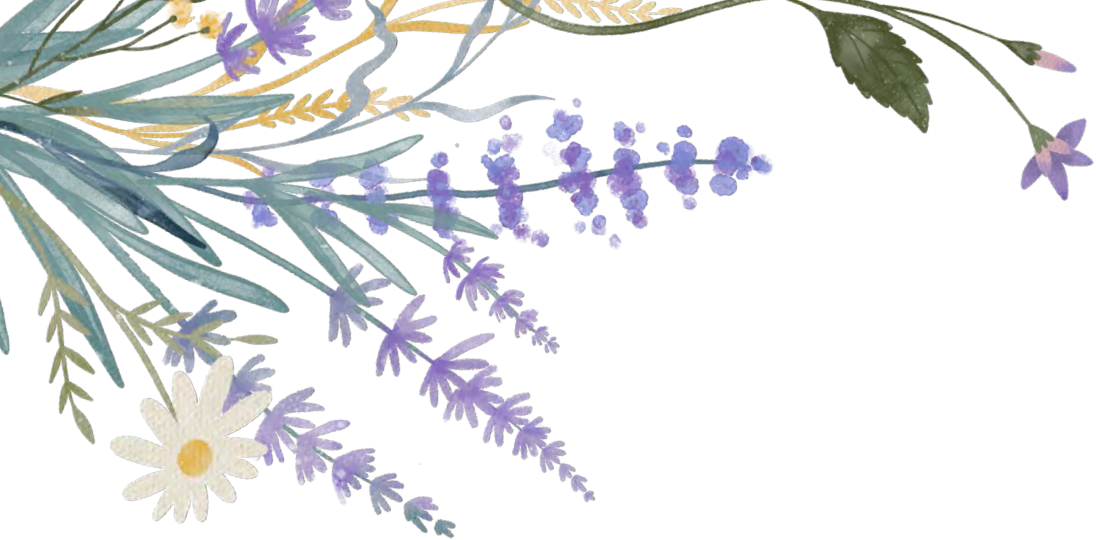




Network News

Trends. Savings. Community.

June / July 2025

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



Cover Photo Credit: Peter Pauper Press

FROM OUR VENDORS, WITH PURPOSE

A Celebration of Community and Curated Creativity

At the heart of Purchasing Power Plus is a shared belief: that the best ideas are born through connection. For this issue, we asked our vendors a simple question – “What do you want our retailers to see right now?” The following pages spotlight products hand-selected by our vendors themselves. These aren’t just items – they’re personal picks, and offerings our vendor community felt passionate about sharing with you. Whether it’s a fresh design, a proven bestseller, or a unique item with a story behind it, each product featured here represents a vendor’s voice in our ongoing conversation.



1. TEN THOUSAND VILLAGES (10%) 100% handcrafted from vibrant silk paper, each flower is a unique work of art. Mix and match our wide variety of colors and styles to create stunning, everlasting bouquets.
Contact: (201) 650-1287 | wholesale.tenthousandvillages.com

2. K&K INTERIORS, INC. (10%) This set of timeless antique gold picture frames is part of our NEW GIFTABLE collection, which includes inspirational cards & jewelry, journals, personal items, and more!
Contact: (877) 647-0111 | kkinteriors.com

3. TRANSPAC BRANDS (10% - P2 pricing on P1 quantities) Changing Seasons was created with the intent to maximize shelf-life while still offering unique and affordable designs. Our welcome signs with interchangeable magnets are the perfect addition to any space.
Contact: (800) 449-9903 | transpacbrands.com

4. BOSTON INTERNATIONAL (10%) Mangiacotti Hand Repair Starter Program. Experience the healing effects of our enriched formula with shea butter, chamomile extract and essential oils. It's a perfect gift for repairing rough, dry hands.
Contact: (800) 637-5061 | bostoninternational.com



5. LIFEFORCE GLASS (10%) Hospital/Well Wishes Wooden Postcards are a heartfelt way to send encouragement and positivity to loved ones during difficult times. Expertly printed on high-quality wood, these cards offer a unique, lasting alternative to traditional greetings.
Contact: (800) 828-3870 | lifeforceglass.com

6. CUTIEFUL COMPRESSION SOCKS AND ACCESSORIES (10%) Get ready for our newest collection of acrylic badge reels—lightweight, durable, and full of personality. These eye-catching designs are the perfect way to brighten up your everyday look!
Contact: (513) 892-9265 | cutiefulwholesale.com

7. TWO'S COMPANY (10%) Add a touch of vintage charm to your assortment with these best-selling embroidered nursery pillows. Featuring classic sentiments, velvet backing, and gift-ready appeal—perfect for baby shops, boutiques, and shower gift displays.
Contact: (800) 896-7266 | twoscompany.com

8. BLUE MOUNTAIN ARTS (10%) Silhouettes greeting cards — With a bold graphic style, brilliant color palettes, and best-selling authors, these cards stand out in the marketplace through a warm communicative style, and beautiful paper.
Contact: (800) 525-0642 | bluemountainpress.com

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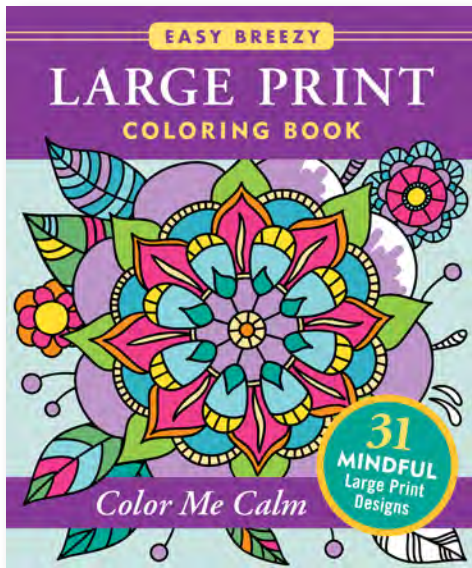
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12.



