



Network News

Trends. Savings. Community.

April / May 2025

PUBLISHED BIMONTHLY BY PURCHASING POWER PLUS
THE PREMIER HEALTHCARE GIFT SHOP NETWORK



Cover Photo Credit: Rustic Marlin

Sweetly Sentimental: Gifts That Celebrate, Encourage & Inspire

Some gifts say more than words ever could. Whether it's a thoughtful card, a keepsake journal, a symbolic piece of jewelry, or an uplifting reminder that hangs in a special place, these gifts connect people to the moments that matter most.

This collection highlights products that bring joy, encouragement, and heartfelt sentiment—perfect for hospital and pharmacy gift shops looking to offer customers a way to celebrate, comfort, and inspire.



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1. **AVANTI PRESS, INC.** (10% Discount)

A birthday is more than just a day—it's a time to be celebrated. Avanti's beautifully illustrated birthday cards capture the joy of the occasion, making them the perfect way for customers to mark the moment with warmth and sincerity.

Contact: (800) 228-2684 | avanti-press.myshopify.com/pages/2023-catalogs

2. **CALYPSO CARDS** (10% Discount)

Art and sentiment combine in Calypso Cards' elegantly designed greeting cards, which turn meaningful moments into beautiful keepsakes. With thoughtful messaging and striking artwork, these cards add depth and emotion to every gift.

Contact: (978) 287-5900 | calypsocards.com

3. **CARDTHARTIC** (10% Discount)

A message that truly means something. Cardthartic's 730 unique designs are inspired by real stories and connections, many sourced from their own community of customers. Their greeting cards speak with warmth, sincerity, and an authenticity that resonates.

Contact: (800) 814-8145 | cardthartic.com

4. **COMPENDIUM** (10% Discount)

A birthday tradition that lasts a lifetime. My Years to Remember: A Birthday Keepsake Book of Personal Reflections and Memories offers 20 years of prompts to capture milestones, wishes, and moments of gratitude, creating a meaningful keepsake year after year.

Contact: (206) 812-1640 | live-inspired.com

5. DESIGN DESIGN (10% Discount)

A beautifully bound notebook designed to inspire. With a heartfelt sentiment on the cover, this notebook makes a meaningful gift for anyone looking to capture thoughts, memories, or messages of encouragement in a special place. Contact: (800) 334-3348 | designdesign.us

6. EARTH ANGEL BY CLOCK IT TO YA (10% Discount)

Jewelry with a purpose. Earth Angel's natural stone bracelets are designed to celebrate the Earth Angels in our lives—mentors, caregivers, friends, and family. Each bracelet is paired with an inspirational message card, a stainless-steel engravable charm, and a ready-to-gift keepsake box. Contact: (800) 848-8144 | earthangelusa.com

7. ROMAN, INC. — Featuring Alexa's Angels (10% Discount)

Jewelry with meaning. Alexa's Angels by Roman, Inc. offers faith-based and inspirational pieces that serve as reminders of love, resilience, and hope—ideal for customers looking to gift something with a deep personal touch. Contact: (800) 729-7662 | roman.com

8. WISHING THREADS (10% Discount)

A gift meant to be seen every day. Wishing Threads are beautifully designed keepsakes, offering inspirational messages meant to uplift and encourage. A perfect addition to hospital and pharmacy gift shops, these meaningful reminders bring warmth to any space. Contact: (800) 294-2792 | wishingthreadus.com



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Retail Tip: Make Thoughtful Gifting Easy

Create a “Sweetly Sentimental” section featuring greeting cards, keepsake books, notebooks, and symbolic jewelry together. Customers looking for a meaningful gift will appreciate a curated selection that makes it easy to find just the right message for any occasion.

By offering products that celebrate, encourage, and inspire, hospital and pharmacy gift shops create an experience that resonates beyond the transaction—one that leaves customers with gifts that truly mean something.

PPP SPRING SAVINGS WEEK (A VIRTUAL EVENT!): *Preview, Plan, and Save Big!*

Get ready for an exciting week of opportunities with PPP Spring Savings Week, happening April 22–25, 2025! We've built on the success of our Friday Fling to create a full week of events designed to help you connect with vendors, discover great products, and maximize your savings.

EVENT SCHEDULE AND HIGHLIGHTS

TUESDAY & WEDNESDAY:

- LIVE *Morning Coffee* Sessions kicking off at 11:30 am EST
- Each *Morning Coffee* session will run for approximately one hour, providing valuable insights and connections while respecting your time—so you can stay focused on what you do best!
- Meet participating vendors as they preview their product lines and showcase exclusive offers.
- Participate in an educational session each day, providing tips and insights to boost your gift shop's success.
- Use these sessions to plan your orders for maximum savings later in the week.

THURSDAY: DOUBLE YOUR DISCOUNT DAY

Place your orders with participating vendors on Thursday, April 24th, to receive **DOUBLE** your PPP discount.

A perfect day to stock up on bestsellers, try new lines, and significantly boost your savings.

