JANUARY 2022 • VOL. 33 • NO. 2

INDEPENDENT RETAILER.com

**GIFTS & SOUVENIRS** 

**HEALTH & BEAUTY** 

**HOUSEWARES** 

FASHION, JEWELRY & ACCESSORIES

PET PRODUCTS

**APPAREL** 

TOYS

# How to Deal with HOW TO DEAL WITH HE HALL ON THE RESERVE THE CONTROL OF THE PROPERTY OF THE

**Tips for Handling Inflation Pricing** 

page 20

**SPECIAL ISSUE** 

2022 TRADE SHOW CALENDAR

Starts on page 24

Perfecting the Window Shopping Experience page 14

Create a Quick & Easy Returns Process page 36

Trending Health & Beauty Products page 44



# New Product Showcase at Atlanta & Las Vegas Markets

# Check out our hand-picked selection of some hot and trending products that will be showcased at upcoming winter trade shows:



### Vintage Swarovski Crystal Bracelet

Designed with warm hues such as light colorado, smoke topaz, and blush rose, this self-made crystal bracelet allows your customers to glow every time they step out of their comfort zone. Handmade with love in the USA, each bead is filled with 14kt gold and comes with a gold-plated logo charm.

### Jessica Santander

www.jessicasantander.com



### **Plaid Christmas**

Made with cotton, these beautiful holiday stockings and throw pillows come with adorable tassels, pom poms, and hem stitching. Holiday prebuy starts January 1, 2022.

### Peking Handicraft, Inc.

AmericasMart:

Peking Showroom, Building 1, #10-A-4 Road Runners LLC, Building 2, #1500 www.pkhc.com



### Sheila Satchel

What you carry with you matters, and what carries those things matters, too. This Sheila bag is a HOBO icon and best seller, known to regularly sell out. This mostloved carryall is purposefully designed to fit all of your essentials so you are free to reach for more. Available in 7 colorways and 3 leathers (Vintage Hide, Buffed Hide, and Metallic Hide) for Spring.

Las Vegas Market, Booth # E-307 www.hobobags.com



### Patina Brass Dragonfly Necklace

This necklace is one of Marlene VanBeek Jewelry's best selling pieces. It is a brass pendant that has a beautiful patina color. It retails for \$32, and has a wholesale price of \$15.50.

### Marlene VanBeek Jewelry

Las Vegas Market, Booth E-441 www.marlenevanbeek.com

### Janet Eyeglasses

These adorable eyeglasses are available in blue and clear colors, and come in auarter powers from .75 - 3.0, 3.50, and 4.0. Janet is also available as blue light glasses with no power, as well as quarter powers from .75 - 2.50.



### I Heart Eyewear

Atlanta Market, Accessory Drawer Showroom, Building 3, Apparel Mart, 8th floor 8W125A www.iheartevewear.com



### **Thais Tiered Dress** Sleeveless Blue Samudra

As a part of their brand new Spring/Summer 2022 collection, this gorgeous dress is made from 100% cotton with a satin finish. Available in sizes XS to 2X, the long and flowy style makes this a great outfit for a date night or for a casual outing with friends.

### **Mata Traders**

Atlanta Market, Building 3, Floor 2, Booth 1510 www.matatraders.com/ pages/wholesale

### Birch Charcoal Solid Cologne

Geotanical solid cologne is a salve-like product designed to make only the user fragrant and not the entire room. Birch Charcoal consists of cooling eucalyptus and sweet smoke to light up the senses, followed by pungent wooded notes of cypress. It is like wearing spray

cologne without shouting it. Wrapped in the perfect little take-with-you tin, freshening up anywhere is no issue.

### **Broken Top Brands**

orders@brokentopcandleco.com www.brokentopcandleco.com

### The Original Big O® Key Ring

Available in over 100 styles in Silicone, Resin, and Genuine Leather, this innovative product was designed to give women everywhere a helping hand. It includes a secure



locking clasp to add keys and other essentials. One-size-fits-all, it can be worn on the forearm or over the elbow for handsfree simplicity.