9. BUZZY, INC (10%) Meet Buzzy: Beautifully packaged indoor seed kits with fast shipping, low \$200 minimums, and always-in-stock inventory. Perfect for hospital gift shops. PPP Members receive 10% discount! Contact: (866) 232-5463 | buzzyseeds.com

10. PETER PAUPER PRESS INC. (10%) Big, bold, easy to color large print illustrations! Color 31 full-page relaxing images. Thicker pages resist bleed-through and feathering. We printed designs on one side of each perforated page. Contact: (914) 681-0144 | peterpauper.com

11. NMR DISTRIBUTION (10%) NMR Brands offers the BEST of both worlds with licensed & non-licensed products, such as the TRENDY Axolotl! Our Axolotl Bandages are used for typical first-aid uses, & are die cut which makes them FUN & unique! Contact: (661) 775-2546 | nmrbrands.com

12. BURTON + BURTON (10%) Spring into style with our tissue paper flowers! Lightweight, reusable, and full of charm, just fluff and shape for an instant pop of whimsy in party setups, photo ops, or store displays. Contact: (800) 241-2094 | burtonandburton.com



13. AREAWARE (10%) Areaware creates objects and gifts for home, work, and play in collaboration with independent designers. Our small team is dedicated to creating functional and uplifting objects, designed with integrity. Above all else, our designers are at the heart of what we do. Contact: (800) 783-5683 | areaware.com

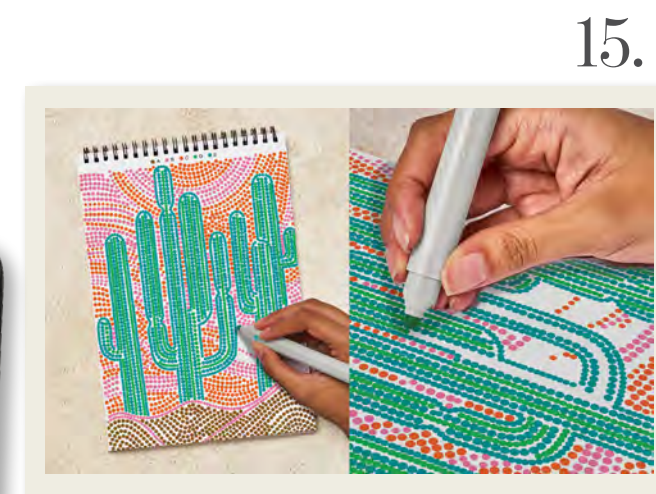
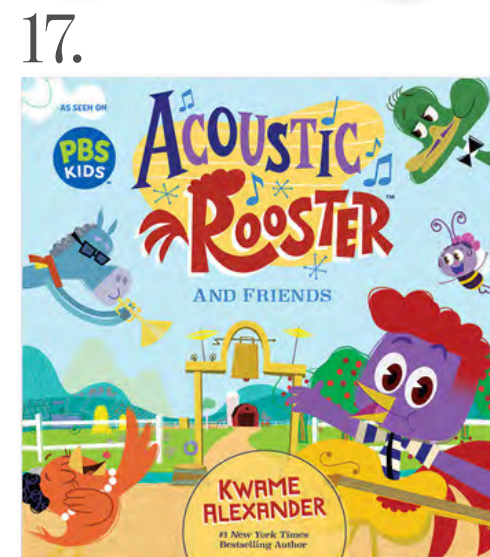
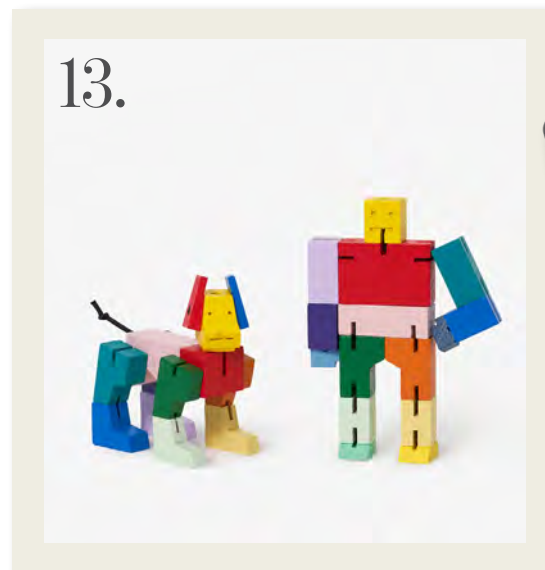
14. HARRY D. KOENIG & CO., INC. (10%) An ideal grooming essential for the season – this 7-piece mustache and beard grooming set includes matte black stainless-steel implements, neatly organized in a sleek hard case. No minimum order quantity required. Fast, hassle-free delivery with no tariff concerns. Contact: (800) 645-6503 | harrydkoenig.com

15. LIFELINES, LLC (10%) Lifelines creates science-backed sensory tools to relieve stress and foster calm. FlowArt is a guided art experience that helps tweens, teens, and adults gently enter a meditative flow state—no art skills needed! Contact: lifelines.com

