



Network News

Trends. Savings. Community.

October / November 2025

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THE PREMIER HEALTHCARE GIFT SHOP NETWORK



Cover Photo Credit: Homesick

PURPOSE IN PRACTICE: *A Story Worth Sharing*

Editorial by Carrie Fleishman

When SUSAN KASH, our new *Director of Retail Community Engagement*, shared a story from her time managing a hospital gift shop, I knew it was something I wanted to pass along. It was one of those ideas that says a lot: about purpose, about connection, and about how small things, done consistently, can leave a lasting impression.

But Susan didn't stop there. She brought that message to life by making it personal. Once a week or so, she'd select a customer who had made a purchase, either by reviewing the sales or hearing from a cashier, and write them a handwritten thank-you note. She used a card featuring an image of the hospital and sent it through the hospital's in-house mail system. In the note, she'd thank them for supporting the shop and explain how proceeds were being used. For example, to fund a driving simulator for rehab patients or to provide dress uniforms for the hospital's campus police.

It was a small gesture, but the impact was real. Customers would stop her in the hallway to say how much it meant. They felt seen. And they understood, maybe for the first time, that their purchase wasn't just a transaction. It was a contribution.

That kind of retail practice doesn't require a marketing budget or a new platform. It just

takes intention. And to me, it perfectly captures what Retail with Purpose is all about

This month, we're also highlighting another idea in that same spirit: the Stocking Stuffer Bar (*see page 5*). Our team discovered this concept while researching holiday merchandising ideas, and we immediately added it to our Retail with Purpose collection. It's a visual station where customers can build their own stockings from small, easy-to-shop gift items. It encourages higher basket sizes, adds some fun to the shopping experience, and helps create a more dynamic seasonal display without requiring a major overhaul.

Both Susan's story and the stocking bar speak to the same core idea: that gift shops have the power to create meaningful experiences. Ones that stay with people long after they leave the store. These aren't just retail tactics; they're expressions of purpose.

We'll continue sharing ideas like these in our newsletter and through our programs because we know the best ones often come from within our own community.



If you've done something in your shop that worked, or if a story like Susan's sparks an idea, we'd love to hear it.

Send an email to member@purchasingpowerplus.net

At each of her shop entrances, Susan had a beautiful etched glass sign that read:

"All proceeds from the gift shop are returned to the hospital to benefit our patients and their families."

It was elegant and clear. A quiet reminder of the greater purpose behind each purchase.

HOW DO YOU TELL YOUR SHOP'S STORY?

Whether your shop is volunteer-led, hospital-managed, or run by an auxiliary — gift shops often support powerful causes. But how is that story being told?

During our recent survey, we asked how you share the mission behind your shop.

(Respondents could select more than one.)

55% Word-of-mouth from staff or volunteers

50% In-store signage or posters

38% Hospital or foundation newsletters

29% Social media, website, or email updates

22% Printed on receipts, tags, or flyers

22% We don't currently communicate this

From heartfelt conversations to eye-catching signs, there's no single way to share your story — but every effort helps your cause connect with customers.

We'll be highlighting more insights like these in upcoming features.

Built by Gift Shops. Grown by Connection.

From the beginning, Purchasing Power Plus has grown one conversation at a time. Not through ad campaigns or algorithms, but through real relationships between retailers who understood the value of a good thing and chose to share it. That spirit hasn't changed. If PPP has been part of your store's success, we invite you to pass it on.



REFER A STORE BY DECEMBER 1ST AND RECEIVE \$100 EACH

When a hospital or pharmacy gift shop joins PPP because of your referral:

They receive \$100 off their first year

You receive \$100 off your next renewal

You are also entered to win a \$200 product credit with a PPP vendor your store hasn't ordered from before

Every qualifying referral earns one entry. There is no limit.

This is how we grow: with intention, integrity, and each other.

Thank you for being part of what makes this community strong, and for helping to carry it forward.

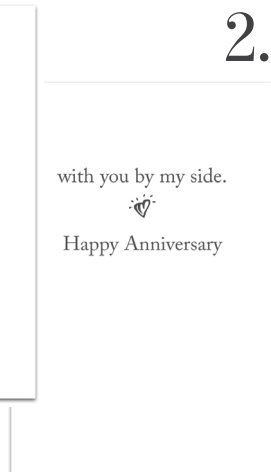
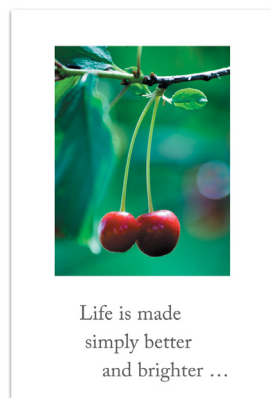


*Visit the site for full details and
to refer a store.*

CHERRY ON TOP: *A Sweet, Spot-On Trend*

We saw cherries make a strong showing at the summer markets in prints, packaging, and giftable goods across every category. There's something undeniably charming about this classic fruit, and vendors are leaning into it in fresh, modern ways. The bright red and soft green color combo plays beautifully with whites, blush tones, and even deep seasonal reds, offering range from playful to polished.

