

giftBEAT™

Tracking the Pulse of the Gift Industry

marketBEAT

The Industry's Top-Selling Lines



Fashion accessories chart-topper **Hobo** has been appearing on *Giftbeat's* charts for years. New this spring are the Sheila satchel in a lovely botanical print (above) and the texturally appealing Sky bucket bag in wheat pictured right. (www.hobobags.com)



JEWELRY

Last ran in October 2022

- =====
- #1 **SILVER FOREST:** earrings
 - #2 **BRIGHTON:** earrings, necklaces, various
 - #3 **CENTER COURT:** Layers, rings, necklaces
 - #4 **RAIN:** earrings
 - #5 **SCOUT CURATED WEARS:** wrap bracelets, various
 - #6 **ENEWTON:** beaded bracelets, bracelets
 - #7 **MULBERRY STUDIOS:** Lumiela necklaces, various*
 - #8 **PANDORA:** bracelets, charms, various
 - #9 **JUDSON:** earrings, various
 - #10 **PERIWINKLE BY BARLOW:** earrings*
- HONORABLE MENTIONS: Ronaldo, Katie Loxton, Kendra Scott
- =====

*OF NOTE!

Since this chart last ran, **MULBERRY STUDIOS** (www.mulberrystudios.com) and **PERIWINKLE BY BARLOW** (www.periwinklebybarlow.com) moved from honorable mentions onto the chart.

{ FAST FACT:
57% of retailers discounted
prior to December 25 }

CANDLES

Last ran in November 2022

- =====
- #1 **SWAN CREEK:** jars, melts, various
 - #2 **THYMES:** Frasier Fir
 - #3 **BRIDGEWATER:** Sweet Grace, various
 - #4 **TYLER CANDLE:** Diva, jars, various
 - #5 **CAPRI BLUE:** Volcano, various
 - #6 **ROOT CANDLES:** jars, tapers, various
 - #7 **WOODWICK:** jars, various
 - #8 **OPPORTUNITIES:** holiday styles*
 - #9 **VOLUSPA:** jars, various
 - #10 **YANKEE:** jars, tarts*
- HONORABLE MENTIONS: Candleberry, Colonial Candle, Ella B Candles
- =====

*OF NOTE!

OPPORTUNITIES (www.opportunitiesia.com) did not rank when this chart last ran, while **YANKEE** (www.yankeecandle.com) moved from an honorable mention onto the chart.

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Top-selling jewelry vendor **Rain** landed in fourth spot on the jewelry chart this month. Retailers rave about their inexpensive mixed metal earrings but they're also starting to garner a reputation for on-trend rings, bracelets and bangles. (www.rainjewelry.com)

"We sell Brighton well as a gift for moms and grandmothers."
— Indiana retailer

FASHION ACCESSORIES

Last ran in October 2022

- =====
- #1 **DM:** sweaters, hats, gloves, various
 - #2 **WORLD'S SOFTEST SOCKS:** socks*
 - #3 **JEN & CO.:** crossbodies, wristlets, guitar straps, various
 - #4 **VERA BRADLEY:** crossbodies, totes, various
 - #5 **HOB:** wristlets, various
 - #6 **MYRA BAGS:** handbags, shoulder bags, various
 - #7 **SNOOZIES:** slippers, slipper socks
 - #8 **JOY SUSAN:** crossbodies, wristlets, various
 - #9 **SIMPLY SOUTHERN:** socks, totes, t-shirts, various
 - #10 **OPPORTUNITIES:** slipper socks, scarves, various*
- HONORABLE MENTIONS: Brighton, Chala, Vera Moda
- =====

*OF NOTE!

OPPORTUNITIES (www.opportunitiesia.com) did not rank when this chart last ran, while **WORLD'S SOFTEST SOCKS** (www.worldssoftest.com) moved from an honorable mention onto the chart.

NOTE: Rankings are based on **September 2022** sales from Giftbeat's reporting stores.



Shannon Martin has been making us laugh-out-loud for years with her hilarious greeting cards and now she's turned that wicked humor to paper napkins with great success. (www.bielyshoaf.com)

"The funny cocktail napkins from Design Design sell very well. We have a floor stand in all our stores."