16. SANTOKI (10%) This LEGO® Stationery Set includes a pen, markers, a 10-piece duck build with 25 colorable instruction sheets, and sticky notes to plan your builds. Your unique LEGO® duck can ride on your marker while you color! Contact: (855) 726-8654 | santoki.com

17. SLEEPING BEAR PRESS (10%) New York Times bestselling author, Kwame Alexander, tells Acoustic Rooster's story through lyrical, jazzy text—perfect for young readers. With jazz facts and eye-catching artwork from the PBS KIDS® show premiering May 1, 2025, Acoustic Rooster and his Barnyard Band, this board book really boogies. Contact: (866) 918-3956 | sleepingbearpress.com

18. PICNIC TIME FAMILY OF BRANDS (10%) The Eclipse Tumbler Tote is the perfect blend of style and sustainability. Crafted from recycled plastic, each tote saves 5 plastic bottles from landfills, making it an eco-conscious choice for everyday use. Contact: (888) 529-7474 | wholesale.picnictime.com



Shared Goals, Trends & Fresh Inspiration

We recently asked our retailers to share their 2025 business goals, trend predictions, and PPP vendors catching their attention. Two fabulous stores responded with thoughtful insights—and beautiful displays we’re excited to feature!

TERRI KANGAS | *Genesis HealthCare* | Zanesville, OH

TOP 3 BUSINESS GOALS FOR 2025

1. Increase sales over 2024
2. Find new and exciting merchandise to feature in our store
3. Stay positive with customers (and vendors) while navigating the tariff situation

TOP PRODUCT TRENDS FOR 2025

- **LoveHandle** – A fresh, functional favorite
- **Demdaco Hearts** – Inspired by PPP’s Day 1 Morning Coffee
- **Ganz Waterproof Stretch Jewelry** – Bracelet/necklace combos with everyday versatility

PPP VENDORS ON HER RADAR

- **Demdaco** – “Love that they encourage everyone who receives/gives a heart to share their story.”
- **My Fair Ellie** – Appreciates the *lifetime guarantee*
- **Dyce Games** – “Looks very unique and FUN!”

STORE DISPLAY HIGHLIGHT

Terri shared photos of their #1 selling plush brand—Douglas in action. The image shows how this line anchors a soft and engaging section of the store.



*Genesis HealthCare,
Zanesville, OH*

JESSICA KRAUSS | *Mercy Hospital Perry* | Perryville, MO

TOP 3 BUSINESS GOALS FOR 2025

1. Find new vendors that sell well in the shop and reorder from them
2. Increase profits over last year
3. Continue to find new ways to maximize available display and storage space

PPP VENDORS ON HER RADAR

- **Avanti Press**
- **Knotting Hill**
- **Dyce Games** – Ordered at the Jan. 2025 PPP Atlanta Market event
- **My Fair Ellie** – Joined her assortment after discovering them through PPP

STORE DISPLAY HIGHLIGHT

Jessica sent in this *beautifully curated window display*—a seasonal mix of florals, soft goods, and cheerful signage. With clear color blocking, dimensional layering, and an inviting spring theme, it’s a shining example of retail storytelling done right.



*Mercy Hospital Perry,
Perryville, MO*

HUMMINGBIRD HIGHLIGHTS:

Thoughtful Gifts That Take Flight

Hummingbirds are more than just a seasonal favorite—they're a year-round reminder of wonder in motion. With their vibrant wings, joyful energy, and enduring symbolism, they've become beloved motifs in gifts, books, and décor across retail.

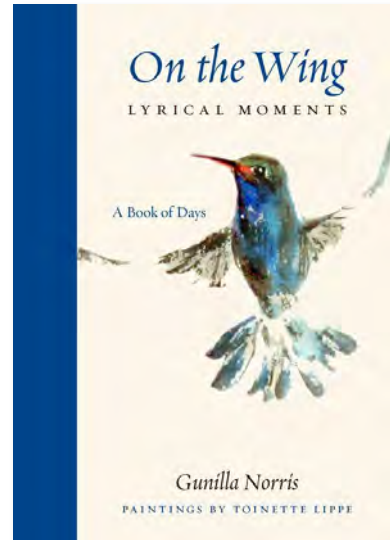
This curated flight of hummingbird-inspired products offers uplift, color, and serenity—ideal for customers seeking gifts that are meaningful, charming, and full of life.

1. ANDREWS MCMEEL PUBLISHING (10% Discount)
On the Wing: A Book of Days is a lyrical collection by Gunilla Norris with dreamy hummingbird illustrations by Toinette Lippe. This gentle daybook invites reflection, peace, and presence—a thoughtful gift for spiritual or nature-loving shoppers.
Contact: (816) 581-7500 | publishing.andrewsmcmeel.com

2. GANZ (10% Discount)
Mosaic-winged hummingbird figurines from Ganz add a glimmer of artistry to shelf or garden displays. With hand-finished detail and jewel-tone wings, they're lovely as keepsakes or tokens of inspiration.
Contact: (800) 724-5902 | ganz.com

3. LORI PORTKA - HAPPINESS THROUGH ART (10% Discount)
This vibrant art print features two hummingbirds perched above a blooming flower, evoking celebration and serenity. Perfect for healing spaces, hospital gift shops, or cheerful home décor.
Contact: (315) 491-6488 | loriportka.com

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2.



3.