### Oventure

Las Vegas Home and Gift, Floor 1, Booth E-317 wholesale.oventure.com



## Carry-All Woven Tote Bag

With hundreds of customizable designs available for major cities and tourist areas, this tote bag is the perfect trinket for shoppers to bring home from vacation or even just to represent the area they live. The bag measures 14" x 15".

### **Southern Sisters Home**

Atlanta Market, Building 2, Booth 1612 southernsisterswholesale.com



### Santa's Truck Christmas Puzzle Countdown Calendar

This brand new product allows users to complete a different section of the puzzle each day counting down the 12 days of Christmas. It is perfect for the whole family to enjoy.

### Lang

AmericasMart Building #2, Gib Carson, Booth 1313 b2b.lang.com



# The Great Gatsby Scented Book Candle

Inspired by an exquisitely crafted tale of America in the 1920s, this special edition candle in glossy platinum will help bring in the mood and style of the roaring '20s to any home. Featuring exclusive scents of mandarin, jasmine, and rich amber with undertones of sandalwood, cedarwood, and musk, and bold notes of leather and smoke.

### Noble Objects

424-272-9377 www.nobleobjects.com



### "Crawl" + "Drawl" Whiskey Collection

The newest additions to Pourtions' whiskey glass collection features their signature "perfect pour lines," alongside witty warnings — all with a sassy, southern twist. With graphic markers at 2 oz and 5 oz, all glasses are durable and dishwasher safe.

### **POURTIONS**

Atlanta AmericasMart, Road Runners Showroom, Booth 1500 www.pourtionsjustright.com



### In the Garden Candle

In the Garden blends zesty notes of lemon and yuzu with the earthy aroma of freshly picked herbs and a touch of ginger for the most refreshingly enticing fragrance. Available in a beautifully crafted glass holder to fit in nicely with the rest of the decor.

### Aromatique

Atlanta America's Mart, building 2, Suite 821 wholesale.aromatique.com



### FoldingGuides™ Wildflower Edition

Annual, perennial and uncommon treasures of the wildflower world can all be found in this indispensable new FoldingGuide™ from Earth Sky + Water. Dozens of species are accurately portrayed in text and image on 12 fold-out waterproof panels, making this the perfect guide for hikers, backpackers and roadside naturalists. Ten regional wildflower guides are now available, in addition to 130+ regional guides to birds, mushrooms, shells, trees, and more! Printed and assembled in the USA.

### Earth Sky + Water

Atlanta Market, Building 2, Floor 3, Booth 226 earthskywater.net



### Irish Gnome Garden Statue

Standing 14" tall, this gnome statue is the perfect outdoor accessory for any garden. It also makes a great gift for St. Patrick's Day.

### Roman

Atlanta Market, Building 2, Suite 1415 www.roman.com



### **Aquarium Throw Pillows**

Made out of recycled poly, these throw pillows can be for both indoor and outdoor use. Handmade in Georgia, the gorgeous colors are sure to add a nice accent to any room.

### Bairiki by Jan Barwick

Atlanta Market, Building 3, Booth 8E112B www.bairikibyjanbarwick.com



### SlayStation Bella Vanity Table

A fresh take on a Hollywood classic, this bundle showcases a modern SlayStation tabletop with an edge-to-edge clear glass top and front drawers to display all vanity accessories. Includes soft-close drawers highlighted with Crystal Lux drawer knobs.

### **Impressions Vanity**

Las Vegas Market, Booth C545 impressionsvanity.com



### Farm Buddies Soft Baby Block Set

New soft baby blocks are a part of the Farm Buddies collection from Apple Park. These blocks are made of 100% organic cotton jersey and with OEKO-TEX 100 ecofriendly dyes. Each block features a sewnin BPA-free rattle. They come packaged in an Organic Farm Buddies cardboard box with a visibility window to touch and feel.