- California retailer

PAPER NAPKINS Last ran in August 2022

- #1 MICHEL DESIGN WORKS: cocktail, guest
- #2 BOSTON INTERNATIONAL: seasonal, cocktail, luncheon
- #3 DESIGN DESIGN: seasonal, humor, cocktail
- #4 PAPERPRODUCTS DESIGN: seasonal, cocktail, humor
- #5 CASPARI: seasonal, guest, cocktail
- #6 DRINKS ON ME: cocktail*
- #7 VIETRI: seasonal
- #8 HARMAN: cocktail*
- #9 SHANNON MARTIN: seasonal, humor
- #10 AMPELCO: luncheon, cocktail*

HONORABLE MENTIONS: Mud Pie, C.R. Gibson, Wendale

*OF NOTE!

DRINKS ON ME (www.drinksonmecoasters.com) and HARMAN (www.harmaninc.com) did not rank when this chart last ran, while AMPELCO (www.ampelco.com) moved from an honorable mention onto the chart.

FUNCTIONAL HOLIDAY Last ran in February 2022

- #1 NORA FLEMING: minis, bases
- #2 MICHEL DESIGN WORKS: foaming soap, various
- #3 MUD PIE: serveware, various
- #4 DEMDACO: serveware, various
- #5 KAY DEE DESIGNS: tea towels, various
- #6 PRIMITIVES BY KATHY: tea towels, totes, various
- #7 OPPORTUNITIES: various
- #8 GANZ: serveware, kitchen linens*
- #9 C&F HOME: tea towels, placemats
- #10 EVERGREEN: flags, doormats, various

HONORABLE MENTIONS: Nidico, Creative Co-op

*OF NOTE!

Since this chart last ran GANZ (www.ganz.com) has moved from an honorable mention onto the chart.

SPA-RELATED Last ran in November 2022

- #1 DM: Hello Mello, Lemon Lavender, various
- #2 THE NAKED BEE: lotions, various
- #3 INTELEX: slippers, neck wraps, various
- #4 INIS: cologne, perfume, various
- #5 MICHEL DESIGN WORKS: foaming soaps, lotions, various
- #6 SNOOZIES: slippers, slipper socks
- #7 SPONGELLE: soap sponges
- #8 BAREFOOT DREAMS: cardigans, robes, socks
- #9 HYDRA AROMATHERAPY: shower steamers*
- #10 OPPORTUNITIES: sherpa slipper socks*

HONORABLE MENTIONS: Candle Warmers, Musee

*OF NOTE!

OPPORTUNITIES (www.opportunitiesia.com) did not rank when this chart last ran, while HYDRA AROMATHERAPY (wholesale.hydrabrands.com) moved from an honorable mention onto the chart.

Crunching The Numbers

HOW DOES THE RANKING SYSTEM WORK?

A nationwide network of reporting stores completes a monthly questionnaire where they rank their three top-selling items in each of the product categories polled. Items ranked first are assigned five points; items ranked second are given three points; those ranked third are given one point. Point values are totaled and ranked in descending order resulting in a statistically valid list of top-selling items based on actual store sales.

Reporting stores include card, gift, boutique, specialty and home decor retailers across every state. None of the reporting stores are affiliated with any vendor. Unless otherwise specified, all data are based on sales (dollars) within the stated month(s).

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HOLIDAY DECOR Last ran in February 2022

- #1 RAZ IMPORTS: globes, lanterns, ornaments, various
- #2 GERSON: glitter globes and lanterns, snowmen, various
- #3 DEMDACO: lanterns, gnomes, games, globes
- #4 CREATIVE CO-OP: various*
- #5 MUD PIE: serveware, pillows, various
- #6 OPPORTUNITIES: globes, lanterns, gnomes*
- #7 GANZ: gnomes, snowmen, ornaments, various
- #8 OLD WORLD CHRISTMAS: ornaments*
- #9 SULLIVANS: mailbox wraps, candles, various
- #10 ROMAN: various

HONORABLE MENTIONS: Transpac, Giftcraft, Nora Fleming, One Hundred 80 Degrees

*OF NOTE!

CREATIVE CO-OP (www.creativecoop.com), OPPORTUNITIES (www.opportunitiesia.com) and SULLIVANS (www.sullivangift.com) did not rank when this chart last ran, while OLD WORLD CHRISTMAS (www.oldworldchristmas.com) moved from an honorable mention onto the chart.