From sleepwear to tableware to bath and body, this motif brings energy and optimism without feeling overdone. It's also easy to extend the story by cross merchandising with red-accented items, like the classic canvas tote featured here. Whether you spotlight it as a small moment or build a full seasonal theme, cherries are a cheerful detail your customers will notice.



1. CAMILLE BECKMAN (10% Discount)

This bestselling Hand & Shower Cleansing Gel in Cherries Jubilee looks good enough to eat, with a rich red hue and signature Camille Beckman fragrance blend. A fun gift or self-care treat, it's a standout on any shelf. Contact: (800) 433-0060 | wholesale.camillebeckman.com

2. CARDTHARTIC (10% Discount)

This elegant anniversary card pairs a vivid cherry photo with a heartfelt message inside. Cardthartic's clean design and thoughtful writing make it a go-to for meaningful milestones. Contact: (800) 814-8145 | cardthartic.com

3. DM MERCHANDISING (10% Discount)

Soft, sweet, and made for lounging, these cherry-print short sleeve pajamas from Hello Mello are an easy yes. Customers love the silky jersey fabric and gift-ready packaging. Contact: (800) 548-6784 | 247dm.com

4. STONE ENTERPRISES CO (10% Discount)

This cotton canvas tote with cherry red handles is a great go-to for everyday shoppers and a smart add-on in seasonal displays. Pairs perfectly with cherry and summer themes. Contact: (818) 961-4214 | stoneenterprisesco.com

5. TRANSPAC BRANDS (10% Discount P2 pricing on P1 quantities)

These cherry appetizer plates add the perfect pop to any tabletop. The print is crisp and clean with a slightly retro feel, and the set of four makes an easy hostess or holiday gift. Contact: (800) 755-5205 | transpacgifts.com



COLOR PLAY: *Merchandising That Pops*

Bright, bold color isn't just eye-catching — it's a smart, energizing tool for visual storytelling. Whether you're reworking your front window, building an endcap, or refreshing your checkout area, a color-forward strategy can tie together unrelated items and make everything feel more intentional.

From saturated primaries to candy-shop pastels, color stories help create cohesion,

inspire gifting, and move product faster. And the best part? You don't need to overhaul your assortment. Sometimes, it's just a matter of grouping what you already have in a new way.

Here's a collection of punchy picks ready to anchor your next display — full of joy, personality, and shelf appeal.

1. CAPE CANDLE (10% Discount)

Sunflower-embossed and radiating cheer, this sunny yellow bar soap is a feel-good gift that stands out in any display. Add it to bath baskets, staff appreciation bundles, or garden-themed assortments to instantly brighten the shelf.

Contact: (941) 202-4152 | capecandle.com/wholesale

2. HARRY KOENIG (10% Discount)

A plush unicorn loofah that combines utility and whimsy. This hot pink pouf is a hit with tweens, spa gift shoppers, and anyone who loves playful color. Stock near bath bombs, lotions, or fuzzy slippers for a ready-made pampering zone.

Contact: (800) 645-6503 | harrydkoenig.com

3. LIFEGUARD BRANDS GROUP

(10% Discount ex Lily Pulitzer)

Bring in the happy with this high-gloss, wavy ceramic mug featuring bold vertical stripes in red, green, blue, and yellow. It's a standout piece on its own, or a perfect foundation for breakfast-themed gifts, desk refreshes, or rainbow-forward displays.

Contact: (800) 992-3006 |

lifeguardbrands.marketttime.com



4. LIFELINES (10% Discount)

These mesmerizing lava pens combine scented gel ink with slow-moving color bubbles — part fidget toy, part stationery favorite. Comes in a set of five scent/color blends. Great for gift sets, tween zones, or as eye-catching register-side impulse buys.

Contact: lifelines.com

5. LORI PORTKA - HAPPINESS THROUGH ART (10% Discount)

With a warm, uplifting palette and folk-art style, these butterfly teardrop earrings are wearable joy. Add them to your artisan table or feature alongside journals, inspirational books, and candles to create a heartfelt gifting story.

Contact: (315) 491-6488 | loriportka.com

6. TWO'S COMPANY (10% Discount)

Made of richly pigmented resin with a swirled finish, these nesting bowls come in a mix of sherbet shades and bring bold color to the kitchen shelf. Use them to anchor your rainbow feature, or mix into snack, serveware, or summer entertaining sections.

Contact: (800) 896-7266 | twoscompany.com

STOCKING STUFFING BAR: *A Pinterest Find Worth Repeating*

We spotted this gem of an idea on Pinterest and couldn't keep it to ourselves—
a **STOCKING STUFFING BAR** that's equal parts festive and functional.

Here's the setup: One small table + a few baskets or crates + all the tiny, gifty goodness your shop already carries.