### Elisabeth Everly & Co

AmericasMart Atlanta, Bldg 3, Floor 13, Suite 13E109B www.eeverly.com

continued on page 40

continued from page 39



### Wire Orb Tealight Holder

This Gold Wire Orb Tealight Holder marries a chic, minimalist look with warm, atmospheric ambience.
Crafted from metal with a sleek gold finish, this stunning piece of design is sure to shine as brightly as the tealites it holds. Also available in black.

### Abbott

AmericasMart, Atlanta, Building 2, 6th Floor, Suite 696A abbottcollection.com



# Country Gardens Getaway Fairytale Birdhouses

All birds are welcome to any of the Country Gardens getaway cottage retreats!Each cottage features a curled corrugated metal colored roof with a rustic wood framing in fun fairytale shapes, complete with a weathered finish. There are six styles available and wholesale ranges from \$17 to \$13.50, based on volume buy.

### Sunset Vista Designs Co., Inc.

Atlanta Market, Southeast Marketing, Building 2, Suite 1355A www.sunsetvistadesigns.com



### Black and White Terracotta Garden Planters

Get your customers ready for spring with this stunning collection of 3 planters featuring a crackled patina and distinctive, slightly exotic patterns. Perfect for herbs, succulents, or bright blooms, these planters look perfect on a spacious kitchen counter, lush patio, or beside a sunny living room window. The neutral colors complement any color scheme while the dynamic patterns add a bold, fresh look.

### A&B Home Group Inc.

Atlanta Americasmart, Building 1, 11th Floor, Suite B1-4 www.abhomeinc.com



### **Desert Rain and Cactus Flower Scents**

Infuse your day with the awesomeness of the 2022 Bolli & Fritz® scents: Desert Rain and Cactus Flower. Place Shower Fizzers between your feet on your shower floor, pop a Chill Pill® bath fizzie into your bath, or mist Body Spritz onto your skin to refresh and revitalize. The clean and refreshing scent of Desert Rain and the sweet herbals of Cactus Flower will give you the awesome feeling you love from Bolli & Fritz.

### Bolli & Fritz

Atlanta Market, Road Runners Showroom, B2 - 1500 wholesale.hydrabrands.com



### Marine Turkish Towels

The Marine Collection offers 7 vibrant colors inspired by the deep blue sea. Crafted from the finest long-staple Aegan combed cotton with a textured soft dobby, these towels are designed to spread freshness in any bathroom. Durable and super absorbent, these are great all-around luxury towels that are a must for any home.

### **Adaste Home**

AmericasMart, Relevant Showroom www.adastehome.com



### Pinstripe Dinnerware

The exquisite relief is produced by controlling the thickness of the glaze to produce a fine and uniform texture the likes of which cannot be created by hand. This is further accentuated through the use of a lapis lazuli blue to impart rich depth. Made in Arita, Japan.

### Koransha

Winter Atlanta Market, Tabletop LUXE 100J www.koranshaus.com



### Momma Pots® Gemstone Collection

Meet the Momma Pots® Gemstone Collection — coveted pottery in rich colors, beautiful textures, unique sizes and shapes for various uses, and available worldwide. The collection includes indoor and outdoor garden pots, home décor bowls, and flower vessels made of food grade, high-quality porcelain.

### Momma Pots

Las Vegas Market, Booth E-1413 mommapots.com



### **Body Butter**

Hydrate and nourish the skin with Farmily's luxurious body butter.
Created with a blend of Organic Essentials and Hydrolyzed Silk, and infused with 100% hemp derived CBD, this body butter contains 0% THC and is tested by an independent 3rd party lab. The rich, thick, and buttery formula absorbs easily and will not leave skin feeling greasy.
Available in 3 delicious scents.

### Farmlily

Atlanta Market Booth 3-3-2403 farmlilyboutique.com