Retail Tip:

EDIT WITH INTENTION

— The Power of the Pause

Inspired by the hummingbird's ability to hover — to pause and choose its next move with precision — consider taking a moment this season to reassess your sales floor. What products are simply “there,” and which ones invite interaction, storytelling, or emotion?

Try this: **remove just one display or item from a cluttered area** and give the surrounding pieces more room to breathe. You might be surprised how quickly a cleaner focal point re-engages your customers. In a world of constant motion, curated calm sells.

Don't Miss It — NEW QUARTERLY PERKS & PROMOS LAUNCHING JULY 1st!

A brand-new lineup of exclusive vendor offers is on the way — curated just for hospital and pharmacy gift shops.

With new partners, fresh promos, and limited-time perks, this is your chance to discover what's next and take advantage of deeper savings.

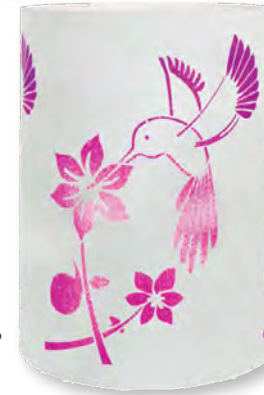
View the details



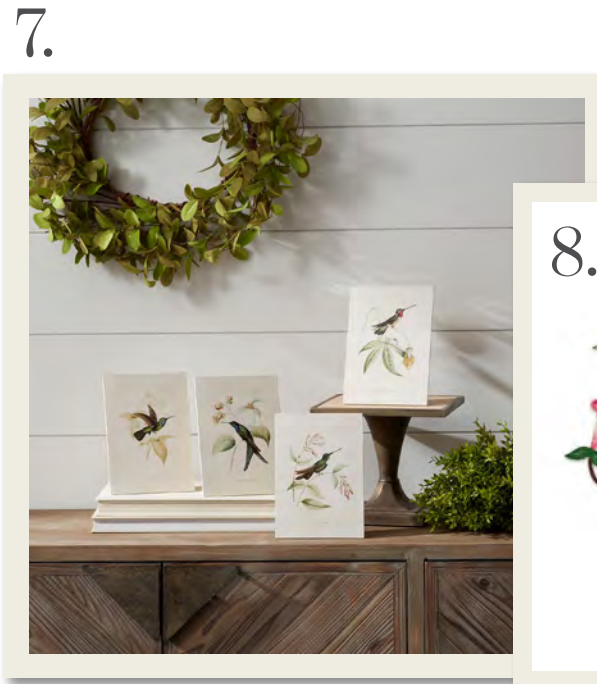
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4. MARY MEYER CORPORATION (10% Discount)
This soft muslin swaddle blanket is scattered with watercolor hummingbirds in flight. Lightweight and gift-ready, it's a favorite for new parents and baby showers.
Contact: (800) 451-4387 | marymeyer.com

5. SASSYBADGE (10% Discount)
This glittering hummingbird badge reel adds a dose of delight to scrubs and staff wear. Designed for hospital professionals who love to add personality to their workday.
Contact: (941) 539-2232 | sassybadge.com

6. SCENTCHIPS (10% Discount) Get the most out of your warmer with Select-a-Shade® by Scentchips®. Choose from over 30 fabulous styles to refresh your warmer for your mood or the season with ease.
Contact: (800) 472-3687 | scentchips.com

7. MELROSE INTERNATIONAL LLC (10% Discount)
Botanical-style hummingbird art blocks lend vintage charm to shelves, mantels, or retail vignettes. With classic illustrations and neutral tones, they blend beautifully with nature-themed displays.
Contact: (800) 282-2144 | melroseintl.com

8. SUNSET VISTA DESIGNS CO. (10% Discount) This beautifully designed hummingbird plant pick brings charm and elegance to any outdoor space. Handcrafted with care and intricate detailing painted in vibrant colors with enchanting glow-in-the-dark accents.
Contact: (800) 203-4480 | sunsetvistadesigns.com

INTRODUCING



BENE WORLD TOYS



10% Discount | (865) 900-2327
benebeargiving.com
Opening \$120 | Reorder \$120

Bene World Toys creates interactive plush kits that teach kindness, empathy, and respect. My Reward Pal™ uses a token reward system to encourage positive behavior. Bene Tails, mini plush with magnetic tails, come with stories about bravery, friendship, and gratitude, making learning values fun and engaging for kids.



CAPE CANDLE



10% Discount | (941) 202-4152
capecandle.com/wholesale
Opening \$150 | Reorder \$0

Cape Candle offers handcrafted candles and flameless fragrance vessels designed for retail and gift shops seeking premium, USA-made products. Featuring top-quality ingredients, timeless design, and safer scenting alternatives, their collections provide your customers with beautiful, giftable fragrance solutions that stand out in today's home décor and gifting market.



COTT N CURLS HLK BRANDS INC.



10% Discount | (325) 275-7124
cottncurls.com
Opening \$250 | Reorder \$250

Cott n Curls – HLK Brands, Inc. crafts beautiful, lasting products that celebrate authenticity and joy. With over two decades of expertise, they design and manufacture fashion-forward, sustainable handbags and home furnishings. Now expanding in North America, they offer premium craftsmanship, direct distribution savings, and custom solutions - blending artistry, quality, and environmental responsibility seamlessly.