Think scrunchies, lip balm, mini candles, keychains, chocolates, socks, bath bombs. Anything small, fun, and ready to drop into a stocking.

Make it pop with a mini tree or garland, and add a sweet sign like:

Fill a stocking, warm a heart

Little gifts, big love

Tiny treasures to make spirits bright

WHY WE LOVE IT:

- Easy to build, easy to shop
- Works in tight spaces
- Encourages mix-and-match gifting
- Looks great and invites play

We're always on the hunt for ideas like this that bring a little extra cheer and practicality to the season—and this one's a keeper.



Discovery matters - but so does knowing what your customers come back for.

MAKING ROOM: *A Display Favorite for Small Spaces*

In a recent PPP survey, retailers shared their top strategies for making the most of limited shop space. Here's what rose to the top:

56.9%

use **vertical shelving and wall displays**

22.4%

rely on **flexible fixtures or multifunctional furniture**

15.5%

focus on **display zoning and clear pathways**



THE WHITE WOOD LADDER A-FRAME SHELF from **SPECIALTY STORE SERVICES** (10% Discount)

ties all three strategies together. Its vertical design saves floor space, the open tiers naturally divide product stories, and the lightweight frame makes it easy to reposition as your layout changes.

It's a flexible, design-friendly solution that works hard without taking up more room than it needs to.

Contact: (800) 871-2768 | specialtystoreservices.com

This **THREE-TIERED DISPLAY BASKET** from **K&K INTERIORS** (10% Discount)

makes the most of vertical space while keeping products easy to see and reach. Its lightweight frame and open design allow for clear product stories, whether you're showcasing grab-and-go gifts, kitchen accents, or seasonal décor. A versatile fixture that adapts seamlessly to changing assortments.

Contact: (877) 647-0111 | kkinteriors.com





LITTLE CHARMS:

Joyful Finds for Small Hands & Big Hearts

From cuddly companions to clever little keepsakes, the best children's products strike a balance — sweet but not saccharine, useful but still magical. This mix brings all of that, wrapped in soft textures, cheerful tones, and just enough whimsy to spark a smile.

You'll find powdery pastels and earthy neutrals right alongside bold color pops and

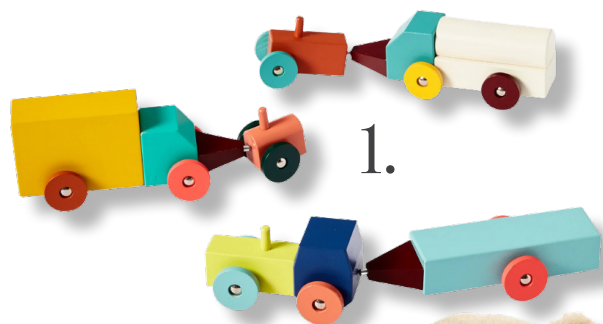
joyful details, perfect for building a display that invites discovery. Whether shoppers are welcoming a new baby, celebrating a toddler birthday, or grabbing a "just because" gift for the grandkid, this group offers versatility with heart.

Create a shelf that feels like a gentle world of its own: soft animals, smart designs, first puzzles, and plenty of reasons to linger a little longer.

1. AREAWARE (10% Discount)

Mod design meets kid-approved fun in these magnetic wooden tractor trailers. Painted in bold color-blocked tones, they're as giftable as they are display-worthy — and a smart add-on for design-conscious parents.

Contact: (800) 783-5683 | areaware.com



2. ASOBU BY ADNART (10% Discount)

This elephant-topped water bottle turns hydration into happy. Paired with a charmable silicone sleeve and carry strap, it's a standout for toddler gifting, preschool prep, or just bringing a little joy to daily errands. Contact: (888) 738-9021 | asobubottle.com



3. AURORA WORLD INC. (10% Discount ex promo)

A plush pick-me-up in soft pastels, this tiny Peppa Pig Palm Pal brings cozy vibes and cheerful charm. Small enough for tiny hands, sweet enough for shower gifts — or just because.

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



4. BENE WORLD TOYS (10% Discount)

Kindness is the message, softness is the medium. These embroidered bears wear affirmations and fuzzy tees in a range of colors, giving heart to any plush display. Great for babies, bigger kids, and anyone who needs a little love.

Contact: (865) 900-2327 | benebeargiving.com



5. BIBS AMERICA, INC. (10% Discount)

Stylish and practical, these woven pacifier clips bring natural textures and gentle hues to the baby aisle. Their neutral palette pairs beautifully with swaddle blankets, skincare, or boutique layette items. Contact: (888) 668-2073 | us.bibsworld.com



6. FIRST & MAIN INC. (10% Discount)

This plush cow gives farmhouse energy with a wink of sweetness. A stitched heart on its chest and contrast corduroy feet add extra tactile appeal. Great as a shelf anchor or part of a larger “barnyard” bundle.
Contact: (800) 726-1400 | firstandmain.com

