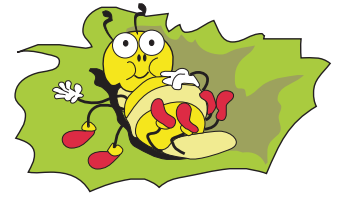


Best Toys



Volume 16

A TOY INDUSTRY NEWSLETTER

May 2013

MAY 2013 DEALS

Best Toys is pleased to announce some new vendors in our line up...



Welcome to the world of Real Bug, a gift and educational company specializing in the finest detailed line of nature's species and insects preserved in highest quality clarity acrylic/plastic. Products include keychains, necklaces, bracelets, rings, pens, paperweights, magnets, etc. These are super cool!!

KSM is the USA distributor for everyone's favorites... BOLZ tops, Darda race tracks, Wader vehicles, garages, ride-ons, sand and water toys, etc. and KHW snow products. All of these are classic lines that we all know and love!



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!**
- **May 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 May 31st, 2013.*



- **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.



- **May 2012 Promotion:** Orders between \$150 - \$600 Net 30 Days, Freight collect

- **Orders between \$600 - \$999 Net** 30 Days FFA*
- **Orders between \$1000 - 1499,** NET 60 Days FFA*
- **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.



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.

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.



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



- **May Special:** \$500=1/2 FFA & N30, \$750=FFA & N30, \$2000=FFA & N60, \$3000=FFA & N90, \$5000=FFA & N120. *Ends May 31st, 2013.*

- **Spielstabil & Haba brand Sand & Water Toys inc.** NEW Sun Bistro items: 3% discount on Spielstabil (pgs 269-280) and all Haba sand and water "open stock" items (pgs 235-245). *Ends May 31st, 2013.*
- **Moover Deals:** 10% discount when you purchase 5 Moover skus (mix and match). *Ends May 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 May 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 May 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.



- **May Special:** \$500=N30 & FFA, \$750=N60 & FFA, \$1000=N90, FFA & 1% if paid in 90 days, \$2500=N90, FFA & 3% if paid in 90 days. Also all HAG 250 Guitar orders receive a free guitar bag BG-250 while supplies last (\$15 value per guitar). *Expires May 31st, 2013.*
- **New Invoice Email Procedure:** Please be aware that Hohner will now be emailing all invoices and paperwork and will no longer mail any paperwork unless specifically requested. So please be sure to watch for any invoices, credits, statements, etc in your inbox if you have ordered recently!
- **Year Round Terms:** Opening order \$50. Reorders \$25.



- **Blackhawks Promo:** In honor of the Blackhawks in 1st place in the Central Division, receive 10% off any order (minimum of 12 units) that includes a minimum of 6pcs of Blackhawks Guys. *Ends May 15th, 2013.*
- **Special : Begins May 16th...** \$350=N30 & 5%, \$500=N60 & 5%, \$1000=N60 & 10%. Must ship by July 1st. *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 pac.



- **Spring has sprung** and what a great time to get those kids outdoors and time their speed and skills with the Learning Resources new Simple Stopwatch! LR0808/\$5.00 or LR0809 6pc Stopwatch display/\$30.
- **BBQ Blitz Stack Program:** Order 12 or more of EI3440 BBQ Blitz Game and pay just \$9 per piece (regular cost \$12.50) and get FREE FREIGHT! Must order the minimum of 12 pcs. Cannot add any other product or combine orders. Use Promo Code: BBQ. *Ends May 31st, 2013.*
- **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 May 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 week of 5/20
 - #12148-48pc clear deluxe set week of 6/20
 - #04300-100 pc clear set week of 5/20
- **Year Round Terms:** Minimum order=\$100



- **1-2-3 May Promos – Use 1, 2, or all 3!!:**
 1. **BOGO Special offer:** Order either new card game & get the other Free (Go Oink #7257 and Go Ape #7254, on pg 52). Promo code: 1305BOGO.
 2. **\$500 orders receive N90.** Promo code: 1305N90.
 3. **25% off our new Big Little Games 6ct Assortment Pack** (BLG Asst #6650 on pg 42). Promo Code: 13BLG. *All 3 promos expire May 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.



- **Everyday Terms:** \$400=N30 & FFA, \$750=N60 & FFA, \$1250=N90 & FFA. Use promo code FF2013. Minimum order=\$150

dressman®

REALBUG®

Three Cheers!
for Girls

Lifestyle Products
for Young Girls

- **Specialty Program:** \$500=N90 & 10% freight allowance, \$1000=N90 & FFA. Also earn up to a 5% discount on your entire order by ordering any of the five games below. Earn a 1% discount for each item ordered up to 5% off an order. Games include: 0502-06 No Speed Limit, 1495-09 Battling Bones, 3505-06 It's a Chicken, 6032-06 Flippables Horse & Squirrel, 6412-06 Skylanders Pop N Race, 0504-06 No Exit, 2267-06 Word Snag, 4042-06 Trash Pack Race for Trashies, 6213-04 The Hobbit-Unexpected Journey, 6220-04 The Lord of the Rings. Giant Games are excluded from prepaid freight program. Bonus: any orders of \$1000 or more will qualify for N60 and FFA on all reorders of \$500 or more for the rest of 2013. *Expires May 31st, 2013.*

- **Mastermind Demo Offer:** Order 6 pieces of 3018-06 Mastermind or 3022-06 Ultimate Mastermind and receive a FREE Mastermind game. *Ends May 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.

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



THAMES & KOSMOS

- **Spring Special:** \$500=N60 & 4%, \$1000=N60 & 6%, \$1500=N60 & FFA, \$2000=N60, 4% & FFA. In stock items must ship by May 31st. Mark orders "Spring Special". *Ends May 31st, 2013.*
- **Year Round Terms:** Opening orders=\$200. Reorders=\$100.

Thinkfun
Everybody plays.

Laser Maze will be ready to ship end of May! Be sure you have yours on order!!

- **2nd Quarter Special:** \$500=N60 (must include Laser Maze & WordARound, promo code 13Q2500), \$750=N60 & FFA (must include Laser Maze & WordARound, promo code 13Q2750), \$1500=N90 & FFA (must include Laser Maze & WordARound, promo code 13Q21500), \$2500=Nov 1st dating & FFA (must include Laser Maze & WordARound, promo code 13Q22500). Orders of \$2500 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.

- **All NEW Three Cheers "Back to School" and "Lockers 101"** products just announced! Great new patterns and styles...sparkling hears, glitter leopard, magic sequins, and backpack charms too!!
- **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.

Toysmith

- **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.



- **2nd Quarter Special:** \$500=FFA (instead of \$750). *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.

0+9D050A8+0

September 15th
9th Annual

Best Toys

Open House

0+9D050A8+0

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!!



Someone has to make sure all the toys get shipped out!
(A woman's work is never done)