

March 2010 Deals

Best of Best:

- **Best of Best 2010 Catalogs have been mailed!** Give us a call if you still need one!
- **Apples To Apples Party Box #92024 Special Pricing:** 1 case/4 = 13.50ea; 2+cases = 12.50 (regular price \$15.50ea) - limited supply, so order them while they are still in stock.
Once they are gone, they are gone!



Brain Noodles:

- **March Special:** Buy 2 canisters of loose noodles and pay \$90. New Finger Puppet Kit intro offer of \$7.25 each (regular price \$7.50). *Ends March 31st, 2010*
- **New orders:** With any new order, receive free display creatures for your store and extra loose Brain Noodles for your customers to touch, feel, and play with!
- **Minimum order:** \$100 (one case pack of 15 which can be assorted styles) and free freight always at \$500.

Crocodile Creek:

- **Early Bird Specials:** \$500=½ freight, \$1000=FFA, \$1500=FFA & N90, \$2500=FFA & N120. Orders must ship by March 31st, 2010. *Program ends March 31st, 2010*
- **Guaranteed Sale Program:** The following assortments are available on a guaranteed sale offer. Items ordered on the guaranteed sale program are guaranteed for 90 days from the date of the invoice. Ask your sales rep for full details on the program. Items included: 2814ASST Two-Sided Placemat Asst, #3199ASST Bib Asst, #2100ASST 7" Best Seller Playball Asst, #2101ASST 5" Best Seller Playball Asst, #4071ASST Shaped Box Floor Puzzle Asst, #4210ASST Boxed Floor Puzzle Asst, #2870ASST Wood Puzzle Asst, and #1051ASST Floor Drinking Bottle Asst. *Program expires March 31st, 2010*

Daron:

- **March Special:** \$500=N30, 5%, & FFA, \$1000=N60, 5%, & FFA, \$1500=N90, 5%, & FFA All orders must ship at once. Please mark promo on order. *Ends March 31st, 2010*

Do-A-Dot:

- **Restocking Special:** \$300=N60 & Freight Offset, \$500=N90, 5%, & Freight Offset, \$750=N90, 30 Free Books (customer chooses—order in packs of 6), & Freight Offset. *Offer ends March 31st, 2010*

Educational Insights:

- **March Special:** \$750=N60 & FFA, \$1500=N90 & FFA, \$3000=N120 & FFA. Order \$750 or more and include a minimum of 5 new 2010 sku's and receive an extra 5% on all items. Maximum discount allowed for the promotion is 52.5% on standard discount items and 42% discount on 40% discount products (i.e. some of the electronic games). Order total must be over \$750 after the 5% discount is taken off to qualify. If writing for more than one ship to location, each ship to location must meet the \$750 and 5 new sku's minimum on their order. Include promo code EFF0110 on order. *Expires March 31st, 2010*
- **Early Bird Special:** Customers who ordered from the above promotion by February 5th for immediate shipment can place a reorder in March for shipment as late as the end of April and still get the above special terms on that order. Multiple ship to locations are allowed as long as each ship to meets the minimum order requirements—No Exceptions! Include promo code EFF0110. *Order must be placed by March 31st, 2010.*
- **Year Round Terms:** \$750=N30 & FFA Promo code—FF750

Find It:

- **Special:** When you pay by credit card only - 2 cases=½ FFA, 4 cases=FFA. Credit card must be on order when submitted.
Terms special: 6 cases=N30 & FFA. *Expires March 31st, 2010*

Haba:

- **“Fresh Start” Program:** \$500=N30 & ½ freight, \$750=N30 & FFA. Plus...orders prepaid by credit card at time of shipment are eligible for a 2.5% discount. Credit card must be charged at time of shipment.
- **Spielstabil Promotion:** Order \$100 of Spielstabil product and receive a 5% discount on that product. Order \$300 or more of Spielstabil product and receive a 10% discount on that product. Spielstabil products may be combined with Haba products on same order to qualify for the FFA programs above.
- **Additional Free Product Specials:** Buy 4 each of any of these items and get a 5th item of each FREE! (Limit of 5 free pieces per sku). And yes, these items can get the Spielstabil discounts mentioned above. Items include: S7625 Tool Box Set, S7626 Tool Set, S7627 Builder Tool Set, and S7501 Sand Play Kit.
All above promotions expire March 31st, 2010
- **Year Round Terms:** \$1500=N30 and FFA

**Hohner:**

- **First Quarter 2010 Toy Special:** \$500=N30 & FFA, \$750=N60 & FFA, \$1000=N90 & FFA. New Wood Tone Drum #H0825 will be shipping in March. Cost=\$12.50/6 *Offer ends March 31st, 2010*
- Please note that all customers who are currently receiving open terms must complete a new Hohner credit application to continue receiving open terms in 2010. Ask your sales rep for a copy of the credit app.