7. MARY MEYER CORPORATION (10% Discount)

Bright, silly, and sized for success, this wooden monster puzzle packs personality into every piece. A win for developmental play and display color alike — especially when paired with toddler books or travel toys.
Contact: (800) 451-4387 | marymeyer.com

8. NASHVILLE WRAPS (10% Discount)

This pastel “Baby Steps” basket box makes displays easier and bundles feel bigger. Use it to house gift sets, prop shelves, or inspire DIY gift baskets in-store. Bonus: it helps smaller items feel instantly merchandised.
Contact: (800) 547-9727 | nashvillewraps.com

9. PETER PAUPER PRESS (10% Discount)

The My First Color-by-Sticker book offers quiet, creative fun for toddlers. Its aquatic theme, simple shapes, and cheerful colors make it a great add-on for screen-free gifting or stocking stuffers.
Contact: (914) 681-0144 | peterpauper.com

10. PRECIOUS MOMENTS (10% Discount)

This plush Noah’s Ark set brings softness and storytelling together. With embroidered details and huggable characters, it’s a go-to for baby gifts, faith-focused displays, or nursery décor with meaning.
Contact: (888) 878-8148 | preciousmoments.com



SUMMER 2025 MARKET WRAP-UP

for Hospital & Pharmacy Gift Shops

WHAT BUYERS NEED TO KNOW FROM ATLANTA AND LAS VEGAS MARKETS
—AND HOW IT APPLIES TO HEALTHCARE RETAIL.

This summer's markets were more than a product hunt. They tackled tariffs, sparked creative thinking, and reinforced the importance of in-person sourcing. Here's what matters most for gift shops serving hospitals and healthcare communities.

ATLANTA MARKET: SMART STRATEGIES FOR HIGH-TURN GIFT SHOPS JULY 15–21, 2025 | CASUAL MARKET CO-LOCATED

The *Tariffs & Trade* seminar laid out what smaller retailers are already feeling:

Expect price changes. Most vendors are adding 5–15% surcharges. Build in buffer pricing or consider good-better-best tiering within your assortments.

Orders may not arrive as planned. Around 30% of seasonal goods could be delayed or arrive

incomplete. Have backup plans for holidays or plan to use flexible basics (orange + black for Halloween, red + white for Valentine's).

U.S. and India sourcing are growing. Ask your reps about alternative lines with fewer overseas delays or tariff issues.

What this means for hospital gift shops:

Stock deeper in high-margin impulse categories you know move fast (snacks, socks, small gifts).

Focus on suppliers with reliable domestic shipping or flexible terms.

Create themed displays from everyday inventory to avoid getting stuck waiting on seasonal merchandise.

LAS VEGAS MARKET: DISCOVERY, DEPTH, AND DISPLAY IDEAS JULY 27–31, 2025 | WORLD MARKET CENTER LAS VEGAS

Beyond tariffs, Vegas offered new tools for creative buying:

Greeting cards are having a moment. With 50 stationery lines featured, now's the time to revisit your card wall. Look for niche voices, encouraging messages, and designs that feel special but approachable.

Influencer-driven vignettes showed how to do more with less. You don't need big budgets—thoughtful grouping and storytelling in displays can do the work for you.

Retailers are being selective about price increases. Shoppers notice. Instead of blanket price hikes, spotlight affordable favorites and bundle items where you can.

Ideas to bring back to your shop:

Rotate a small section seasonally using local or regional makers to reduce shipping and appeal to staff and visitors alike.

Use signage to help tell stories: "Comfort Gifts Under \$20," "Stress Relief Picks from Nurses," or "Cards That Say Just Enough."

Leverage your trusted relationship with your community to explain price increases honestly—many customers will understand when you're transparent.

Takeaways Tailored to Healthcare Retail

Tariffs will affect your holiday mix. Get ahead now—review vendor ship dates, over-communicate with reps, and avoid leaning too hard on any one supplier.

Shoppers still crave discovery. Themed displays, scent-forward goods, soft textures, and personal messages all draw attention and create moments of pause.

Your shop is a break from the hospital floor. Even small improvements in presentation (color stories, cross-merchandising, signage) can lift mood and increase sales.

Education helps. Tools like tariff updates, vendor apps, and show recaps (like this one) help you stay agile and plan smarter.

WEAR IT WELL: *Workday Style Picks*

Not every great find is bought as a gift—sometimes it's the practical, feel-good pieces we pick up for ourselves that make the biggest impact. These wearable favorites were made for the daily rhythm of work: easy readers in bold colors, stethoscope-themed tops that spark a smile, cozy wraps for chilly shifts, and just enough sparkle to feel pulled together.

Designed with purpose and personality, each piece in this collection blends function and flair. Whether it's a badge reel with character or a simple watch with a soft-touch band, these are the kinds of items that feel like small upgrades to the everyday. Merchandised together, they create a story that's as practical as it is personal.