PLUSH Last ran in August 2022

- #1 INTELEX: Warmies
- #2 JELLYCAT: plush with books
- #3 DOUGLAS: Softies, dogs, various
- #4 KELLY TOY: Squishmallows
- #5 TY: Beanie Babies, Beanie Boos, various
- #6 MARY MEYER: various
- #7 DEMDACO: Giving Bear, puppets with books
- #8 GANZ: various
- #9 AURORA: various
- #10 BUNNIES BY THE BAY: various

HONORABLE MENTIONS: Unipak, Wish Pets

*OF NOTE!

The same vendors are listed in the top 10 this month as when the chart last ran in August 2022.



For years children have loved INTELEX's warm-up animals but adults have come to discover the healing properties of the company's warm-up items, landing the supplier a top-three slot on the list of top-selling spa-related items. (www.intellexusa.com)

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ABOUT

Giftbeat is owned and operated by Instore Magazine Inc. The newsletter was founded in 1992 and has been dedicated to reporting unbiased, factual market trends and business advice from the best and brightest independent store owners for 30 years. Giftbeat tracks the top 10 vendors in 50+ product categories, garnering this vital information from a stable of 300 reporting stores across the country. In addition, Giftbeat makes no warranty or guarantee, express or implied, regarding potential sales of any products referred to in the publication.

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Holiday Sales Fell Flat

It wasn't the holiday that many store owners were expecting. Coming off gangbuster sales years in 2021 and 2020, holiday sales in 2022 were, in fact, a lot less fantastic than retailers were expecting. They had stock and were ready to sell but consumers were just not in the mood. Compared to last year when 85 percent of independent gift store owners reported their seasonal sales were higher than they expected, this year just 38 percent of boutique owners had a season better than they bargained for.

Based on the responses from our 300 reporting stores there doesn't seem to be one definitive reason as to why some stores fared better than others – just the unfortunate luck of the draw, it would seem. In some areas of the country bad weather and fears of a recession kept consumers and their money at home.

As a result of weak holiday sales, store owners are approaching buying in the first half of 2023 very cautiously. Suppliers shouldn't expect gangbuster orders as 84 percent of buyers are



ERICA KIRKLAND
PUBLISHER & EDITOR

buying conservatively at the moment. Furthermore, there's a focus among store owners to concentrate on new items vs. best sellers as they want to create excitement for the shoppers who visit them during the winter months. ☞

chartMOVERS

A deep dive into the companies trending up and down in this issue's charts

ACROSS THE CHARTS

Keep your eyes on **Opportunities** (www.opportunitiesia.com). The company offers a variety of high-quality giftware and fashion items with great price points and high margins with a focus on supplying independent retailers. In this issue, they debuted on four charts: fashion accessories, holiday decor, spa-related and stocking stuffers.

HOLIDAY DECOR

Raz Imports (www.razimports.com) shot up from number six last year to 2022's top-selling vendor of holiday decor while **Creative Co-op** (www.creativecoop.com) moved from an honorable mention to the fourth spot. Also of note are that **Old World Christmas** (www.oldworldchristmas.com), **Sullivans** (www.sullivangift.com) and **Opportunities** (www.opportunitiesia.com) all made chart debuts.

FASHION ACCESSORIES

World's Softest Socks (www.worldssoftest.com) skyrocketed up the charts from an honorable mention in October to second place this month while **Brighton** (www.brighton.com) dropped from fourth spot to an honorable mention. **Opportunities** (www.opportunitiesia.com) is a newcomer to this chart placing at number 10 with brisk sales of sherpa slipper socks and scarves.

SPA-RELATED

DM (www.247dm.com) maintained its top spot as the best-selling vendor in this category while the number two spot was taken by **The Naked Bee** (www.nakedbee.com). **Barefoot Dreams** (www.barefootdreams.com) climbed two spots from number 10 to number eight while **Hydra Aromatherapy** (wholesale.hydrabrands.com) moved from an honorable mention to ninth place. **Opportunities** (www.opportunitiesia.com) is a newcomer to this chart with retailers noting their sherpa slipper socks are hot sellers.

HOLIDAY SALES LEFT MUCH TO BE DESIRED

By Erica Kirkland

Sales were down by 10 percent or more for the largest group of store owners in December. Over one quarter (26 percent) of independent boutique owners witnessed sales declines from the previous year. Another 27 percent noted sales decreases in the under nine percent range while 17 percent managed to eek out gains of 10 percent or more.

