N90, 5% & FFA. Mark orders "June Promo". *Expires June 30th, 2013.*
- **Year Round Terms:** Opening orders=\$150. Reorders=\$150. FFA=\$600. Can break case packs except on key chains and Runway 24.
- **Orders over \$1500 NET** 90, FFA*
- **Year Round Terms:** Opening orders=\$150. Reorders=\$150. FFA=\$600. Can break case packs except on key chains and Runway 24.



Wrigley Field, New 3-D puzzle



- **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.



- **June Special:** \$350=N60 & freight offset, \$550=N60, 5% & freight offset. *Ends June 30th, 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.

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.



- **June Special:** Order 2 or more cases (24pcs) and receive FFA. *Special ends June 30th, 2013.*
- **Year Round Terms:** Order in case packs of 12's. Can assort styles within the 12 pcs.



Now your source for Gotz Dolls and Lilliputiens too!

- **June/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.*

- **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.



- **June/July Green Tones Special:** Purchase the following amounts in Green Tones products only and receive: \$400=N30 & FFA, \$600=N60 & FFA, \$1000=2%, N90 & FFA. Purchase the \$752.50 POP product assortment of the New Green Tones line and receive N90, FFA & Free Green Tones Display and Free Showcase Sample (new line shipping in early August). Regular Hohner product may be added on to any of the above order amounts once the minimum required amount of Green Tones is ordered first. *Expires July 31st, 2013.*
- **Year Round Terms:** Opening order \$50. Reorders \$25.



- **June Special :** \$350=N30 & 5%, \$500=N60 & 5%, \$1000=N60 & 10%. Must ship by July 1st. *Ends June 30th, 2013.*
- **Bonus Blackhawks Promo:** In honor of the Blackhawks moving on in the Playoffs, receive 5% off any size order that includes a minimum of 6pcs of Blackhawks Guys. Cannot combine discounts between promos. *Ends June 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!!

- **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).



- **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 week of 6/20
 - #04300-100 pc clear set available now
- **Year Round Terms:** Minimum order=\$100



- **June 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 June 30th, 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 DISPLAYS13 when ordering. Please note no offset is included. *Ends July 31st, 2013*
- **Sticker and Tattoo Program:** \$360 cost, free display, 30 designs/12 pcs each, #PGM5110
- **Sticker Kit and Tattoo Program:** \$648 cost, free display, 54 designs, #PGM5111
- **Reusable Sticker Tote Program:** \$360 cost, free display, 24 designs/3 pcs each, #PGM4721
- **Everyday Terms:** Minimum order=\$150 .



- **Announcing new International Card Games:** The most popular card games of Italy, Germany and South America-beautifully illustrated with native art-will be

available in June! Great family fun with rules for extra games included in each set. Scopa #3619-06, Karnoffel #3621-06 and Conquian #3622-06. All \$6.00 each, packed 6 per style.



- **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.
- **Crystal Garden Promo:** Buy 4 unites of Crystal Garden, get the 5th unit Free with any New order of \$100 or more. Can be combined with other specials. Cannot be added to existing orders.
- **Year Round Terms:** Opening orders=\$200. Reorders=\$100.



- **June Special:** \$600=N60 & FFA (must include 1 new item, promo code 13ASTRA600), \$1000=N90 & FFA (must include 2 new items, promo code 13ASTRA1000), \$2000=Dec 1st dating & FFA (must include 3 new items, promo code 13ASTRA2000). Orders of \$2000 or more also are eligible for N60 & FFA on all \$500+ reorders for the rest of 2013 (promo code 13REORD). Special ends June 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.



- **June Special:** \$350=freight offset (free case #11035), \$500=FFA, \$750=FFA & one free case of #12056 zoob fastback H2H, \$1000=FFA, 5% & one free case #12056. Orders must ship at once. Promo code "June Special". Ends June 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.



Now carrying Science X Kits and Aquarelle Watercolor Sets!!

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

September 15th

9th Annual



Open House

800-450-8800

800-450-8800

BEST OF BEST TOYS

DARDA, WADER, BOLZ, *by KSM*

DARON WORLDWIDE

DJECO, PAPO, LE TOY *by HOTALING*

DO-A-DOT ART

EMILY *by TOMAS*

FINDIT GAMES

HABA, GOTZ, LILLIPUTIENS

HOHNER MUSIC

KASKEY KIDS

**LEARNING RESOURCES,
EDUCATIONAL INSIGHTS**

LITTLE CRITTERZ

MAGNA-TILES *by VALTECH*

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

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!!



We are very proud of Barry. He has been voted the **BEST REP** by ASTRA Members!