1. CORONET JEWELRY & ACCESSORIES

(5% Discount)
Fun and functional, these bold-frame reading glasses come in an array of fresh colors and patterns. From tortoise to pastel marble, they're a practical gift with personality that makes accessorizing easy.
Contact: (800) 837-8686 | coronet-jewelry.com



2. CUTIEFUL COMPRESSION SOCKS AND ACCESSORIES

(10% Discount)
Soft and meaningful, this long-sleeve tee with a stethoscope heart design celebrates caregivers and healthcare heroes. An everyday piece that pairs comfort with appreciation, making it a heartfelt addition to any gift assortment.
Contact: (513) 892-9265 | cutiefulwholesale.com



3. EARTH ANGEL BY CLOCK IT TO YA

(10% Discount)
Modern style meets versatility with these silicone strap watches in contemporary colors. Designed for everyday wear, they strike the balance between practical and chic—perfect for gift bundles or stand-alone displays.
Contact: (800) 848-8144 | earthangelusa.com



4. SASSYBADGE (10% Discount)

Add sparkle to every workday with badge reels that bring personality to the job. This glittery latte cup design brightens uniforms and makes ID-wearing a little more fun. A great add-on or impulse buy near checkout. Contact: (941) 539-2232 | sassybadge.com

5. SHIMMER BY CINDY (10% Discount)

Delicate and timeless, this bracelet features iridescent opals set in gold links, catching the light with every movement. A beautiful keepsake piece that can be merchandised as an everyday essential or a special occasion gift. Contact: ShimmerbyCindy.com

6. SIMPLY NOELLE (10% Discount)

Elevate any look with the asymmetrical knit wrap, shown here in a flattering coral pink. Light yet cozy, it transitions easily between seasons and occasions, making it a must-have giftable accessory.
Contact: (800) 724-5902
www.ganz.com/Simply-Noelle/

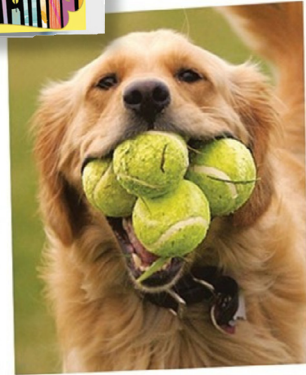
INTRODUCING



DESIGNER GREETINGS

10% Discount | (800) 654-6960
designergreetings.com
Opening \$0 | Reorder \$0

As the third-largest greeting card company, Designer Greetings, family-owned since 1982, offers over 24,000 cards along with a wide selection of gift wrap, gift bags, and stationery. Their extensive line features exceptional quality, unique styles, and intricate finishes - crafted with passion and service to inspire, amuse, and connect.



SUNSOUT INC

10% Discount | (800) 400-8953
sunsout.com
Opening \$150 | Reorder \$150

SunsOut Inc. has manufactured quality JIGSAW PUZZLES exclusively in the U.S. A. for 33 years. These puzzles combine upgraded puzzle board with quality licensed artwork to create over 800 designs across a variety of themes. Shipping from central Indiana, SunsOut is a customer friendly company offering 2-3 day shipping turnaround and frequent promotions.



BUYER & VENDOR PULSE:

Navigating Tariff-Driven Price Increases

Tariffs continue to be a pressing concern, impacting both how retailers price products and how vendors bring goods to market. In our August 2025 PPP Survey, retailers shared the strategies they're using to manage tariff-related costs:

50% are passing price increases directly to customers

46.6% are raising prices only on select items that can support it

37.9% are absorbing some or all of the increase internally

27.6% are monitoring shipments closely to avoid added freight charges and merchandising gaps

20.7% haven't yet developed a clear strategy

12.1% are noting vendor adjustments for when tariffs are lifted

6.9% are asking vendors to separate tariff surcharges from base wholesale pricing

5.2% shared other approaches

Vendors, too, are adapting their strategies.

At Melrose International, the tariff impact has been spread across the entire product line, including existing items, so new introductions aren't shouldering all the weight. The company has broadened sourcing and pulled forward product where possible to secure lower costs. **Brad Gullion**, VP of Sales & Marketing, advises retailers to stay flexible:

"Mix proven sellers with new items that carry strong margins, and lean on vendors who are actively managing these changes behind the scenes. The goal is to keep your assortment fresh without getting caught off guard by price spikes."

Opportunities LLC is taking a slightly different approach. **Owner Brenda Dutcher** notes,

"We appreciate the loyalty of PPP members and are doing our best to navigate these tough times. Opportunities will absorb as much of the tariff cost as possible and will only impose a 10% surcharge for fall shipping items (with candles limited to 5%) until the end of the year. Retailers will need to raise retail prices rather than absorb these surcharges."

Both buyers and vendors are finding ways to manage the uncertainty. What's clear is that collaboration, transparency, and flexibility remain essential in navigating tariff-driven pressures across the supply chain.

RETAILER FEEDBACK ILLUSTRATES A WIDE RANGE OF RESPONSES:

"Being aware of who is raising prices and shopping around."

"We keystone all items. If tariffs are built into wholesale, prices reflect that. If added separately—like freight—we absorb it."