Truly, the results were a mixed bag. Retailers who reported they rang in more sales attributed those gains to a variety of factors, ranging from brisk gift basket sales and popular social media campaigns to an uptick in last-minute gift purchases and good traffic from open house events. As such, no one trend emerges as a reason why some stores fared better than others.

Many store owners noted that comparing results to 2021 is not an accurate representation of true market conditions as coming off being cooped up during Covid was a gangbuster year for retail sales. ☞

DECEMBER 2022 SALES (vs. December 2021)

▲ 10%+	17%
▲ 5-9%	4%
▲ 1-4%	17%
↔	9%
▼ 1-4%	17%
▼ 5-9%	10%
▼ 10%+	26%

HOLIDAY SALES FROM COAST TO COAST

Success for Some, Disappointment for Others

For 40 percent of store owners, this past holiday season was not what they were expecting. On the other hand, 38 percent reported they beat their sales targets. Nonetheless, the expectations compared to last year when 85 percent of store owners reported that they bagged gains better than they expected, are hard to swallow.

For those who enjoyed a merry season, the majority didn't report huge increases but were thankful none the less including a Nevada store owner who says,

"Although we didn't have the highs we normally achieve, we were consistently higher than the previous year."

Among those who were disappointed in their sales were store owners who noted that customer counts were down, leading to fewer sales, the reasons for which varied from brutally cold temperatures, snowstorms, travel delays and high inflation which prompted consumers to forego giving gifts.

"I feel like we had to fight to get the sales we did get," says a

Wyoming retailer while a store owner from Illinois says, "I could tell the season was going downhill by about a quarter of the way through. Of course, by then all orders were placed and uncancellable – some already paid for. We did our best and were able to pay all of our bills, so it could have been worse!"

"People didn't spend like last year," says a Virginia retailer. "I never felt like there was that rush. Christmas Eve on a Saturday is so hit or miss in our town. It was a miss this year." ☞

CUE THE DISCOUNTS

Retailers Rolled Out Holiday Discounts Before the Big Day

The majority of store owners discounted goods prior to December 25, with 56 percent rolling out discounts before the big day vs. last year when promotions were not requested nor expected by customers as significantly. This past holiday season, 28 percent of store owners reported that discounts were very important motivating factors when it came to customer purchases while 43 percent reported they were somewhat important.

"Based on lack of sales we put our merchandise at 50 percent off on December 17," says a Florida

store owner.

An Ohio retailer who discounted prior to December 25 said, "We had to be more aggressive with discounts this year especially in apparel."

Regardless of the year or economy, a Wyoming retailer says, I feel like it's easier to get 50 percent off the week of Christmas than after!" while a Rhode Island store owner quipped, "Discounting after Christmas has not worked since 2015 in this area."

"Discounting early helps move out things you really need to get rid of while you have higher traffic," says a North Carolina

retailer as to why she discounts before the holidays are over.

On the flip side of the equation is an Arkansas store owner who says, "I try to never ever discount prior to December 25. My competition usually does but it doesn't seem to hurt me. It's just not good business and it becomes a bad habit that customers come to expect and wait for."

In some cases, weather necessitated marking down goods earlier than normal. "When the weather turned nasty the week before Christmas, we started our after-Christmas sale early," says a store owner from Illinois. ☞

EASTER PROMO IDEA!

Hop Your Way Into Bountiful Sales this Spring

For years, North Carolina retailer Annell George-McLawn has been running an annual Easter egg hunt in Half Moon Marketplace, her

1800-square-foot gift boutique in Snow Hill. In the week leading up to the holiday, she hides eggs throughout the store with different discounts in each egg. "Every

customer can easily find an egg," she says. "Sometimes they find them months later and we still honor the discount!" ☞

Oklahoma Shop Grows from Pop Up to Three Over-the-Top Locations By Jessica Harlan

With a marketing degree, the help of her mom, Jere, and \$500 cash, Amber Marie Welch launched a travelling gift shop in 2004, roaming Texas, Louisiana, Kansas, Colorado and Las Vegas, selling jewelry in pop-up shops. She re-invested the profits into more stock, eventually opening a brick-and-mortar location in a Tulsa shopping mall. During Covid, Amber Marie moved the store to a strip mall, where she quickly expanded her footprint, taking over three of the five adjacent store fronts. Then, last fall she opened two more locations: one on the main street in nearby Sapulpa and another in the prestigious Utica Square district in Tulsa.