Hotaling:

- **WOW...There will be NO PRICE INCREASES ON PAPO IN 2010!!!!** This is great news as we have already heard that our main competitor (no names please) will be increasing their prices this year. So now is a great time for a change...Papo has better prices, more realistic figures and animals (try comparing the same animal from the two brands), more play value (Papo figures can stand or ride horses), and more sales per square foot. What's the worst that could happen? Sell them at keystone from Papo's cost or keystone them from the "competitor's" cost...either way you win!!

Year Round Programs:

- **Minimum order** is now \$100 (reduced from \$150)
- **Re-orders for rack customers** of \$200 or more of figures will receive N60 & FFA
- **Orders that include any combination of Hotaling Imports product lines** over \$1000=N60 & FFA
- **Metal Rack Program:** To receive a NEW Hotaling Lighted Metal Rack a \$2500 "buy-in" order of figures/animals is needed to qualify for the FREE Rack, FFA, and N90 terms. Two options will be offered: 1. Order \$1250 of figures/animals immediately. Within 60 days of the first order, the second order of \$1250 must be placed. Should the second order not be placed within the 60 days, the Rack and FFA for the order will be billed. If splitting the order into 2 shipments, each shipment will have N60 terms for each of the 2 orders. 2. Order the entire \$2500 of figures/animals. Since the metal racks will not be ready to ship until March, the option is available of ordering an initial order less than \$1250, but not less than \$750...and then the second order must be enough to bring the total of the 2 orders up to \$2500 within 60 days of the first order. Once the racks are available this third option of a smaller buy in will expire.
- **Wooden Rack Program:** To get a FREE Wooden Rack (Character, Farm, Horse, or Wild Animals theme), FFA, and N90 terms, an order of \$1500 must be placed of figures or animals combined. Two "buy-in" options are offered: 1. Order \$750 of characters/animals at once and another \$750 within 60 days of the first order. If the second order is not received within the 60 day time period, the Rack and FFA will be billed. If splitting the initial order into 2 shipments, the terms will be N60 for each of the 2 orders. 2. Order \$1500 characters/animals on the initial order.
- **Animal Rack Deal:** Place an order of \$750 in animals only and receive a FREE wooden rack, FFA, & N90. Don't forget that the themed Farm, Horse, and Wild Animals Racks are available.

HQ Kites & Designs USA:

- **Everyday Terms:** \$1500=½ FFA, \$3000=FFA
- Minimum opening order=\$125 and reorders=\$100

Imagability-Wedgits:

- **March Freight Offset Promo:** \$500=N30 & receive 6 mini Wedgits Dogs FREE to help offset freight charges. Six units at \$17.99 SRP=21.5% value. Item #313121. *Expires March 31st, 2010*

Kubit2me:

- **Opening Order Demo Special:** Free demo game with any first time order.

Learning Resources:

- **March Special:** \$750=N60 & FFA, \$1500=N90 & FFA, \$3000=N120 & FFA. Order \$750 or more and include a minimum of 5 new 2010 sku's and receive an extra 5% on all items. Maximum discount allowed for the promo is 52.5% on standard discount items and 42% discount on 40% discount products (i.e. LER9192-Gears Work Station). Order total must be over \$750 after the 5% discount is taken off to qualify. If writing for more than one ship to location, each ship to location must meet the \$750 and 5 new sku's minimum on their order. Include promo code EFF0110 on the order. *Expires March 31st, 2010*
- **Early Bird Special:** Customers who ordered from the above promotion in January for immediate shipment can place a reorder in March for shipment as late as the end of April and still get the above special terms on that order. Multiple ship to locations are allowed as long as each ship to meets the minimum order requirements—No Exceptions! Include promo code EFF0110. *Order must be placed by March 31st, 2010.*
- **Everyday Terms:** \$750=N30 & FFA Promo code—FF750

Little Little Little Toy Co:

- **Little Toy Co is now your source for many of your favorite ELC products** (many of these you were ordering over the past years from IPI). Because Little Toy Co is now distributing the ELC products, the ELC line will be written up as a separate order from the Little Toy Co/Nuchi products. They will also invoice and ship the orders separately.
- **ELC 2010 Everyday Terms:** \$1000=N60 & FFA, \$2000=N90 & FFA and all subsequent reorders will be qualified for N60 & FFA on reorders of \$750 or more for the remainder of 2010, \$3000=N90 & FFA and all subsequent reorders will be qualified for N90 & FFA on reorders of \$500 or more for the remainder of 2010.
- **ELC 2010 Buying Deals:** Purchase over \$1000 in **HappyLand products** spanning the line (approximately 80%) and receive a 5% discount on your first order and one Town and People item for display at no charge (customer's choice). Purchase over \$275 in **Build It products** (minimum of 4 skus) and receive one Build It item for display at no charge (customer's choice). To qualify for either of these deals, the minimum dollar total must be met on one order. *Deal remains in effect until further notice.*
- **NUCHI Everyday 2010 Terms:** \$500=N60, \$1000=N90 & FFA and all subsequent orders will be qualified for N60 & FFA on reorders of \$750 or more for the remainder of 2010, \$2000=N90 & FFA and all subsequent reorders will be qualified for N90 & FFA on all reorders of \$500 or more for the remainder of 2010.
- **NUCHI 2010 Buying Deals: Railway Deal:** \$500=free track display unit, \$1000=free display board, \$1500=free display board and a free track display unit. Limit one display board per store and two track display units per store. Until March 31st...a \$1000 order of railway product will receive a 5% discount. **Garden Deal:** \$350=free garden display. Limit one display per store per year. To qualify for the deal the minimum dollar total must be met on one order. *Deal remains in effect until further notice.*

Neat-Oh:

- **Year Round Terms:** \$500=FFA

Patch/Lauri/Smethport:

- **2010 Everyday Special:** \$500=N60, \$1000=FFA, \$1500=N60 & FFA, \$2500=N90 & FFA

Plan Toys:

- **March Promo:** \$3000=Dec 10th dating, FFA, & 3% discount off entire order. *Ends March 31st, 2010*
- **Year Round Terms:** \$1000=N30 & FFA, \$3000=N60 & FFA, \$5000=N90 & FFA

Pressman:

- **2010 Specialty Program:** \$650=N60 & FFA, \$1250=October 1st, 2010 & FFA and all future reorders of \$250 or more receive N60 & FFA. For the \$1250 order, customer must include a minimum of one case pack each of five items from the following list:

0770-06 Wavelength	0416-06 Rummikub Kids Edition
1825-06 Chimp & Zee Little Mermaids	1826-06 Chimp & Zee Sneaky Bunnies
1827-06 Chimp & Zee Silly Socks	1829-06 Chimp & Zee Zoo Who?
1830-06 Chimp & Zee Counting 123 Puzzles	1832-06 Chimp & Zee Alphabet ABC Puzzle
3026-06 Mastermind Animal Towers	3450-06 Diary of a Wimpy Kid Cheese Touch
3614-12 Rummikub 8 Round Rummy Card Gm	3607-06 Mind Matchers
4534-06 Dinosaur Train All Aboard Game	6550-06 SpongeBob Mastermind Towers
4723-06 Smithsonian What was I Thinking	6551-06 Nickelodeon Rummikub
6552-06 Nickelodeon Tri-Ominos For Kids	<i>Program Ends May 31st, 2010</i>

Toysmith:

- **Year Round Terms:** All items from all 4 catalogs can be combined to meet these terms. \$250=N30 & FFA, \$500=N60 & FFA, \$1000=N60, FFA, & 5%, \$1500=N60, FFA, & 7%, \$2500=N90, FFA, & 10%.

Yomega:

- **First Quarter Special:** \$350=N30, ½ FFA, & 12 free string packs with each case of yo-yos ordered, \$500=N60, FFA, & 12 free string packs with each case of yo-yos ordered, \$900=N60, FFA, & one free case of Yomega Quickballs (retail value \$72). *Ends March 31st, 2010*

Zoob by Infinity:

- **Year Round Terms:** Minimum opening order=\$150. 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
- **Birthday Club:** Every store that registers with Zoob (provides name, birthdate, and email address of the store buyer) receives an additional 2.5% discount on all Zoob products ordered on their birthday. Only one Birthday Club member per account.
- **Annual Program Incentive—The Zoob Club:** stores that reach \$3000 in cumulative purchases earn the following on every additional order they place during 2010 and for the first quarter of 2011, regardless of order size: FFA plus a 5% discount and an additional 5% discount during the month of December.



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!!

Thanks, Carle, Christy, Shauna, Carol, and Barry

BEST OF BEST TOYS
BRAIN NOODLES LLC
CROCODILE CREEK
DARON WORLDWIDE
DO-A-DOT
EDUCATIONAL INSIGHTS
FINDIT GAMES
HABA
HOHNER MUSIC
HOTALING (PAPO, LE VAN TOY)
HQ KITES & DESIGN

KASKEY KIDS
KUBIT2ME
LEARNING RESOURCES
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MAGNA-TILES BY VALTECH
NEAT-OH !
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