INTRODUCING



ENSO RINGS



10% Discount
ensorings.com
Opening \$500 | Reorder \$1

Enso Rings is the leading designer and manufacturer of premium silicone rings. Medical personnel around the world favor Enso Rings due to their patented silicone blends, unrivaled comfort, and innovative styles. Each of their rings are warrantied for life, and their flagship collections are all made in the USA.



FUNTAZMA



10% Discount | (888) 653-2471
moosh-moosh.com
Opening 1 Case | Reorder 1 Case

Funtazma creates high-quality plush toys and novelty products that spark imagination and joy. Their signature brand, Moosh-Moosh, is known for its ultra-soft, collectible designs. Committed to innovation and quality, they bring fun, creativity, and comfort to people of all ages through thoughtfully designed, huggable creations.



GRAVITY



10% Discount
gravityblankets.com
Opening \$150 | Reorder \$100

Gravity makes restorative wellness accessible by focusing on rest and recovery, essential pillars of peak physical and mental performance. Their weighted products use deep touch pressure to improve sleep quality, while recovery tools feature infrared technology and deep heat to support muscle recovery and mental relaxation.



H.E.L.P. BY T.JAZELLE



10% Discount | (508) 360-7797
tjazelhelpbracelets.com
Opening \$500 | Reorder \$50

Founded in 2020 by Tiffany Narbonne, H.E.L.P. By T.Jazelle was created to craft meaningful jewelry with purpose. Each bracelet symbolizes giving back, \$2 from every sale is donated through GlobalGiving to support causes like animal welfare, children, the environment, and ocean preservation. With your H.E.L.P., together they can make a difference.

INTRODUCING



HOMESICK



10% Discount
homesick.com
Opening \$350 | Reorder \$150

Homesick crafts clean, non-toxic home fragrances inspired by memories, places, and moments that matter most. With over 200 scents, their soy wax candles feature custom oils, organic cotton wicks, and reusable glass jars, perfect for gifting or everyday joy. Cruelty-free and thoughtfully made to spark connection and nostalgia.



SPECIALTY STORE SERVICES



10% Discount | (800) 871-2768
specialtystoreservices.com
Opening \$0 | Reorder \$0

Specialty Store Services has helped retailers succeed for over 40 years by providing reliable, in-stock merchandising solutions. They supply display fixtures, signage, and essentials designed to boost sales and enhance store layouts. With fast shipping, competitive pricing, and expert service, they make retail setup easier for stores of all sizes.



STONE ENTERPRISES CO



10% Discount | (818) 961-4214
stoneenterprisesco.com
Opening 48 pieces | Reorder 48 pieces

SEC is a full-service brokerage specializing in ONE-STOP-SHOPPING building custom collections of apparel, headwear, drinkware and souvenirs. THEY ADD VALUE to your business by you working with 1 vendor to cover your apparel, headwear, drinkware, and souvenir categories with collaborative art instead of piecing items together from multiple vendors.

Celebrating Excellence in Our Community

ANGELA QUINN Nominated for the Retailer Excellence Award

We're excited to announce that Purchasing Power Plus nominated Angela Quinn, Gift Shop Manager at Lenoir Memorial Hospital's Cheer Corner, for the Retailer Excellence Award—and we couldn't be more honored to shine a spotlight on her incredible work.

Angela has led The Cheer Corner for over 11 years with heart, purpose, and a deep commitment to the people she serves. Under her leadership, the shop has become a comforting, joyful space that supports patients, families, and staff through every day.

She works side-by-side with the UNC Health Lenoir Volunteers—a group that's been serving since 1953—ensuring the shop not only runs smoothly but also contributes to meaningful hospital initiatives like nursing scholarships, department enhancements, and wellness spaces. Angela's ability to blend mission-driven service with smart, thoughtful retail is exactly what makes her so deserving of this recognition.



INSIDE THE CHEER CORNER

Angela's displays and merchandising are as welcoming as her leadership. Here's a look at the shop's inviting presence:

- A seasonal showcase with pops of sunshine and floral cheer.
- A bustling, well-stocked front counter offering everything from badge reels to jewelry.
- A view into The Cheer Corner—where retail meets heart.

Please join us in congratulating Angela on her well-deserved nomination. Her story is a beautiful reminder of the power of thoughtful, purpose-driven retail—Stay tuned for more spotlights on the inspiring work happening in our community!



Fun & Games

WHIMSICAL FINDS FOR PLAYFUL MOMENTS

Whether you're stocking a gift for a milestone birthday, filling downtime in a hospital waiting room, or simply spreading smiles, these fun-forward picks are all about connection, laughter, and just a touch of mischief. From quick-draw party games to cheeky books and color-pop dice sets, this lineup invites customers to pause and play. These vendors bring humor, nostalgia, and novelty to the shelves—just the thing to lift spirits and spark joy in any space.



1.

1. DYCE GAMES (10% Discount)

Doodle Heist is the fast-paced drawing game that turns sketching into strategy. Players must draw quick to sneak into the vault—and crack the code to win! It's a great addition to your impulse gift or game section. Contact: dycegames.com

2.



2. LIFEGUARD BRANDS GROUP- BAN.DO

(10% Discount ex Lily Pulitzer)

This cheerful dice set by ban.do includes four colorful collections, perfect for game night or on-the-go entertainment. The retro-inspired packaging adds extra shelf appeal, making it a quirky gift for birthdays, teens, and trendsetters.

Contact: (800) 992-3006 | lifeguardbrands.markettime.com



3.