"We've cancelled orders from vendors charging tariffs for the rest of 2025. Some invoices will be short-paid, while others are being restructured with free freight or price adjustments. All other costs are passed on to the customer."

CHICK PICKS:

Retail's Feathered Favorite



Chicken-themed gifts have officially flown the coop and landed front and center in shops everywhere. We spotted them at market, and retailers backed it up in our latest survey—this trend is in full swing.

From cheerful kitchen accents to rustic décor and playful prints, chickens are bringing warmth, humor, and personality to displays. There's a nostalgic charm to these pieces, but also a fresh, lighthearted quality that feels right for the moment. Whether you're curating a spring reset or adding character year-round, a well-placed chicken might be the breakout bestseller your assortment didn't know it needed.

1. BOSTON INTERNATIONAL (10% Discount)
Charming and practical, these napkins feature a lively flock of hens surrounded by meadow blooms. A perfect pick for spring gatherings, kitchen displays, or impulse buys at the register.
Contact: (800) 637-5061 | bostoninternational.com

1.



2. SUNSET VISTA DESIGNS CO. (10% Discount)
This cheerful metal chicken décor piece brings a pop of humor and delight to home and garden displays. With its bright colors and playful stance, it's a guaranteed smile-maker for shoppers.
Contact: (800) 203-4480 | sunsetvistadesigns.com

2.



3.



4. GANZ (10% Discount)
These wooden carved chicken figurines bring rustic charm and hand-crafted appeal to displays. Their distressed details and simple silhouettes make them versatile accent pieces for shelves, mantels, or farmhouse-themed assortments.
Contact: (800) 724-5902 | www.ganz.com

3. BURTON + BURTON (10% Discount)
Brighten up kitchen assortments with these tea towels featuring a colorful rooster and coordinating floral design. Both practical and decorative, they make an easy gift choice and pair beautifully with other farmhouse-inspired items.
Contact: (800) 241-2094 | burtonandburton.com

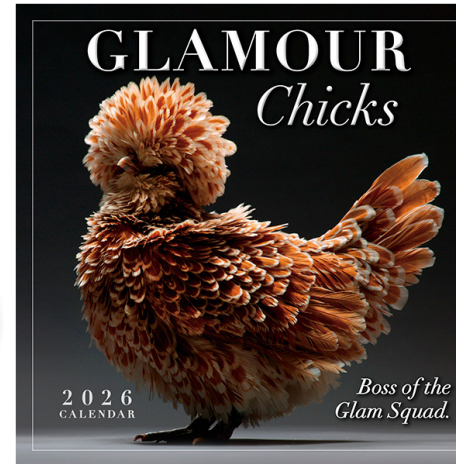
4.



5.



6.



5. MELROSE INTERNATIONAL LLC (10% Discount)
Crafted in a smooth terra cotta finish, these chicken figurines bring a natural, artisanal feel to displays. Their warm tones and simple shapes make them perfect for both farmhouse décor and modern rustic settings.
Contact: (800) 282-2144 | melroseintl.com

6. SELLERS PUBLISHING, INC. (10% Discount ex seasonal greeting cards)
The Glamour Chicks 2026 calendar takes chickens to the runway, featuring bold photography that highlights their feathered flair. A humorous and unexpected twist on the chicken trend that makes a great gift. Contact: (800) 625-3386 | rsvp.com



Buzz Worthy October Giveaway



GIVEAWAY 1 & 2

Two winners will receive a grouping of H.E.L.P. by T.Jazelle bracelets including: Pink Cat's Eye You're a Gift, White Cat's Eye Angel Wing, Light Blue Quartz Healing Heroes, Light Blue Quartz Giving Bracelet, Multi Charm Protection Bracelet, Soul Stackers Purple Cat's Eye. + \$25 voucher for future order.

*Wholesale value: \$100
Retail Value: \$159.94*

H.E.L.P. by T.Jazelle

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

Buzz Worthy November Giveaway



GIVEAWAY 1

Winner will receive a Favorite Puzzle Assortment prize pack featuring a mix of designs and sizes to enjoy, plus a \$50 voucher toward your next wholesale order!

Puzzles included:

- 2 puzzles, 300 pieces (18x24)
- 3 puzzles, 500 pieces (18x24)
- 1 puzzle, 1000 pieces (20x27)

Wholesale Value: \$102.50 + \$50 voucher for future order

Retail Value: \$217.00

GIVEAWAY 2

Winner will receive a Top Puzzle Picks prize pack featuring a mix of designs and sizes to enjoy, plus a \$50 voucher toward your next wholesale order!