FRIDAY: FRIDAY FLING – FREE FREIGHT DAY

On Friday, April 25th, enjoy **FREE FREIGHT** from select vendors, adding even more value to your orders.

Combine free freight with your exclusive PPP discount and net terms for unbeatable savings.

**Please note that Double Discount Day cannot be combined with our Friday Fling offer. However, you're welcome to take advantage of both by placing separate orders.

Terms & Exclusions May Apply.

HOW TO PREPARE FOR PPP SPRING SAVINGS WEEK

- Mark Your Calendar: The events run from Tuesday, April 22nd, through Friday, April 25th, 2025.
- Join Our LIVE **Morning Coffee** Sessions: Get an early look at vendor lines to plan your purchases.
- Register Below for *Morning Coffee* & Your Unique Code: Your code is required to access *Double Your Discount Day* on Thursday and Free Freight during our *Friday Fling*.

PPP SPRING SAVINGS WEEK IS YOUR CHANCE TO:

- Discover new and exciting products.
- Connect with top vendors in the industry.
- Save big with exclusive discounts and free freight.

We're excited to offer you this week-long event, designed to maximize the value of your membership and help your shop thrive. Don't miss it!

DOWNLOAD OUR
SPRING SAVINGS WEEK
AGENDA & MORNING
COFFEE SOURCE GUIDE

Register Here

Impulse Buys

Impulse purchases create quick wins for retailers—offering customers an easy way to treat themselves or grab a last-minute gift. From fun and functional accessories to delicious treats and everyday essentials, these products encourage add-on purchases while delivering strong margins.



1. IT TAKES TWO, LLC (10% Discount)

The Whiskered Wonders collection by Helen Lyness of Ryan, Iowa, is a must-have for cat lovers. Featuring a two-year calendar, note pad, list pad, memo pad, and bookmark, this charming stationery set offers the perfect blend of organization and whimsy, making it an ideal impulse buy for feline enthusiasts.

Contact: (800) 331-9843 | ittwholesale.com

2. LOVEHANDLE (10% Discount)

A best-selling favorite, LoveHandle's 40-Peg Best Seller Prepack includes top-performing phone grips designed for comfort and convenience. This ready-to-go set comes with display signage, a demo kit, and employee samples—ensuring customers can experience the product's functionality firsthand.

Contact: (281) 778-2051 | lovehandle.com

3. SMASHDISCOUNT (10% Discount)

A go-to source for stylish, high-margin impulse buys. From fashion-forward tech accessories to novelty items that grab attention, SmashDiscount's collection makes it easy for retailers to boost sales with products customers love to grab on a whim.

Contact: (888) 317-0154 | smashdiscount.com

4. MY FAIR ELLIE (10% Discount)

Bright, fun, and packed with personality, My Fair Ellie's handmade badge reels and keychains add flair to everyday accessories. Whether for work or play, these items make for playful impulse purchases that appeal to customers looking to express themselves.

Contact: (573) 469-3630 | myfairellie.com

5. **OUTSIDE THE BOX** (10% Discount)

Practical meets stylish with Outside the Box's retractable badge reels and multi-use lanyards. These everyday essentials make ideal checkout counter add-ons for hospital gift shops and retail spaces catering to professionals.

Contact: (800) 977-4704 | badgeapeel.com



6. **SOK-IT** (10% Discount)

Sleek, reusable cup sleeves that keep beverages at the perfect temperature while reducing condensation and waste. Available in an array of stylish patterns, they make a functional and sustainable impulse buy that customers will use daily.

Contact: (513) 817-3995 | sok-it.com



7. **IT'S POPPIN'** (10% Discount)

Classic caramel popcorn with a perfectly balanced crunch and sweetness. Packaged in eye-catching, nostalgic designs, these snackable treats are an ideal impulse buy for customers looking for an indulgent grab-and-go option.

Contact: (608) 296-5102 | itspoppinwholesale.myshopify.com



8. **POCKET SOCKS** (18% Discount)

Not just cozy—Pocket Socks add a hidden zippered compartment for stashing cash, keys, or small essentials. This functional-meets-fun design makes them an unforgettable and practical impulse buy for travelers, students, and professionals alike.

Contact: (888) 494-7769 | pocketsocks.com



A NEW WAY TO PLAN AHEAD - *Your PPP Holiday Buying Guide*

As we move further into 2025 and begin looking ahead to 2026, we're excited to introduce another way to support your planning—the PPP Holiday Wholesale Buying Guide.

We know that staying on top of seasonal inventory, buying windows, and trends can be a challenge. This guide provides key wholesale buying timeframes, consumer spending insights, and simple retail tips to help you make informed decisions and prepare for the busiest seasons with ease.

It's just one of the many ways we continue to introduce resources that help streamline your buying process and maximize seasonal opportunities.

We're excited to share this with you—

[ACCESS THE BUYING GUIDE HERE](#)

—and as always, we're here to support you along the way!

