**VENDORS**

Food and chemicals, we highly recommend switching over to a food vendor such as US foods, Cisco or PFG to provide you with your food, chemical supplies and other consumables. Each of these companies can provide you with trash bags, cleaning chemicals. So soda, chips, pretzels, nachos, cheese all of that stuff. You put in a weekly order in shows up on a delivery truck and this will save you a lot of time back and forth go into Sam's and we're good to go ahead and establish that relationship for when you do develop your full kitchen and typically there's a minimum order of 10 cases of products, I don't think we'll have a problem with that, especially if you switch over to all your chemicals, trash bags and items of that nature, paper plates, forks, I don't think we'll have a big problem doing that. And you don't have to order every week, you can order every other week, or whatever makes sense for you for meeting those minimums. The only thing you're not going to be able to order from us foods or Cisco or some of your candy and ship bags and things like that go to have a hard time getting those through US or Cisco. Those companies are very regional. So it may be different in this area, maybe they do supply that but typically in our experience, they do not PFG.

However, sometimes does supply that kind of stuff, so you might want to check with them. The other advantages to switching to companies like that is they're going to give you all of your soap dispensers, paper towel dispensers and things like that for free. Also for your cleaning chemicals they're go to install a dispenser system that automatically measures and pours out the cleaning chemicals for you, which is really going to reduce costs on your cleaning chemicals. So those dispenser systems are quite nice for dispensing your cleaning chemicals and makes it a lot easier. So you'll want to work with them you know, one is not better than the other. It's really all about your local representative and how well they take care of you. We’ve used over the years we've used you as foods, we use Cisco and here recently, we've actually moved back to us foods and ultimately in terms of price and product we never had a big issue with either company. It's always been about the local rep in their ability to take care of issues when there are problems get as free samples. work with us on new product offerings. If something's out of stock and getting it as a replacement, it's all about that relationship with the representative and then helping you out and here recently, Cisco just really wasn't able to meet our needs. So we switched back to US foods. So definitely recommend getting away from building Sam's moving towards food truck using them.

**Redemption Menus**

There are several large redemption vendors out there. Currently you're using redemption plus they are a solid reputable company. We also recommend taking a look at fun Express**.** We use Bunnings Express pretty much exclusively and we have a really good working relationship with them. They're really good about taking care and refunding meaning damages or anything like that. They offer a very similar product line on to retention plus similar shipping rates. Very similar products definitely recommend if nothing else to set up an account with funding express or another larger division vendor. Just to help you out when you possibly have issues with your primary production vendor with any out of stock issues or anything like that.

**Custom Products**

We definitely highly recommend branding and using custom logos on as many of your products as you can and there are different companies that specialize in this. Now, some express or recommended reduction vendor will provide you with custom cups, plates, napkins all of that.

However, their business model is based on ordering 50 or 100,000 units at a time. So they're probably not really a good choice for you. Because you don't really have the storage space to store 50,000 Kids comes. However, there are other companies that work with much smaller volumes. Typically there's a setup fee involved a few $100 but then the actual per order cost is very reasonable. Burke is a great company to look at for doing your own custom kid cup. You should expect prices in the 10 or 15 cent range for those cups and there are other companies and some of these companies are at IOP every year. So that's a great place to walk around and talk in different companies. But a custom kids cup is definitely highly recommend custom plates and napkins are recommended. It just really adds a higher level of quality to your parties. There's nothing wrong with generic paper plates. Just the white foam plates but the problem is that looks mom and pop and when people think your mom and pop, they treat you when you look like a national brand and you look well established, people treat you differently and have a higher level of respect for your facility from the pricing and there's just a higher perceived value with your competence. So definitely want to make a move to custom branding as much as you can. Instead, however, you got to find the right vendors for that. Because you don't really have the storage space to capital to go out 50,000 plates or 50,000 cups redemption plus my offer some of that I've never explored that with that's something to check on as well another custom item that I highly recommend looking into spiky balls for your brain machines and seeing if you can get somebody to bring in those. That's a great custom random item to put in there, because you want every kid that comes to the store to go home with something with your name on it. So there's a constant reminder for them to come back to your facility. Another custom item that we highly recommend is selling t shirts and you do sell these for a profit but you don't sell them for a huge markup. Typically on your merchandise you're going to maybe try to keep your cost of goods around 40%. But you know, T-Shirts are usually a pretty cheap and easy one to get custom made PCGS the contact information is in independence is a great one. If you don't have a logo that you can get to them, you can use Fiverr to make a new logo and I believe the minimum is only about 300 Shirts.

Shirts are also great to give away with birthday parties and then you sell them for about $10 and then you can do we can discount them based on their service as well again, just anything to put your name out there is a great option. Custom socks are another option. I don't know of any custom sock companies we use fund Express and again, you're looking at 50,000. Product minimums there, I'm sure there are some options out there, an option for just buying generic white socks we highly recommend is the Alabama sock company. Definitely use them but on your custom socks, you're going to want to look for a vendor that can give you socks for $1 or less you're going to sell those for about $3 and you're going to make significant profit off of selling socks. Preferably, you want to do a custom gripper sock is really better and even if you can't work a deal to get a custom gripper sock selling your generic rubber sock is a good idea. Other custom product offerings are plushes, you can get plushes with your name on them personalized, usually fairly inexpensively prediction plus I'm sure offer some of that foreign Express has some options, you know, other companies that do that as well.

You know, you can sell these directly for not a huge markup. Give them away with birthday parties you can also put them in your reduction calendar and you know you are making a profit on these maybe not a huge profit. Again, the big thing is you want people taking home your name and you want it in the kids rooms. So there's this daily reminder to them to see the name of your facility and to constantly be asking mom and dad to get back there. So any opportunity you have to send a kid home with something with your name on it. It's just a great, great marketing opportunity.