Puzzles included:

- 2 puzzles, 300 pieces (18x24)
- 3 puzzles, 500 pieces (18x24)
- 1 puzzle, 1000 pieces (20x27)

Wholesale Value: \$102.50 + \$50 voucher for future order

Retail Value: \$217.00

SunsOut Inc

10% Discount | (800) 400-8953 | sunsout.com | Opening \$150 | Reorder \$150



LORI PORTKA - HAPPINESS THROUGH ART

Lori Portka’s art is all about joy, color, and heartfelt connection. Her greeting cards, gifts, and home décor shine with vibrant designs and uplifting messages—pieces that make people smile and feel seen. Perfect for shops that want more than just “pretty,” her collection brings meaning, warmth, and versatility to any assortment, helping stores stand out with gifts that matter.

LINE HIGHLIGHTS

- Cloth affirmation banners – uplifting bestsellers like *I Am*, *Fierce and Free*, *Grateful Heart*, *Self-Love*, and *Hope Rising*. Perfect for home décor or thoughtful gifts.
- Greeting cards – blank and greeted styles with bright, joyful designs such as *Brighten the World*, *Happiest of Birthday*, and *Beautiful Birthday*.
- Boxed card sets – the *Side by Side* set includes 12 ribbon-wrapped cards printed

From meaningful keepsakes to everyday add-ons, Lori Portka’s collection is designed to connect with customers, spark joy, and help your shop stand out with gifts that make a lasting impact.

10% Discount | (315) 491-6488 | loriportka.com | Opening \$100 | Reorder \$75



- on archival paper, ready to display and gift.
- Ready-to-hang art – wood-mounted giclée prints like *Looking After You* and *Surrounded By Love*, bringing warmth and inspiration to any wall.
- Magnets, stickers & jewelry – cheerful impulse buys like the *You Make Me Happy* magnet, die-cut Labrador sticker, and a new line of giftable jewelry.

Vendor Profiles

Discovering More About Our PPP Vendors

PRECIOUS MOMENTS COMPANY, INC.

Bring joy, meaning, and a touch of whimsy to your shelves with Precious Moments. Known for their iconic figurines and heartwarming style, the brand now offers a wide range of gifts that delight today’s shoppers—baby keepsakes, home décor, garden accents, Disney collaborations, holiday ornaments, stationery, and more.

RETAIL BUYERS LOVE PRECIOUS MOMENTS

- Ready-to-gift product mix designed for year-round sales
- Giftable price points across multiple categories
- Perfect fit for hospital gift shops, pharmacies, and specialty stores
- Beloved, iconic artwork with cross-generational appeal
- Fresh seasonal designs and on-trend collaborations keep assortments exciting

With Precious Moments, you’re not just stocking products, you’re offering customers meaningful keepsakes that spark smiles and memories. It’s a brand that makes gifting easy, heartfelt, and profitable for retailers.

10% Discount | (888) 878-8148 | preciousmoments.com | Opening 1 units | Reorder 1 units



WARM WELLNESS

A little comfort goes a long way, especially in the quieter seasons. This thoughtful mix of calming, giftable items speaks to moments of rest and care — ideal for shoppers looking to treat a loved one or themselves.



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

This oversized, ultra-cozy knit blanket offers deep pressure stimulation in a modern, giftable design. The weight is calming, the texture is luxe, and the packaging makes it a strong self-care gift for any season. Contact: gravityblankets.com

2. **H.E.L.P. BY T.JAZELLE** (10% Discount)

Each bracelet in this meaningful collection is handcrafted with healing stones and intention-focused messages. Available in calming colors and clean packaging, they merchandise well in wellness, gifting, and faith-forward assortments. Contact: (508) 360-7797 | tjzellehelpbracelets.com



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

A discreet fidget-style bracelet with gentle magnetic resistance, Lovesnap blends mindfulness and wearability. Designed to help manage stress through soothing motion, it's a modern option for quiet support. Contact: (310) 384-3405 | lovesnap.com



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

Therapeutic compression socks that don't compromise on style. Sockwell's USA-made designs offer targeted support and bold, wearable patterns — a functional staple for shoppers looking to stay comfortable and mobile. Contact: (423) 643-0821 | sockwellusa.com



5. **TEN THOUSAND VILLAGES** (10% Discount)

This artisan-crafted ceramic candleholder glows with warmth and purpose. Hand-thrown and fair trade, it makes a thoughtful addition to wellness tables, spa-themed displays, or seasonal centerpieces. Contact: (201) 650-1287 | wholesale.tenthousandvillages.com

RETAIL 101: *Tip Series*

TIP #1: WHAT BARCODES REALLY TELL YOU

Barcodes are more than just checkout tools—they're quiet powerhouses of retail data.

DID YOU KNOW?

The first few digits of a barcode (specifically, a UPC) can actually tell you where a product was manufactured. For example:

000–019: U.S. or Canada

690–699: China

400–440: Germany

890: India

Beyond that, the remaining digits identify the manufacturer and the specific product, making it easy to track what's selling, who made it, and when it needs to be reordered.

When used well, barcodes give you real-time insights into inventory performance, vendor trends, and category-level movement.

PRO TIP:

Use barcode data to support your reordering process. It can show which SKUs are consistently turning and which may need to be marked down or refreshed in placement.