INTRODUCING



THE AMERICAN GIFT COMPANY



10% Discount | (630) 317-7685
tagcowholesale.com
Opening \$100 | Reorder \$100

TAGCO USA dba The American Gift Company has been a leader in personal care, bedding, compression socks, and trendy-gift items for over a decade. Starting as an e-commerce company, they now serve many brick-and-mortar stores. Their brands include Extreme Fit, Seebo, Amore, Luxury Home, Furry Twinz, and Apex.



BUTTERIE



10% Discount | (818) 678-9002
butterie.com
Opening \$90 | Reorder \$185

Butterie is the world's first butter dish with an attached flip-top lid. By attaching the lid to the base, the lid never touches your butter or counter, and you don't have to wonder where to set a messy lid. You'll fall in love with how well this butter dish sells!



FARMHOUSE FRESH ORGANICS & NATURALS



10% Discount | (888) 773-9626
farmhousefreshgoods.com
Opening \$600 | Reorder \$100

Award-winning natural skincare infused with powerful botanical extracts grown fresh daily on their Texas farm. Voted among the favorite spa brands in the U.S. over 12 years and Awarded Inc. Magazine's Best in Business for putting purpose before profit; rescuing farm animals jar by jar.



NORTHERN LIGHTS CANDLES



10% Discount | (585) 593-1200
northernlightswholesale.com
Opening \$300 | Reorder \$150

Northern Lights has been brightening the world and beautifying homes with the warmth of candlelight for over 40 years. Their deep roots in the "art of candle making" have led to an eminent reputation as a leading designer of luxury candles and artisan made accessories.

INTRODUCING



NUANGEL INC



10% Discount | (256) 729-5000
nuangel.com
 Opening \$150 | Reorder \$100

NuAngel, Inc. is a woman-owned, U.S. manufacturer dedicated to creating eco-friendly, hypoallergenic products for moms and babies. Founded by a lactation consultant, their award-winning product line includes nursing pads, pillows, and baby essentials, all proudly made in Cullman, Alabama. They prioritize quality, comfort, and sustainability to support families worldwide.



SCENTCHIPS



10% Discount | (800) 472-3687
scentchips.com
 Opening \$150 | Reorder \$100

Introducing a trusted brand with over 45 years of experience, offering handcrafted luxury wax melts and exclusive touch-activated warmers. Made with the finest ingredients, Scentchips provide a superior fragrance experience. Pair with one of their stylish warmers to turn any space into an aromatic sanctuary. Scentchips are a great addition to any retailer's offerings.



STEPHEN JOSEPH GIFTS



10% Discount | (800) 791-2877
stephenjosephgifts.com
 Opening \$350 | Reorder \$250

Stephen Joseph is recognized for high-quality children's products and on-trend patterns. They are best known for their back-to-school gear, raingear, and umbrellas, plus their "Summer Fun" collection of beach and poolside gear. They also have a collection of baby products and creative games and toys for kids of all ages.



SUNSET VISTA DESIGNS CO.



10% Discount | (800) 203-4480
sunsetvistadesigns.com
 Opening \$200 | Reorder \$150

Sunset Vista Designs Co., Inc. is dedicated to delivering innovative products that provide extra margin opportunities and strong retail sales. With proven designs, space-saving merchandising solutions, and attractive package deals, they offer high-quality gift, garden, and home décor. The team is proud to present their best-ever product line, aiming to support partners' success.

1. TAG (10% Discount)

Handwoven with love, Tag's eco-friendly seagrass baskets add natural beauty to any space while supporting sustainable practices. These durable, stylish storage solutions are made with renewable materials and timeless craftsmanship—perfect for home organization with an eco-conscious twist.

Contact: (800) 621-8350 | www.tagltd.com/

2. SOCKWELL (10% Discount)

Blending sustainability with performance, Sockwell creates premium compression socks using American-grown merino wool and recycled materials. These stylish, high-quality socks are crafted with eco-conscious practices, offering comfort and support while reducing environmental impact.

Contact: (423) 643-0821 | sockwellusa.com

3. NASHVILLE WRAPS (10% Discount)

Add a vibrant touch to gifts while staying green. Nashville Wraps' 20x30 recycled tissue paper is soft-folded in bulk reams of 480 sheets, making it an ideal choice for gift bags, crafting, and sustainable packaging solutions.

Contact: (800) 547-9727 | nashvillewraps.com

Eco-Friendly Retail: Sustainable & Stylish Picks for a Greener Future

Sustainability has evolved from a trend to an essential retail focus, as today's consumers actively seek products that align with their environmental values. Retailers can cater to this demand by curating selections that balance eco-conscious materials, quality craftsmanship, and everyday functionality.



4. NEW YORK PUZZLE COMPANY (10% Discount)

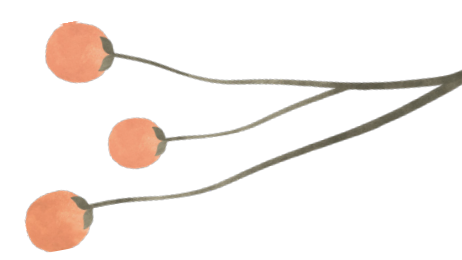
The Bluebird 100-Piece Mini Puzzle, a customer favorite, is now available in shrinkwrap-free, eco-friendly packaging, further reducing the company's carbon footprint. Made from 100% recycled chipboard, this beautifully illustrated puzzle blends sustainability with creativity. Contact: (347) 815-1234 | wholesale.newyorkpuzzlecompany.com

5. LEANIN' TREE INC. (10% Discount)

Leanin' Tree's greeting cards combine heartfelt sentiments with sustainable production. Printed on recycled paper with soy-based inks, these cards allow customers to share meaningful messages while making an environmentally responsible choice.

