

Blish·Mize

DELIVERING MORE



Special
EVENT

Thursday, March 22, 2018

MVP

Spring Buying Market

Friday, March 23, 2018

&

Saturday, March 24, 2018

**Market Information
Hotel, Transportation &
Market Details**



THURSDAY, MARCH 22, 2018 4pm-8pm
MOST VALUABLE PROFITS EVENT!

We appreciate the attendance of our customers, and want to offer you an additional opportunity to save with our MVP Event. Come early and enjoy great deals, food, drinks and live music!

Cash Discount: Market Warehouse orders, INCLUDING Thursday nights MVP event purchases will receive a 4% cash discount!
Order terms will be 4% 10th Prox+60 days.

SHOWSTOPPERS



✓ 12 Show-Stopping Thursday-Night-Only Deals!

✓ 4pm-6pm ONLY Cash Spiffs!

Purchase six or more Showstopper items and earn a \$50 spiff. Orders must be placed at the Blish-Mize spiff booth. Only one order/spiff per retail location will be accepted. Minimum order quantities apply to each item.

✓ Orders for our MVP Event must be placed during the event hours to qualify. Showstopper spiffs are only available from 4pm-6pm. No exceptions.

Save on **over 350 top-selling items** at incredible discounts during the Blish-Mize Spring Buying Market!

Qualify, and turn your Market warehouse purchases into even more savings with the new Margin+ Coupons Bonus Rebate and Bonus Extension!

Here's how it works:


- 1) Attend the Blish-Mize Spring Buying Market and place your Margin+ Coupon orders at participating vendor booths.
- 2) *Margin+ Coupons Bonus Rebate:* Purchase \$4,000 or more in qualifying Market orders, per individual location, and receive a rebate credited to your account for the difference between your regular price and the Margin+ Coupon price on items purchased between February 1, 2018 and March 21, 2018! Rebates will be credited in April 2018.
- 3) *Margin+ Coupons Bonus Extension:* Purchase \$4,000 or more in qualifying Market orders, per individual location, and also receive Margin+ Coupon pricing through July 31, 2018! That's right, we'll automatically code your account to receive Margin+ Coupon pricing beyond the Market! No minimum quantities on products sold in less than full sell packs!
- 4) Login to www.blishmize.com to track your Market warehouse purchase totals.


IMPORTANT: Bonus Rebate and Bonus Extension applies to **Margin+ Coupons** only! This **does not** include other programs such as The 24, Showstoppers, SmartBook, Pallet Gallery, or Assortment Central.

WOW!

Q: What is a qualifying Market order?

A: Warehouse Market orders placed at the Blish-Mize Spring Buying Market and Post-Market order(s) using special PO code **SM18A**.

 Market warehouse orders and Post-Market SM18A orders **will not ship immediately**. These orders will ship 2-5 weeks after the Market or as space allows.

 Blish-Mize intends to honor all Post-Market Margin+ Coupon prices through July 31, 2018 on qualifying customers. However, Blish-Mize reserves the right to decline Post-Market Margin+ orders for these items in cases of excessively large quantities.

RETURNING PROGRAMS TO SAVE YOU MONEY AT THE 2018 SPRING BUYING MARKET



- **The 24**—We're back with 24 individual items at industry-leading prices. Take advantage of tremendous deals during market hours only! Orders qualify for prize tickets when submitted at participating vendor booths.

- **Assortment Central**—Wide varieties of assortments with deep discounts and spiffs. Need to update departments or categories? This is for you! See the displays as they would appear in your store.



- **“What’s New!?”** —Want to see fresh vendors and the latest in your favorite categories? Visit “*What’s New!?”* and see a great sampling of exciting new product now available through Blish-Mize.

WHAT'S NEW!?

- **Pallet Buys**—Special discounts on quantity buys. See the full listing on the web site in February!
- **Post Market Buying Opportunity**—Want to take even more advantage of market savings? Attend the Market and qualify to place additional order(s) during the post market period (3/25 – 4/1), using special PO code “sm18a” and receive Market Discounts and terms (excluding The 24 and cash spiffs). Important: orders will ship as space allows and will not ship immediately—do not use as your regular stock order!

SmartBook



**SmartBooks will start shipping via UPS February 19, 2018!
Register today to receive your copy!!**

Come prepared to buy with the help of your SmartBook! For all customers, available online, or in print, YOUR customized Market Program Book, your SmartBook, will be created just for your store, all designed to help you make smart buying decisions both in your store before you come, and during the buying market weekend.