What makes your stores unique?

The trust we've built with our community. Our customers know we will treat them with friendliness and warmth. Our staff does such a great job. Great customer service is the reason you shop a small business. I overhear many people say, "I know Amber and Jere, and I know that if they've chosen [a product] to be in their shop, I can trust that it's going to be good stuff."

How would you describe the atmosphere?

Our theme is to inspire customers with over-the-top displays. Even in the parking lot we have energetic music playing. Those big New York



City window displays? We try to do them for every theme, so you feel immersed in the season, whatever the holiday or occasion. Right now, for instance, we have hearts hanging all over the ceiling for Valentine's Day.

To what do you attribute your success?

Not to be so set in my ways that I don't try new things. You must be willing to take the next step and put yourself out there. As a small business owner, be a trailblazer.

How do you promote your store?

We have 10.5 thousand followers on Instagram, sell on Tik Tok and Facebook Live and throw private parties at our store for local influencers. We encourage people to post selfies at our store, and we have a porch swing that's always beautifully decorated for



the season. We also advertise in local magazines and run paid Facebook ads.

What has been your most successful recent event?

For our spring open house, we put up a big party tent, hire a DJ, bring in a food truck and slushy machine.

PROFILE

STORE: Amber Marie and Company

LOCATION: Tulsa, Oklahoma

SQUARE FOOTAGE: 6500

EMPLOYEES:

20 full-time, 50 part-time

WEBSITE:

ambermarieandcompany.com

TOP LINES: MacKenzie-Childs, Julie Vos, Brighton, Raz Imports, Mud Pie, Old World Christmas, Tyler Candle Company

Last year we had a Mardi Gras-theme tied in with Easter for the kids. There was dancing, bright lights, the Easter bunny and lots of fun. We gave away vouchers for a meal at the food truck for the first people who came, as well as really great swag bags — people know we give away the good stuff!

Do you have a favorite new product line?

We just picked up Nora Fleming, and it's doing really well for us. It's a good additional seasonal line for our store because it's a minimalistic, clean line — good for people who like to decorate but don't want to go all out.

Looking back, what's the biggest lesson you've learned?

The gift of reciprocity. The more you invest into your community, the more you get back. We give hundreds of thousands of dollars in charity to our community every year, and it comes back to us in support. I was reminded of that during Covid, with every website purchase that kept us afloat. 🙏



Hot Finds & New Releases



Comfort in Style

The **Amanda Blu** team added 45 new loungewear designs to its current catalogue with a focus on better quality materials, comfortable fits and on-trend designs. The expansion incorporates Egyptian cotton into joggers with elastic waistbands woven with phrases that match coordinating screen-printed tees as well as new silky satin pajamas. For fans of pajamas, there are 19 new patterns. Plus, the company reintroduced its popular satin-trimmed, mid-length robes (\$35 retail). Retailers in Atlanta loved this line, particularly the robes. (www.amandablu.com)

HOT TIP! Cross merchandise this line with DM's Lemon Lavender for a boost in sales this spring!



Sock Security

Created by Evan Papel, the third generation of the family to work in the giftware industry, Pocket Socks are smart and fashionable socks boasting a zippered pocket to store valuables and the like. After an absence of a few years, the former CEO of Papel Designs is back with a new product entry. "**Pocket Socks** is a unique, patented and interesting line that's had acclaim with consumers directly during Covid," Papel told *Giftbeat*. \$21.95 retail. (www.pocketsocks.com)



Pet Shop

Fringe is launching a new line for our four-legged friends this spring. The Petshop collection includes treat containers, toys and ceramic serveware for pups and felines alongside accoutrements for their owners – mugs, pouches, trinket trays and the like. From \$13 retail. (www.fringestudio.com)

Sweet Clean

Known throughout the industry for their bestselling tea towels, **Kay Dee Designs** is branching into the reusable dishcloth market with a line of Swedish cloths covered in their signature designs and styles. Sold in two-packs, the 6.5-inch by eight-inch cloths hold up to 15 times their weight in water. They're also safe to put in the dishwasher and washing machine. \$5 cost. (www.kaydeedesigns.com)



Do you have a product you would like us to consider?