3. SELLERS PUBLISHING, INC.

(10% Discount – ex. seasonal greeting cards)

"50 Things to Do When You Turn 50" is a humorous, heartfelt collection of tips, wisdom, and laughs for anyone hitting the big 5-0. A top-selling birthday gift book that combines advice with levity.

Contact: (800) 625-3386 | rsvp.com



Snuggle In: Cozy Finds to Soothe and Delight

Comfort means more than just warmth—it's about care, connection, and creating space for softness in the everyday. Whether it's a plush lounge top, a touchable knit, or a scarf that feels like a hug, these are the kinds of pieces that invite shoppers to pause, exhale, and feel held.

1. CORONET JEWELRY & ACCESSORIES (5% Discount)
This blush-toned bouclé pullover offers the perfect blend of softness and polish. With its cozy texture and relaxed fit, it's an ideal layering piece that adds warmth and elegance to any wardrobe. A comforting choice for gift-givers or a stylish staple for everyday wear.
Contact: (800) 837-8686 | coronet-jewelry.com

2. SIMPLY NOELLE (10% Discount)
Simply Noelle's three-piece knit set includes a matching scarf, mittens, and pom hat in cozy colorblock stripes. Designed for warmth with personality, it's a charming gift-ready set that appeals to every age.
Contact: (800) 724-5902 | www.ganz.com/Simply-Noelle

3. DM MERCHANDISING (10% Discount)
This turtleneck cape sweater blends rich cable-knit texture with an oversized silhouette, perfect for layering over tees or long sleeves. It's a go-to transitional piece for hospital shops looking to stock soft staples.
Contact: (800) 548-6784 | 247dm.com



4. EARTH ANGEL BY CLOCK IT TO YA (10% Discount)
A watercolor-inspired palette gives this fringed ombre scarf a soft, serene look. With fluid drape and lightweight warmth, it adds color and comfort to any display—and any outfit. Contact: (800) 848-8144 | earthangelusa.com

5. GOLD MEDAL INT. - HOLIDAY COLLECTIONS (10% Discount)
Chunky cable-knit and timeless hues define Clear Creek's cozy beanies. Offered in oatmeal, blush, and navy, these soft hats combine rustic style with everyday wearability.
Contact: (212) 889-7800 | goldmedal-intl.com

6. THINK MEDICAL SUPPLY (10% Discount)
Think Medical's heathered long-sleeve tee is a layering essential. Lightweight yet warm, its stretchy fit and breathable fabric make it a favorite among healthcare professionals and cozy-seekers alike.
Contact: (800) 875-1244 | thinkmedsupply.com

Retail Tip: Create a “Comfort Station” near your entrance or checkout featuring one of each cozy item styled with a soft throw blanket, stacked books, or a textured pillow to evoke a “curl-up-at-home” feel. Let shoppers touch the softness and imagine these items as part of their personal unwind routine.



Buzz Worthy June Giveaway

Enter to win at purchasingpowerplus.com



GIVEAWAY 1 & 2

Two winners will receive 8 of their Moosh-Moosh Squared², soft and squeezable stuffed plushies that are perfect for cozy cuddles, imaginative play, and even creative stacking.

Wholesale Value: \$50
plus \$50 Voucher on a future order!
Retail Value: \$180

Funtazma

10% Discount | (888) 653-2471 | moosh-moosh.com | Opening 1 cases | Reorder 1 cases



Buzz Worthy July Giveaway



GIVEAWAY 1

One winner will receive a case of their best-selling Holiday 2-Pack Socks - that's 48 cozy, festive pairs, perfectly packaged in adorable giftable stockings! With 12 of each merry design, it's the ultimate easy (and oh-so-cute) holiday essential.

Wholesale Value: \$180 of product + \$40 Voucher
Retail Value: \$576

GIVEAWAY 2

One winner will receive a case of their ultra-plush 3-pack cozy socks - that's 60 pieces of pure softness and style! With six adorable and timeless designs, these are perfect for fall and versatile enough to keep the cozy going strong through early spring. Your customers will love them

Wholesale Value: \$150 of product + \$50 Voucher
Retail Value: \$480

GOLD MEDAL INT. - HOLIDAY COLLECTIONS

10% Discount | (212) 889-7800 | goldmedal-intl.com | Opening 1 Case | Reorder 1 Case

Vendor Profiles

Discovering More About Our PPP Vendors



CHARLIE BEARS NORTH AMERICA INC.

Charlie Bears are the magical, affordable, and collectible bears with big personalities! Designed by Charlie at The Bearhouse in Cornwall, each bear and character is lovingly handcrafted, making every one truly unique. From whimsical originals to exclusive collaborations with world-renowned bear artists, Charlie Bears are produced in limited numbers—some in very low editions—making them treasured finds for collectors.

Founded by Charlotte and William Morris in 2005, Charlie Bears launched its first collection of just 12 bears in February 2006. Since then, over 2,500 charming designs have come to life! Today, these irresistible creations can be found in more than 500 stores and online shops around the globe—ready to be adopted and adored by collectors everywhere.

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



LIFELINES, LLC

Lifelines is a wellness brand founded by Melissa Bernstein, the visionary behind Melissa & Doug Toys, after 30 years of inspiring imaginative play. Lifelines offers innovative tools for fast, effective stress relief using a science-backed method called Sensory Immersion™ - a technique that activates the body's natural stress relievers through sensory engagement. Products include FlowArt™ Guided Art Meditations, the Sensory Essentials Travel Set, scent-diffusing pens, faux plant and flameless candle diffusers, Grounding Stones, scented gel pens, and interactive Sensory Journals.