Contact: (800) 525-0846 | tradeleanintree.com





RETAILER SPOTLIGHT:

Inside St. Luke's Gift Shops with Stacy Waller



Welcome to our Retailer Spotlight series, where we take you behind the scenes with some of the most innovative hospital and pharmacy gift shop leaders in the industry. This time, we're thrilled to feature

Stacy Waller, Director of Retail Operations at St. Luke's Gift Shops in Bethlehem, PA.

With 12 locations, a strong customer base, and a passion for fresh, engaging retail, Stacy shares her insights on what makes her shops thrive, the strategies that keep her team ahead, and how she continuously adapts to meet customers' needs.



Q: Let's start with the basics—give us the scoop on St. Luke's Gift Shops.

Stacy Waller: Sure! We operate 12 gift shops across St. Luke's University Health Network, serving employees, patients, and visitors across Eastern Pennsylvania.

At our Bethlehem campus, we have two shops totaling 1,300 sq. ft., staffed by a small but dedicated team—three paid staff members and 24 amazing volunteers who help keep things running smoothly.

Q: What are your top-selling categories, and who are your go-to PPP vendors?

Stacy: We focus on what our customers love most, and that means paying close attention to trends and sales. Our bestsellers span a few key categories:

- **LOGO PRODUCTS** – Our private-label sweatshirts, T-shirts, hats, and jackets are always in demand.
- **HOME GOODS** – We love working with Ganz for seasonal and inspirational décor, and Enesco keeps our shelves stocked with Yankee and Woodwick candles—both customer favorites!
- **ACCESSORIES** – DM Merchandising has been a fantastic partner for stylish finds like Kenzie bags,

cozy winter accessories, and soft PJ pants—perfect for gift-giving or personal treats. We also carry handbags from Direct Fragrances, adding another stylish and functional option for customers.

- **JEWELRY** – A consistent top seller in our shops, offering stylish and gift-ready options. Editor's Note – If you're looking to refresh your jewelry selection, check out Ella Stein, Coronet Jewelry, Periwinkle by Barlow, Shimmer by Cindy, and more!
- **TOYS** – You can't go wrong with Aurora, Mary Meyer, and Ganz, especially when it comes to plush toys and fun kids' items.

- **HBA (HEALTH & BEAUTY)** – We carry beauty essentials from DM Merchandising—small, easy-to-grab items that employees love to pick up on the go. Direct Fragrances also provides a great selection of fragrances that have been popular with our customers.

Q: Your shops have a distinctive feel. What do you think makes them stand out?

Stacy: We focus on creating a shopping experience that feels inviting and thoughtfully curated. Our goal is to blend convenience with boutique-style touches, offering high-quality, in-demand products that appeal to both employees and visitors.

We also pay close attention to store layout and merchandising—keeping food, toys, and impulse items toward the back while making sure the front of the store is engaging for staff who are looking for something special.

Q: Your team seems to have a great strategy. What are some sales tactics that work well?

Stacy: We're always testing new ideas! A few things that help keep our sales strong:

- ✓ Lean into bestsellers – We track what's moving and introduce 2-3 new items in our top categories each year.

- ✓ Bi-weekly team calls – A great way to share marketing ideas and discuss campus-specific needs.

- ✓ Keep it fresh – We rotate our front window displays every two weeks and run a fun “Wacky Wednesday” discount with a new percentage-off deal each week.

- ✓ Employee-focused promotions – Since 90-95% of our customers are staff, we tailor promotions just for them.

Q: What's your biggest challenge?

Stacy: Keeping things fresh! With so many repeat customers, they notice when merchandise isn't changing. If a vendor isn't bringing in new styles, we'll take a break from them.

We're also seeing shifts in shopping behavior. Younger employees are drawn to trendier items, seasonal décor, and impulse buys. Post-pandemic, we've adjusted quickly, adding more holiday-themed products—especially for Easter and Halloween—to meet demand.

Q: Where do you find inspiration for your shop?

Stacy: Everywhere! We pull ideas from Pinterest, trade magazines, gift shows, and even other retailers to see what's trending and what customers are excited about.

Q: Any final words of wisdom for fellow hospital

gift shop leaders?

Stacy: Stay adaptable and listen to your customers. Trends shift, and what worked a few years ago might not be what sells today. Be willing to change things up, test new products, and most importantly, make your shop a place people enjoy visiting!

Thank you, Stacy, for sharing your expertise and insights! It's inspiring to see how St. Luke's Gift Shops create such a welcoming and successful retail experience.

Would you like to be featured in our next Retailer Spotlight?