Email *Giftbeat* Editor
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Get Glammed

Glamnetic is focused on entering new markets and channels alongside making life simpler for consumers with products that offer more value. The company certainly accomplished that at the Atlanta market where their line of reusable magnetic lashes (from \$15 cost) and funky press-on nail sets (from \$7.50 cost) had store owners abuzz. Created by Ann McFarren, who noticed a gap in the beauty market for reusable lashes and set out to find a solution, the lashes work by first lining the eye with a magnetic eye liner (from \$19 retail) before placing the lash on the liner. The lashes are available in multiple lengths and thicknesses while the liner is offered in black and brown. Sets are also available which include all the components. (www.glamnetic.com)

Fia Flame

New LED candles from **Melrose International** add a unique touch to indoor and outdoor spaces. Fia Flames are available in a variety of sizes and two colors with a range of light modes. The initial charge on each candle lasts 30 hours. The candles are sold with individual remotes and a USB charging cord. From \$20 retail. (www.melroseintl.com)



Readers' *Pick*

Charlie B

Reporting store owners have been telling us how hot **Charlie B** apparel has been for months, but we haven't been able to nail the company down for an interview until now as they've been too busy shipping orders as, according to a *Giftbeater* in Ohio, "This line is on fire."

The collection is defined by comfort while being fashionable and on trend with a large focus on tops, jackets, shackets and sweaters. That's not to say the line doesn't offer saleable bottoms. According to a reporting store, their colored denim sells very well. Overall, their designs are flattering and versatile. Looking through their assortment it's evident they mix the latest trends with trusted basics in a wide variety of styles as well as materials. (www.charliebcollection.com)



Supplier *Spotlight*

Taco Night Solution Turned Company

Rigwa offers fashionable food storage units designed to keep food fresh longer. The company originated as a mom hack for taco night and has grown to become a brand at the forefront of functional and fashionable insulated food storage, offering simple solutions which help consumers eat fresh. The collection includes bowls in a variety of sizes, styles and colors with various inserts available along with lids and accessories including utensil sets and dressing containers. From \$17.50 retail. (www.rigwalife.com)



LOOKING FORWARD AND BACKWARD

Recapping Last Year, Projecting for Next

By Erica Kirkland



To present a complete picture of the year, we asked reporting stores to compare total annual sales from 2022 to 2021 to see how they fared. Forty-three percent reported higher sales, 47 reported sales declines and 10 percent managed to hold steady.

A North Carolina retailer reported, "Other than during the Covid shutdowns, this is my first year to have a decrease in revenue rather than an increase."

In New Mexico, a retailer writes, "We dealt with a lot of issues that kept people from traveling. Forest fires and subsequent closures. People were also concerned about interest rates and the price of gas."

BUYING PLANS

Looking ahead, independent gift store owners are being very conservative in their approach

to buying for the first half of the year with 61 percent planning to be somewhat conservative and 23 percent planning to very conservative.

"I'm still worried about inflation and a potential recession," says a retailer from Utah who is placing smaller orders with plans to reorder if needed. "This policy works because companies are shipping faster again."

In Nevada a retailer writes, "I'm being very selective and I'm trying not to purchase restock, but instead bring in new items."

An Ohio retailer has the same idea. "My buying plan is to try new companies, bring in new fresh items and concentrate on gifts." Meanwhile a Montana retailer reports, "Our goal is to have good stock on the best items; we will order heavier and carry inventory

on the top 20 percent of the products we stock."

SOURCING METHODS

When it comes to where and how they will source, 87 percent plan to purchase from reps, 86 percent through trades shows, 81 percent directly from vendors either online or through in-house reps and 62 percent through online wholesale sites like Faire.

In addition, many store owners mentioned the importance of sourcing from local vendors and artisans while others are venturing further afield. "I have a connection in China," writes a retailer from Indiana. "I'm able to get some items directly," he says which allow for higher margins. "I'm ordering some evening bags and a little bit of jewelry as a house brand for my store." 

ARTICLES OF NOTE:

Shop Profile of Amber Marie and Company

Retailers Look Ahead to 2023

Get a Head Start on Easter Sales

CATEGORIES TRACKED

Candles

Fashion Accessories

Functional Holiday

Holiday Decor

Jewelry

Paper Napkins

Plush

Spa-Related

Stocking Stuffers

Top-selling vendors:

Email us for your top-selling vendor badge if you haven't received one already.

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INFORMED!**

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