Designed for use anytime, anywhere, Lifelines tools help soothe the mind, boost mood, and bring people back to the joy of the present moment—making stress relief feel effortless, accessible, and even enjoyable. Color outside the lines with Lifelines Rub & Sniff™ Scented Pencils, activating delightful aromas through our unique technology. Meet the tools designed to help you de-stress, calm your mind, and boost your mood—anytime, anywhere.

10% Discount | lifelines.com | Opening \$100 | Reorder \$100

WOODLAND WHIMSY:

Soft Hues & Forest Friends

CROSS-MERCHANDISING MOMENTS THAT FEEL LIKE MAGIC

There's a special kind of comfort in woodland creatures—their gentle faces, earthy tones, and storybook charm evoke wonder for all ages. This cross-merchandised collection brings together plush friends, soothing neutrals, and sweet accessories with a woodland twist.

Perfect for baby gifts, storytime shelves, or seasonal displays, these products work beautifully together, blending warm browns, creamy taupes, and forest greens into a display that's as inviting as a walk in the woods.



1. **ASOBU BY ADNART** (10%)

This darling raccoon water bottle isn't just cute—it's kid-friendly, BPA-free, and totally giftable. A perfect pick for nursery shops, pediatric departments, or eco-conscious gifting.

Contact: (888) 738-9021 | asobubottle.com

2. **AURORA WORLD INC.** (10% ex promo)

Soft, cuddly, and delightfully round, this plush skunk adds personality and smiles to any plush bin or shelf.

Contact: (888) 287-6722 | auroragift.com

3. **BIBS AMERICA, INC.**

Earthy, muted tones make these pacifiers ideal for trend-aware shoppers. Pair with plush, neutral swaddles, or teethingers for an easy add-on gift.

Contact: (888) 668-2073 | us.bibsworld.com

4. **DOUGLAS CO. INC.** (5%)

This plush hedgehog with fuzzy faux fur is irresistibly touchable and fits beautifully in a woodland display or sensory-friendly offering.

Contact: (800) 992-9002 | douglascuddletoy.com

5. **FIRST & MAIN INC.** (10%)

Sweet-eyed and softly spotted, this fawn is a favorite for baby showers or nursery themes. Combine with "Tale of Tricky Fox" or other forest-themed books for a Storytime bundle.

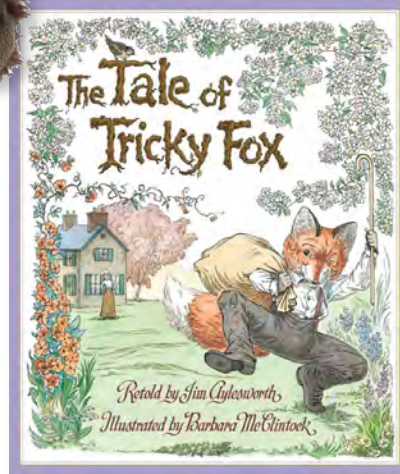
Contact: (800) 726-1400 | firstandmain.com



6.



7.



6. PRECIOUS MOMENTS COMPANY, INC (10%)

With warm brown fur and an embroidered message of encouragement, this moose is a huggable pick for patients, loved ones, or anyone needing a smile.

Contact: (888) 878-8148 | preciousmoments.com

7. SCHOLASTIC INC. (10%)

A mischievous classic full of humor and clever twists, this book, "The Tale of Tricky Fox", adds depth to your plush display. Create a read-along gift bundle with any fox or woodland plush.

Contact: (888) 724-1872 | scholastic.com

COFFEE, CANDOR, AND CREATIVITY: *Turning Tariffs Into Trust in Hospital & Pharmacy Gift Shops*

During our recent PPP *Morning Coffee* session, Dan Loughman, President of Roman Inc., shared smart, no-nonsense insight about tariffs and their inevitable impact on pricing. It was honest, helpful—and a timely reminder of the quiet challenges our hospital and pharmacy gift shops are facing behind the scenes.

Rising costs are real. But how we respond? That's where the creativity begins.

We know you're working with small spaces, lean teams, and often, volunteer help. There's rarely time for a full-scale event, let alone a big splashy campaign. But what is possible—even in the busiest shop tucked into the corner of a hospital corridor—is something powerful: connection.

What If...

“

What if, instead of quietly raising prices and hoping no one notices, you created a moment to bring your community into the conversation?

That might look like:

- A simple table sign that says, “We’re navigating rising costs while keeping our commitment to value, quality, and care. Here’s how we’re doing it...”
- A “Get to Know the Brand” display, featuring product stories that show customers why that item is worth what it costs
- A pop-up “Meet the Volunteer” or “Behind the Gift” moment—5 minutes of face-to-face storytelling between shifts or at the register
- A “Staff Picks” endcap featuring items with heart, purpose, or a local connection

And yes, even a micro-event: maybe 30 minutes before or after peak hours, where staff, patients, and visitors can sip coffee, browse new arrivals, and connect with your team in a more personal way.

We’d love to hear your ideas: What’s possible in your space? What conversations would you love to have with your customers, staff, or volunteers? What do you wish people understood about what it takes to run your store with heart?

Drop us a note or share your vision. We’re always listening—and cheering you on.

SPRING SAVINGS WEEK POLL RESULTS:

What You Told Us

Thanks to all who participated in our interactive polls during PPP's Spring Savings Week! Here's a look at what matters most to you—your feedback is shaping how we support you better.