REACH OUT TO US—we'd love to highlight the amazing work happening in hospital and pharmacy gift shops across the country!



THOUGHTFUL GIFTS FOR KIDS – *PLAYFUL PICKS WITH BIG APPEAL*

1. **GOFFA INTERNATIONAL** (10% Discount)

Soft, snuggly, and impossible to resist! Goffa's plush collection offers everything from classic teddy bears to whimsical creatures, making them an easy go-to for kids and kids at heart.

Contact: (201) 528-8999 | giffausa.com

2. **LIVENTI INC** (10% Discount)

A little sparkle goes a long way! Boogie Charms Children's Jewelry Sets feature fun, playful designs in a ready-to-display assortment of 27 pieces, complete with a free acrylic stand.

Contact: (844) 548-3684
wholesale.liventi.us

3. **MW WHOLESALE** (10% Discount)

Break the ice and get the conversation flowing! Shake Up the Conversation - Friends Edition is packed with fun prompts to get kids and families laughing, sharing, and connecting.

Contact: (800) 296-9485 | mwwholesale.biz

The best kid-friendly gifts don't just bring a smile to little ones—they spark joy for anyone who loves fun, creativity, and a touch of nostalgia. Whether it's a charming plush, an interactive book, or a hands-on activity, these picks are perfect for shoppers looking for easy, delightful gifts that stand out.



4. **KIKKERLAND DESIGN** (10% Discount)

Creativity meets the great outdoors! The Huckleberry Clay Creatures Kit turns nature into art with air-dry clay, sculpting tools, and fun googly eyes—perfect for budding young artists.

Contact: (800) 869-1105 | kikkerland.com

5. **FOX CHAPEL PUBLISHING**

(10% Discount)

Lift the flap and discover a world of farmyard fun! The Farmyard Seek & Find Board Book keeps little hands busy with engaging illustrations, hidden surprises, and fun animal facts.

Contact: (844) 307-3677
foxchapelb2b.com

5.



6. PICTURA (10% Discount)

Not just a card—a keepsake! Pictura's 3D Pop-Up Greeting Cards bring messages to life with intricate, playful designs that delight kids and adults alike.

Contact: (973) 890-1070 | picturausa.com



7. MAYFLOWER DIST CO. (10% Discount)

Hang out with this adorable sloth mylar balloon! Perfect for any celebration, it adds a slow-and-steady dose of fun and charm. Float into happiness with this cuddly, sweet balloon!

Contact: (800) 678-4892

www.mayflowerdistributing.com

PPP Joins the Conversation: *Connecting & Sharing Insights!*

We're thrilled to share that Purchasing Power Plus was recently featured in the February 2025 *Cindy Jones Newsletter for Gift Shops!* Be sure to check out the article, "*Purchasing Power Plus: Retail with Purpose*," which highlights our commitment to supporting hospital and pharmacy gift shops.

In addition, our team contributed an exclusive guest feature, "*5 Simple Sales Training Strategies*," offering actionable insights to help retailers drive sales and better support their teams. Don't miss this valuable read!

A heartfelt thank you to the team at *Cindy Jones* for featuring PPP. We're grateful for the opportunity to share insights, exchange ideas, and support the incredible retailers who make these shops so special. We're excited to be part of the conversation!

*Check out the
Newsletter Here!*





Buzz Worthy April Giveaway

Enter to win at purchasingpowerplus.com



GIVEAWAY 1

Bear & Me Basket + \$25 Voucher

Win a basket from the newest Bear & Me collection — soft toys safe from birth and machine washable. Includes bestsellers and new 2025 releases, plus a \$25 voucher toward any Charlie Bears collection

Wholesale Value: \$71.88
plus \$25 voucher
Retail Value: \$222.50



GIVEAWAY 2

Cuddle Cubs Bundle + \$75 Voucher

Cuddle Cubs are 5" plush companions with premium quality and charm. Win 6 of these fast-selling favorites and a \$75 voucher toward a future order.

Wholesale Value: \$30 + \$75 Voucher
for future Order
Retail Value: \$221.94



GIVEAWAY 3

Bearhouse Dragon Collection

Introducing Bearhouse Dragons — a handmade, limited-production soft toy line launching in 2025. Win a full flight including Deck (large green dragon) and Hearts, Spades, Clubs & Diamonds.

Wholesale Value: \$126.14
Retail Value: \$277.50

Charlie Bears North America Inc.

10% Discount | (561) 328-9936 | charliebears.com | Opening \$350 | Reorder \$500



Buzz Worthy May Giveaway

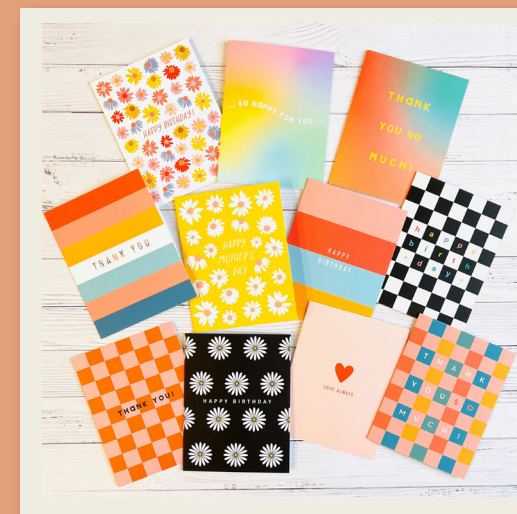


GIVEAWAY 1

Cuddle Cubs Bundle + \$75 Voucher

Win a vibrant assortment of notebooks — including Wire-O, soft cover, and jotters — in modern, retro-inspired patterns. Designed and printed in the USA.

