

# SMART retailer

MAY/JUNE 2023 • \$6.95

HELPING YOUR GIFT BUSINESS SUCCEED

Get Ready for  
Fall and Halloween

Advice To Get  
Your Store Noticed

Manage Employees  
With These Tips



# Atlanta Market Encourages Discovery

**A**tlanta Market is the biggest in-person buying opportunity of summer 2023, with fresh products from 6,000+ lines presented in showrooms and temporary exhibits with a full roster of education and celebrations as well.

The scope of Atlanta Market is the attraction for Kandice Matsler, creative-in-charge at Barque in Lubbock, Texas. "Atlanta Market is my favorite market to shop at because there are so many vendors in one place," she said. "I have more than enough options to choose from for almost any category or theme I'm looking for. From new gift products or stylish accessories to greeting cards, packaging options, and display fixtures, it's a one-stop shop for all my retail needs."

Discovery draws Debbie Imperatore of Funky Monkey in Greenvale, New York. "I love finding new companies that don't always pertain to exactly my area. I always start at the top floor of Building 2 (gift and lifestyle). I've found myself better organized and accomplishing more if I don't jump around the floors, so I start at the very top and work my way down for two

days," she said. "Then I spend day three in Building 3 going floor by floor in the temporaries. I can always count on Atlanta Market to have the latest and greatest and best selection in toys, gifts, books, and more."

Linda Bayens and Christina Faust of Cooking at the Cottage in Louisville, Kentucky, visit Atlanta Market for display inspiration. They said, "We love the displays in the windows when you come into the Market on the main floor — they are the most inspiring."

Atlanta Market is a dynamic and immersive wholesale sourcing destination housing the nation's largest product mix for gift complemented by a broad selection of home décor, furnishings, and apparel and is home to the nation's largest outdoor living presentation. It features three buildings with 51 floors and thousands of brands that attract retailers and designers from every U.S. state and more than 60 countries.

The next Atlanta Market is July 11-17. Visit [AtlantaMarket.com](https://atlantamarket.com) for more information.



## Ashley Glass Accent

Clear Cast glass vase with mouth opening: 4.25 w. x 2.25 d.

## Chelsea House

P.O. Box 672  
Rocky Mount, NC 27803  
[chelseahouseinc.com](mailto:chelseahouseinc.com)  
[chelseahouse@chelseahouseinc.com](mailto:chelseahouse@chelseahouseinc.com)  
252-977-1577  
B1 14-E5

## Cyprès Collection

Reminiscent of the statuesque cypress trees of France, Cyprès is a deliciously warm, woody fragrance. Aromatic notes of fresh cypress and crisp fir mingle with eucalyptus and sparkling citrus for a dark green, earthy accord. Available in Moisturizing Hand Wash, Moisturizing Hand + Body Lotion, Ultra-Hydrating Hand Crème, Fragrance Mist, Soy Candle, Ultra-Hydrating Mini Hand Crème, and Relaxing Eye Pillow.



## Natural Inspirations

Minneapolis, MN  
[naturalinspirations.biz](https://naturalinspirations.biz)  
[angela@fragrancemarketinggroup.com](mailto:angela@fragrancemarketinggroup.com)  
952-466-7418  
Body & Soul Temporaries

## Dog Treats

Dog treats made from natural ingredients. Available in four flavors: Perfect Pumpkin Pieces, Bacon Cheesy Bites, Peanut Butter Delights, and Oatmeal Cinnamon Crunch.

## Good Boy Goodies

Macon, GA  
[goodboygoodies.com](https://goodboygoodies.com)  
[goodboygoodies19@gmail.com](mailto:goodboygoodies19@gmail.com)  
478-501-1907

Gourmet Temporaries



## Vacuum-Insulated Pitcher

2-liter (66 oz.) stainless steel, copper-lined, vacuum-insulated, double-walled pitcher holds temperature for hours, so cold drinks stay icy and hot drinks stay steamy. The "Don't Sweat It!" promise means you can pass the sangria without it

slipping from your hands and becoming a party foul. The silicone-sealed lid keeps the drinks contained all the way up until the point they should start flowing. And even then, the insulated pitcher is designed to pour neatly and prevent spilling. 5" x 9". Hand wash recommended. Not microwave or oven/stove safe. Available in 10 colors.

## Served

North Carolina  
[shopserved.com](https://shopserved.com)  
[wholesale@shopserved.com](mailto:wholesale@shopserved.com)  
704-929-5661  
Synergy Sales Associates B2 8-837



## Care Club

Join the club — it's open to everyone and it's always welcoming new members. With mottos like Be Kind to Others, the Care Club is the coolest. Features Care Club Shaped Dish, Care Club Mug in a Box, and Care Club Everyday Tote Bag.

## Danica Brands

Danica C/O UPS SCS  
1221 29th St. NW, Suite A  
Auburn, WA 98001-2431  
[danicaimports.com](https://danicaimports.com)  
[info@danicaimports.com](mailto:info@danicaimports.com)  
604-255-6150, ext. 4  
Schauben & Co. B2 11-1100



## Personalized Oak Wood Round 18" Wine Lazy Susan

Round Premium 18" Wine Lazy Susan is 100% engraved in the USA from premium hard oak maple wood. Features a metal ring around the board to give it some extra strength. Some variation in color and wood grain is part of the natural beauty of the boards. Can be personalized.

## Maple Leaf at Home by Sophistiplate

790 Atlanta South Parkway, Suite 100  
College Park, GA 30349  
[sophistiplate.com](https://sophistiplate.com)  
[orders@sophistiplate.com](mailto:orders@sophistiplate.com)  
877-338-7853  
Schauben & Co. B2 11-1100



# Come Explore GIFT With Us



**ATLANTA  
MARKET**  
at AmericasMart®

Experience the summer's biggest in-person buying opportunity featuring thousands of lines across all categories of Gift and Lifestyle. We're here to connect you with new vendors and the latest product introductions. Plus, discover our new casual/outdoor furnishings collection.



Showrooms: July 11–17, 2023  
Temporaries: July 12–16, 2023

**Learn More and Pre-Register  
at [AtlantaMarket.com/Gift](https://atlantamarket.com/gift)**

PRODUCT SOURCED FROM: BLOOMINGVILLE, CBK, CREATIVE CO-OP, DANIEL RICHARDS, FIELDSTONE, J DOUGLAS, JUST GOT 2 HAVE IT, KALALOU, ROAD RUNNERS, SCHAUBEN & CO.