Poll #1: WHAT MATTERS MOST WHEN CHOOSING NEW VENDORS?

- Top Response: *Unique Product / Story*

Poll #2: HOW FAR IN ADVANCE DO YOU TYPICALLY PLACE SEASONAL ORDERS (E.G., FOR FALL OR HOLIDAY)?

- Top Response: *6+ Months Out*

Poll #3: WHAT'S BEEN YOUR BIGGEST CHALLENGE THIS YEAR WHEN SOURCING PRODUCTS?

- Top Responses (Tie): *New and Different Product, Freight Costs*

Poll #4: WHERE DO YOU USUALLY FIND NEW PRODUCT LINES?

- Top Responses (Tie): *Trade Shows, PPP*
- Close Second: *Rep Visits*

Poll #5: WHAT PREVENTS YOU FROM REORDERING A PRODUCT LINE?

- Top Response: *Slow Sell-Through*

- Followed By: *Shipping Delays / Fulfillment Issues*

Poll #6: WHAT KIND OF VENDOR SUPPORT MAKES THE BIGGEST DIFFERENCE?

- Top Response: *Clear Communication & Fast Response Time*
- Close Second: *Flexible Terms / Reorder Minimums*

Poll #7: WHAT MAKES IT EASIER TO COMMIT TO TRYING A NEW VENDOR OR PRODUCT LINE?

- Top Responses (Tie): *Low Opening Order, Free Freight or Intro Offer*

Poll #8: HOW FREQUENTLY DO YOU MAKE SIGNIFICANT CHANGES TO YOUR PRODUCT MIX?

- Top Response: *Every Season*

Poll #9: AS YOU LOOK AHEAD, WHAT'S YOUR BIGGEST PRIORITY?

- Top Responses (Tie): *Increasing Overall Sales, Finding New Lines to Refresh the Shop*

THE ESSENCE OF VANILLA: *Softness, Simplicity & Subtle Shine*

A CURATED COLLECTION
INSPIRED BY COMFORTING
NEUTRALS AND ELEGANT SCENT

Vanilla is often misunderstood as plain—but we know better. It's a note that lingers with warmth, a color that soothes with softness, and a style that whispers rather than shouts. In this curated selection, we explore vanilla in all its forms—from the inviting glow of hand-poured candles and the indulgence of French vanilla hand cream to creamy-toned accessories and understated shimmer.

This collection is perfect for retailers looking to merchandise *peaceful luxury, self-care essentials, and gifts that feel like a quiet “I see you.”*



1.

1. **LOVESNAP** (10% Discount)

This polished gift set pairs a buttery journal with a gold pen and signature white bracelet. It's a modern keepsake in a palette that channels calm and clarity.

Contact: (310) 384-3405 | lovesnap.com

2. **SHIMMER BY CINDY** (10% Discount)

A delicate gold charm necklace from Shimmer by Cindy adds an elegant touch to any neutral look. Its soft glint complements the creamy tones of this feature perfectly.

Contact: shimmerbycindy.com

3. **MICHAEL MALUL LONDON PERFUMES** (10% Discount)

“Vanilla + Crème” Eau de Parfum is refined, creamy, and undeniably chic. Perfect for scent stations or luxe gifting moments.

Contact: (614) 551-7707 | michaelmalul.com

4. **BETTY BLU** (10% Discount)

The “Simply Vanilla” and “Cashmere Vanilla” candles offer rich, layered blends—from buttercream bourbon to amber and cocoa butter. Hand-poured and beautifully boxed, they're the epitome of cozy elegance.

Contact: (941) 500-4089 | bettyblu.com

5. **CAMILLE BECKMAN CORPORATION** (10% Discount)

French Vanilla Glycerine Hand Therapy delivers decadent hydration with a nostalgic, creamy fragrance. A bestselling gift shop classic.

Contact: (800) 433-0060 | wholesale.camillebeckman.com

4.



5.





YOU'RE INVITED:

Summer Buyer Events in Dallas & Las Vegas

This summer, we're excited to host two special in-person gatherings designed exclusively for hospital and pharmacy gift shop buyers — offering inspiration, connection, and fresh ideas in a relaxed, supportive setting.

DALLAS MARKET CENTER

THURSDAY, JUNE 19 | 9:00 – 10:00 AM

Light breakfast, a focused session on “Visual Merchandising That Works in Small Spaces” with burton + BURTON, and a live Buyers Panel

LOCATION: WORLD TRADE CENTER – ROOM 560

Register for Dallas

LAS VEGAS MARKET

MONDAY, JULY 28 | 8:00 - 10:00 AM

Networking breakfast, Styled to Sell: Visual Merchandising Moments with Transpac and a live Buyers Panel

LOCATION: LAS VEGAS MARKET – B16 WORLD VIEW

Register for Las Vegas

We hope you'll join us this summer for what we're calling our Retail with Purpose events — a chance to recharge, connect, and shop with confidence.

VENDOR UPDATES

The following Vendors will no longer be extending a discount to our Retail Members: Effective March 1st: Oooh Yeah/Sock It Up, April 1st: Bath Accessories Company, Inc, BLENDi, GooseWaddle + Pello, Life is Good, Mila Wholesale, molly&you May 1st: Renfro Brands HotSox June 1st: Baudelaire, Evergreen Enterprises Inc., Odyssey Toys, rose textiles



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

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memberteam@purchasingpowerplus.net
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