Wholesale Value: \$45 + \$55 Voucher for future Order
Retail Value: \$200



GIVEAWAY 2

Greeting Card Assortment + \$45 Voucher

Win a curated bundle of 30 best-selling cards across A2 and Mini Enclosure sizes, including boxed sets for birthday, everyday, seasonal, and holiday occasions.

Wholesale Value: \$55 + \$45 Voucher for future Order
Retail Value: \$200

MELLOWWORKS

10% Discount | (973) 216-7703 | shopmellowworks.com | Opening \$150 | Reorder \$100

Vendor Profiles

Discovering More About Our PPP Vendors



NATURAL INSPIRATIONS

Natural Inspirations is a brand dedicated to creating clean, luxurious, plant-based bath and body products designed to support a healthy lifestyle. With a strong belief that nature provides the best ingredients, the company ensures that all products feature a clean, straightforward list of ingredients—because they believe that should be the norm, not the exception. At Natural Inspirations, indulgence doesn't have to come at a high price, and customers should never have to choose between what works and what's good for their bodies.

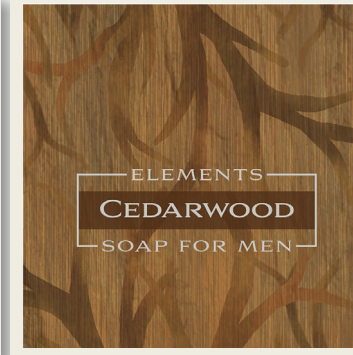
The company's philosophy is rooted in the understanding that the body is an ecosystem, and everything put into or on it can impact overall health. Natural Inspirations empowers customers

to make healthy, informed decisions not only about the food they eat but also about the personal care products they use.

Founded with the simple goal of creating a healthy, pure, and natural line of bath and body products, Natural Inspirations offers a trusted range of skin-nourishing products made with rich botanical ingredients and free from harsh toxins.

Today, Natural Inspirations is proudly sold in spas, boutiques, resorts, and specialty stores across the US and Canada. The brand offers over 100 luxurious, indulgent, and skin-loving products that pamper and delight. As a women-owned and operated small business, all products are proudly manufactured in the USA.

10% Discount | (952) 466-7417 | naturalinspirations.com | Opening \$300 | Reorder \$150



GREENWICH BAY TRADING CO.

Since 1962, Greenwich Bay Trading Co. has been crafting luxurious vegetable soaps and spa essentials enriched with botanical butters, essential oils, and natural extracts. What began as a custom product line for historic New England inns has expanded into a renowned brand offering luxury soaps, spa products, and amenities to hospitality and retail businesses across the United States and internationally.

Greenwich Bay Trading Co. provides a full range of private-label soaps, spa essentials, and guest room amenities for inns, bed and breakfasts, and distinctive lodgings looking to offer their guests luxurious products that also reflect their unique style. The company works with businesses of all sizes, from local shops

to national and international brands in both the luxe and natural markets. Recently, Greenwich Bay Trading Co. launched a fresh signature collection of luxurious shea butter soaps and spa essentials, designed for specialty shops, boutiques, and spas. These new formulations, scents, and products add an element of elegance to everyday experiences.

As a family-owned and operated business, Greenwich Bay Trading Co. combines traditional methods with expert craftsmanship in its North Carolina soap factory. This allows the company to offer factory-direct products at substantial cost savings, with small minimum quantities, making luxury products uncommonly affordable for retailers and businesses alike.

10% Discount | (800) 323-1209 | gbsoaps.com | Opening \$10 | Reorder \$10

1. ENESCO LLC (10% Discount ex TROPP, Neca, Sanrio & Newell)
Boyd's Bears are out of hibernation and back at Enesco! These 100% handcrafted plush bears are made from custom-blended materials and filled with soft virgin stuffing for optimal cuddling, with microbead weighting for a luxurious feel. Perfect for shoppers looking for a high-quality collectible or an extra-special gift. Contact: (800) 436-3726 | enescobusiness.com

2. BEEKMAN 1802 (10% Discount)
Luxury meets skincare with Beekman 1802's goat milk-infused lotions, soaps, and skincare sets. Designed for clean, farm-to-skin indulgence, these products nourish and hydrate while delivering an elevated self-care experience. Beautifully packaged and perfect for gifting. Contact: (407) 351-5656 | beekman1802.com