COMING UP NEXT:

Next month, we'll break down sell-through rate—what it is, how to calculate it, and why it's one of your most important buying tools.



Love Is in the Details

VISUAL MERCHANDISING INSPIRATION FOR VALENTINE'S DAY 2026

This display shows how a thoughtful mix of books, plush, and playful tokens can capture the spirit of Valentine's Day. The balance of whimsy and warmth encourages quick add-on sales and creates a cheerful, inviting moment in store. What makes it effective is not just the merchandise but

the way it's styled. Simple wooden crates, open shelving, and small groupings give structure, while pops of red, pink, and soft pastels add personality without feeling overdone. The result feels natural, approachable, and shoppable.

WHAT TO BORROW FROM THIS DISPLAY

LAYERING WITH EASE: Wood crates, bins, and shelves create natural levels so every item has visibility.

THEMATIC PAIRINGS: Plush frogs sit beside books about love, while pens and small toys are grouped as fun grab-and-go extras.

FRESH COLOR STORIES: The mix of classic Valentine reds with soft greens, pastels, and neutral woods keeps the display playful rather than sugary.

DETAILS THAT DELIGHT: Heart-patterned bags, felt florals, and miniature props add a sense of discovery and make the display feel hand-touched.

TAKEAWAY

Valentine's merchandising doesn't need a full store overhaul. A table or endcap styled with intention—layered textures, complementary colors, and a mix of price points—can make a strong seasonal statement. Small details go a long way in catching the customer's eye and sparking an impulse purchase.



MAGIC IN THE AISLES:

Gifts Inspired by the Wizarding World

Whether they're longtime fans or discovering it for the first time, Harry Potter continues to cast a spell on all ages. This collection brings the magic to life with products that blend imagination with everyday function. From cozy comforts to stationery, scent, and storytelling, these pieces are perfect for cross-merchandising and gift displays that surprise and delight.

1. ENSO RINGS (10% Discount)

Licensed silicone rings featuring iconic Harry Potter symbols like house crests, glasses, and lightning bolts. Lightweight and flexible, they're ideal for fans of all ages — especially nurses, teachers, or anyone who can't wear metal jewelry in the workplace. Contact: ensorings.com



2. HOMESICK (10% Discount)

The Diagon Alley candle blends layered fragrance with the warmth of nostalgia. It's soy-based, beautifully boxed, and pairs well with books, bath accessories, or cozy winter gifting displays. Contact: homesick.com



3. NMR DISTRIBUTION (10% Discount)

This 1000-piece Herbology puzzle brings Hogwarts-inspired botanicals to life. With a lush cottage core aesthetic and sturdy box, it merchandises well near books, candles, or wellness items. Contact: (661) 775-2546 | nmrbrands.com



3.

4. PICNIC TIME FAMILY OF BRANDS (10% Discount)

A carved bamboo board in the shape of the Hogwarts crest, this piece is both collectible and functional. A standout gift for Potter fans, it's also a striking anchor in themed displays. Contact: (888) 529-7474 | wholesale.picnictime.com



5.

5. SANTOKI (10% Discount)

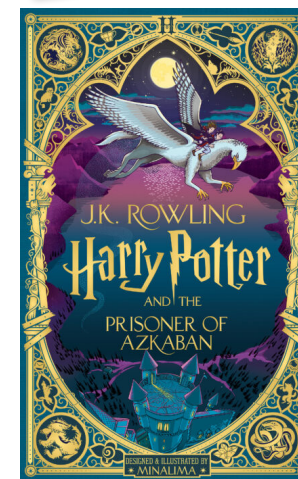
The LEGO Harry Potter stationery kit is playful, practical, and presentation-ready. With notebooks, writing tools, stickers, and more, it's a great option for school gifting or holiday bundles. Contact: (855) 726-8654 | santoki.com



6.

6. SCHOLASTIC INC. (10% Discount)

The deluxe illustrated edition of The Prisoner of Azkaban by Mina Lima is full of interactive elements and visual storytelling. A meaningful gift for readers, collectors, and fans of all ages. Contact: (888) 724-1872 | scholastic.com



QUARTERLY PERKS & PROMOS

Your Exclusive Access to Seasonal Savings

PPP's vendor partners are sharing new collections, limited-time savings, free shipping, and bundle deals curated just for hospital and pharmacy gift retailers. This quarter's program runs through December 31st – and it's all online for you to explore.

*View Full Perks
& Promos Page*

PARTICIPATING VENDORS:

Areaware

Bene World Toys

Betty Blu

burton+BURTON

Butterie

Carson Gifts

Charlie Bears

Cutieful

Homesick

Lucky Feather

Mary Meyer

Opportunities LLC

Santoki

Specialty Store Services

Stephen Joseph Gifts



PURCHASING
POWER PLUS

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 September 1st: Elemental, Sok-It; October 1st: Buzzy, Liventi Inc,
Pocket Socks

Stay in Touch



memberteam@purchasingpowerplus.net
www.purchasingpowerplus.com