Shown on individual preprints, by participating vendors, are three groups of items. The first group is of "Featured Items," those items with discounted prices. The second group is any new items that we have added from that vendor the last year. The third group, will be the balance of the items you have purchased, sorted in quantity order, largest to smallest.

This purchase history information is in three columns based on your out-of-warehouse purchases. The first column shows your past 12 month's purchases. The second column shows your purchases for the next three months of last year. The final column shows your purchases for the next six months of last year. This is a great tool to help you make your standard purchase decisions prior to arriving at the market, giving you more time to see new items and gain product knowledge.

Online preprints will be available for viewing Monday, February 12th, 2018. Registrations received prior to 2/12/18 will have their SmartBook shipped the week of February 19th. Registrations after February 12th will have their SmartBook shipped 7 to 10 days after registration. Deadline to receive your Smartbook prior to the Market is March 15, 2018.



SEMINARS

Join us for these easy information sessions that can strengthen your business!

FRIDAY @ 10am: NRHA Seminar with Dan Tratensek

Hear the results of the latest research study from the NRHA about Independent Retailers and what customers expect to see from you online! Dan Tratensek takes you through, step-by-step, on the how and why having an online presence is important to your brick and mortar customers. Tratensek is the publisher of *Hardware Retailing* magazine and the Vice President of Publishing for the North American Retail Hardware Association (NRHA). NRHA is a trade organization representing the \$300 billion retail hardware/home improvement industry in the United States and Canada, and has published *Hardware Retailing*, the industry's leading trade magazine, for more than 100 years.



FRIDAY @2pm: BWI

Become a Lawn & Garden Expert in just 60 minutes! BWI will be at the Market as a resource for you and your green-thumbed customers. BWI is one of the industry's best lawn and garden product suppliers—specializing in horticultural and turf products, greenhouse and nursery supplies, landscaper tools, and other lawn care must-haves. Master your knowledge right before the spring-selling season!



SATURDAY @10am: Jody Maude from DA Talks Advertising

Discover an easy strategy for promoting your business! Jody Maude from our Distribution Group Buying Partner, Distribution America, will show you how simple software and clean planning can take your store to the next level. One hour of instruction can help you produce a year of successful and strategic content!





Hardware House[®], LLC

Our new line of vanities offer high-quality craftsmanship at an amazing price. Come check them out at the Market!

Hardware House offers thousands of well-made home décor products in a variety of styles—from classic, to contemporary, to modern.

Our lifestyle brand has been manufactured for over 40 years with a promise that each item must meet or exceed the quality of the other leading national brands. With leading edge design, product diversity through many categories, and high expectations of standards and style, we know that our products will perform as promised. Each and every item is covered by our Manufacturer's Warranty.

Visit our Hardware House booth at the Market to enter your name into a special drawing for a Hardware House Ceiling Fan!



HOTEL INFORMATION

Host Hotel:

**Sheraton Overland Park Hotel
at the Convention Center**

6100 College Blvd. Overland Park, KS 66211

Hotel Direct #: 913-234-2100

HOTEL ROOMS WILL SELL OUT!

Reservations for the Sheraton (\$115/night) can be made by clicking [here](#).

Reservations can also be made by calling Sheraton Reservations at 866-837-4214, or by calling the hotel directly at 913-234-2100.

If calling, be sure to use the code:
"Blish-Mize"
to obtain the special rate.

The Blish-Mize rate applies until hotel sells out or our deadline of March 9, 2018.

Don't delay and make your reservations today!

*If you have any questions regarding your hotel stay,
please email Blish Connor at
blish.connor@blishmize.com or call 913-375-2505.*



TRANSPORTATION

If you are in need of ground transportation from the KCI Airport, please select the "Need Transportation" link on our market registration page. When you arrive at market, please confirm your return trip to the airport at the Registration Desk.

Directions, parking information and other resources can also be found on our market page.

Please email blish.connor@blishmize.com if you have any other questions.



Destinations:

**The Overland Park
Convention Center
6000 College Blvd.
Overland Park, KS 66211**

&

**The Sheraton Overland Park
at the Convention Center
6100 College Blvd.
Overland Park, KS
66211**



Friday Night Fun!!!

Join us at 6pm for
Kansas City's Best BBQ!
AND....back by popular
demand, the Island Tunes of
Soca Jukebox!