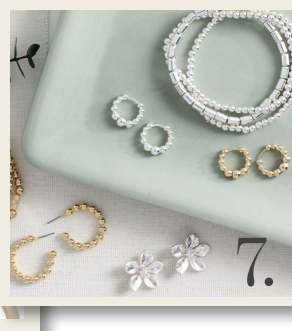
3. ELLA STEIN (10% Discount)
An affordable, demi-fine jewelry brand, Ella Stein creates handcrafted pieces featuring ethically sourced diamonds. Each piece is made by empowered female artisans in India, combining luxury with sustainability and social impact.
Contact: (646) 904-5885 | ellastein.com

4. GERSON COMPANIES (10% Discount - Lowest Printed Pricing, ex. Super Buy/Gold Items)
Elegant accents that transform any space. Gerson's collection of candle holders, home décor, and seasonal pieces adds a sophisticated touch, appealing to shoppers looking for stylish, high-quality home gifts. Contact: (800) 444-8172 | gersoncompany.com

The Luxe Edit: Premium Gifting with Style & Sophistication

Luxury isn't just about the price tag—it's about craftsmanship, quality, and the feeling of something truly special. Whether it's a timeless piece of jewelry, an indulgent skincare set, an elegant home accent, or even a gourmet treat for a beloved pet, these gifts exude refinement and thoughtful design.

This selection brings together high-end, beautifully crafted products that elevate any retail assortment, making them perfect for shoppers looking for a premium, stylish, and meaningful gift.



5. DIRECT FRAGRANCES (3% Discount)
A curated selection of best-selling designer perfumes and body sprays that make for luxurious, personal gifts. With iconic scents from top brands, these fragrance options add an indulgent, sensory-driven element to your gift assortment.
Contact: (800) 800-4208 | directfragrances.online

6. BONNE ET FILOU (10% Discount)
The world's first handmade French dog macaron. Crafted from all-natural, human-grade ingredients in small batches, these gourmet pet treats are a blend of luxury and health, designed for the pet-obsessed shopper who wants only the best for their furry friends.
Contact: (917) 979-5955 | bonneetfilou.com

7. PERIWINKLE BY BARLOW (10% Discount)
Jewelry that's ready to gift. Periwinkle by Barlow's curated collections of stylish, personalized jewelry feel unique and special, without requiring in-store customization. Timeless and elegant, these pieces make for effortless, premium gifting.
Contact: (800) 654-6074 | periwinklebybarlow.com

BUILDING CONNECTIONS & ELEVATING HOSPITAL AND PHARMACY GIFT SHOPS

PPP in the News, Reps Are Local Too, and the Power of Community

We believe thriving hospital and pharmacy gift shops are built on strong partnerships — not just with great vendors, but also with the dedicated independent sales reps who understand the unique needs of this retail space. When retailers are connected with knowledgeable reps and curated brands, they're better equipped to make smart buying decisions, create inviting store environments, and serve their customers with confidence.

A SPOTLIGHT ON PARTNERSHIP: ROAD RUNNERS + PPP

We're excited to share that **Road Runners** recently published a wonderful article spotlighting PPP and the broader network of retailers and brands we serve. The piece reinforces the value of working with reps who are deeply engaged with their territory and tuned into what hospital and pharmacy gift shops need to succeed.

Road Runners represents several vendor lines that are part of the PPP community, including:

- **PETER PAUPER PRESS** — Thoughtful stationery, journals, and gift books

- **BOSTON INTERNATIONAL** — Tableware, home décor, and paper goods
- **NEW YORK PUZZLE COMPANY** — Beautiful puzzles and games
- **LIFEGUARD PRESS** — Lifestyle accessories and licensed collections
- **FARMHOUSE FRESH** — Farm-to-table skincare and spa gifts
- **NORTHERN LIGHTS** — Artisan candles and ambiance accessories

REPS ARE LOCAL TOO: A MOVEMENT WE PROUDLY SUPPORT

More than just order-takers, reps are strategic partners who help gift shop managers:

- Spot top trends and fast movers
- Manage inventory and reorder cycles
- Execute thoughtful displays that drive sales

That's why we proudly support the **Reps Are Local Too** movement — co-founded by Angela Schmook of Road Runners and Kelly Bristol of Just Got 2 Have It! This grassroots effort highlights the crucial role that **independent reps play in retail success** — especially in

Click Here to Read More!



underserved spaces like hospital and pharmacy gift shops.

Local reps not only help retailers discover new products, but they also bring insight, care, and consistent follow-through that national platforms simply can't replicate. At PPP, we've seen firsthand how these relationships translate into stronger, more successful stores.

ONE COMMUNITY. SHARED PURPOSE. REAL RESULTS.

This industry thrives when retailers, vendors, and reps work together with purpose and mutual respect. We're incredibly grateful to Road Runners, Angela Schmook, Kelly Bristol, and the many reps and vendors who share our commitment to supporting hospital and pharmacy gift shops with heart and intention.

Want to learn more?

- **Watch** Kelly Bristol talk about the Reps Are Local Too movement:

Reps Are Local Too –
LinkedIn Video

- **Explore** Road Runners at
RoadRunnersLLC.com



SIP & SHOP: *Meet the New* Live on Zoom – Monday, May 19, 2025 at 11:30 AM EST



Join us for a fast, fun way to discover new products and fresh vendors — all in one coffee break! Sip & Shop: Meet the New is a curated virtual event exclusively for PPP retailers.

YOU'LL GET:

- ✓ Live, 5-minute vendor spotlights
- ✓ First look at new lines & product launches
- ✓ A Preview Guide in advance
- ✓ Event-only offers & giveaways

It's retail inspiration, made simple.

Grab your coffee and RSVP now!



1. OPPORTUNITIES (10% Discount)

Hand-poured candles designed to be as stunning as they are soothing. With delicate floral designs and inviting scents, these candles add elegance and ambiance to any space, making them an effortless upsell for home décor lovers and gift buyers alike. Contact: (517) 741-9675 | oppwholesale.com

2. CARSON GIFTS (10% Discount)

A little humor, a little inspiration, and a whole lot of charm—Carson's Skinny Message Bars are perfect for any space. Whether for a home office, entryway, or shelf, these wooden sentiment pieces are available individually or in an easy-to-order 24-piece display assortment. Contact: (800) 888-1918 | carsongifts.com

3. KNOTTING HILL (15% Discount)

The kitchen towel that won't slip! Sure Grip Kitchen Towels feature a silicone backing to keep them securely in place—no more falling on the floor. They double as a jar opener, making them both stylish and practical for any kitchen. Contact: (416) 992-1191 | suregripkitchentowels.com

Around the House: Thoughtful Touches for Every Space

Home is where comfort meets style, and the right pieces can turn any space into something special. From cozy textiles to beautifully crafted décor, these products add warmth, personality, and function to everyday living. Whether customers are looking for a heartfelt gift or a personal home refresh, these unique finds make every room feel more inviting.



4. RUSTIC MARLIN (10% Discount)

Handcrafted decorative pillows designed to add charm and personality to any space. With cozy fabrics and classic designs, Rustic Marlin's pillows make the perfect home accent, whether as a welcoming touch for an entryway or a cozy addition to a living room. Contact: (508) 376-1004 | rmretailer.com

5. LANG COMPANIES INC.

(10% Discount - 20% Dated Product)
Featuring art by Susan Winget, this set of Lemon Grove Trinket Dishes include three shaped, ceramic bowls that add artistic flair to any room in the house. Contact: (800) 262-2611 | dgamecasupscale.com/the-lang-companies-1

6. GIFTCRAFT INC.

(10% DISCOUNT - 5% Charlie Paige & ex Cartwheels)
Add a pop of color with these charming Colored Glass Bud Vases. Featuring a teardrop shape, narrow opening, and vibrant colors, they're perfect for single stems or small arrangements. Contact: (877) 387-4888 | giftcraft.com



INTRODUCING QUARTERLY PERKS & PROMOS

Your Exclusive Access to Seasonal Savings!

We know running a hospital or pharmacy gift shop comes with unique challenges—tight budgets, limited space, and the constant need to refresh inventory with products your customers will love. That's why we've created Quarterly Perks & Promos, your go-to hub for the best vendor deals, exclusive offers, and seasonal must-haves all in one place!



WHY YOU'LL LOVE QUARTERLY PERKS & PROMOS:

- *Unbeatable Savings* – Enjoy *exclusive discounts, free freight, and limited-time promotions* available only to PPP members.
- *Fresh Finds* – Be the first to discover *trending products, bestsellers, and vendor spotlights* before they hit the mainstream.
- *No Hassle, Just Perks* – We curate *the best deals for you*, making it easy to stock your store without the extra legwork.

HOW IT WORKS:

- *Visit the Quarterly Perks & Promos page* – We'll update it every season with fresh, hand-picked vendor specials.

- *Browse Exclusive Offers* – Easily compare vendor discounts, free freight options, and product launches designed for PPP retailers.
- *Place Your Orders* – Take advantage of *limited-time savings* to maximize your store's success.

STAY AHEAD OF THE TRENDS & SAVE MORE!

- *Quarterly Perks & Promos* is designed to give you *more buying power, more flexibility, and more savings*. Whether you're looking for new arrivals, proven bestsellers, or unbeatable deals, this is your chance to *get the most value out of your PPP membership!*

Don't miss out—check the page each quarter and take advantage of the best offers from trusted vendors!

QUARTERLY PERKS & PROMOS



**PURCHASING
POWER PLUS**
The Premier Healthcare Gift Shop Network

8350 Bee Ridge Road #170 | Sarasota, Florida 34241
(888) 221-3367

VENDOR UPDATES

The following Vendors will no longer be extending a discount to our Retail Members: Effective February 1st: CRISLU; March 1st: Annabelle Noelle Designs, Cherapy, Pura Vida Bracelets, SCOJO New York, Sourcebooks; April 1st: Amanda Klein Company, Haute Diggity Dog, LLC, Snuggle Puppy HERO

Stay in Touch



memberteam@purchasingpowerplus.net
www.purchasingpowerplus.com