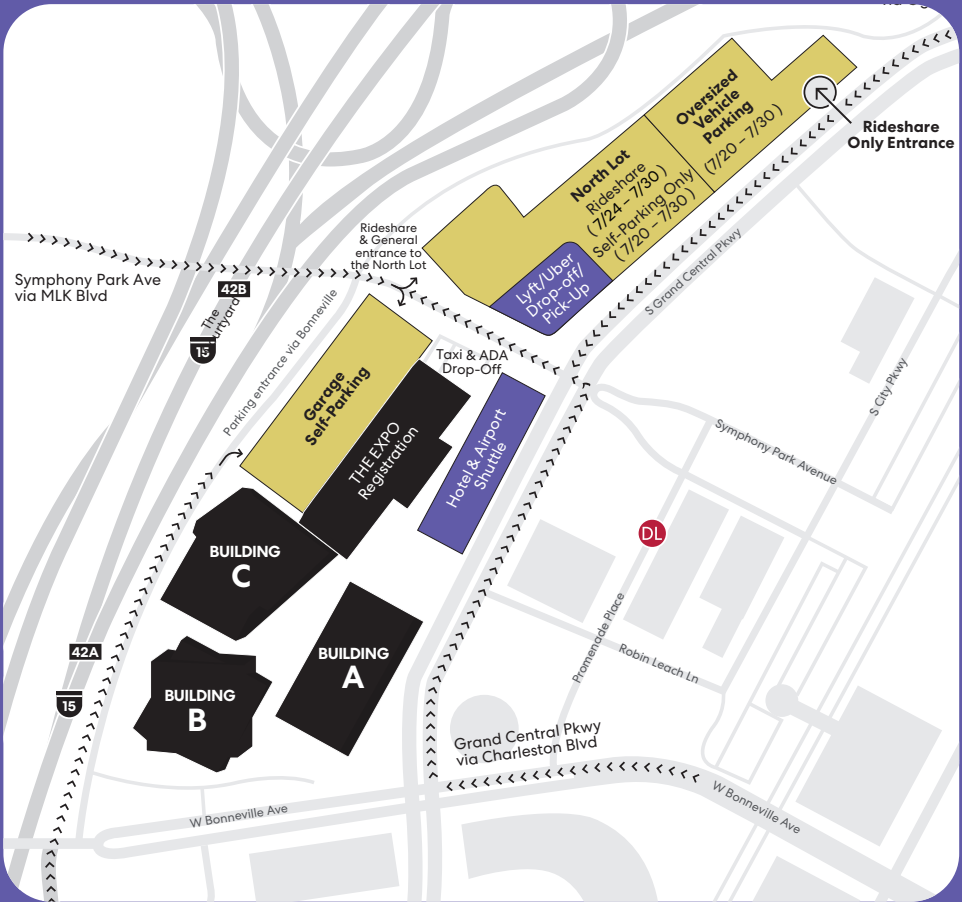


# NEW BUYER TOOLKIT

**LAS VEGAS MARKET**  
AN DMG CRE

LasVegasMarket.com | @LasVegasMarket | #lvmkt

# CAMPUS GUIDE



# FLOOR PLANS

## BUILDING B

16	Worldview	
15	Furniture	
14	Furniture / Bedding	BRIDGE
13	Furniture / Bedding	BRIDGE
12	Furniture / Bedding	BRIDGE
11	Furniture / Bedding	BRIDGE
10	Furniture / Bedding	BRIDGE
9	Bedding	BRIDGE
8	Furniture	BRIDGE
7	Contemporary Furniture	BRIDGE
6	First Finds: Furniture	BRIDGE
5	Furniture	BRIDGE
4	Home Décor / Furniture	BRIDGE
3	Home Décor / Furniture	BRIDGE
2	Furniture / Home Décor	BRIDGE
1	Furniture / Home Décor	

## BUILDING A

8	Furniture / Bedding	BRIDGE
7	Furniture / Bedding	BRIDGE
6	Furniture	BRIDGE
5	Furniture / Bedding	BRIDGE
4	Home Décor / Furniture	BRIDGE
3	Home Décor / Furniture	BRIDGE
2	Las Vegas Design Center	BRIDGE
1	Las Vegas Design Center	

## FLOOR CATEGORY KEY

- Home Décor
- LVDC
- Gift
- Furniture/Bedding
- The Expo
- Registration

## BUILDING C

	16	Furniture: AICO
	15	Bedding
BRIDGE	14	Furniture / Bedding
BRIDGE	13	Buying Groups & Meeting Rooms
BRIDGE	12	Buying Groups & Meeting Rooms
BRIDGE	11	Gift / Lifestyle Collection
BRIDGE	10	Gift / Lifestyle Collection / Toy
BRIDGE	9	Gift / Seasonal
BRIDGE	8	Gift / Toy
BRIDGE	7	Gift / Seasonal
BRIDGE	6	Gift / Home Décor
BRIDGE	5	Home Décor / Furniture
BRIDGE	4	Home Décor / Furniture
BRIDGE	3	Home Décor / Furniture
	1	Gift / Tabletop / Home Décor

The Las Vegas Market is made up of four buildings, named: A, B, C and The Expo, conveniently connected by breezeways on most floors. Similar product categories are grouped together for ease of sourcing.

## THE EXPO AT WMCLV

First Finds: Gift & Home	<span style="border: 1px solid black; border-radius: 50%; padding: 2px 5px; display: inline-block; width: 10px; height: 10px;"></span>
Gift / Kitchen + Table, Handmade, Design, Luxe, Home, Immediate Delivery	

## PERMANENT SHOWROOM KEY

Building  
Floor  
Showroom

**A, 1 - 19 = A119**  
Building A, Floor 1, Showroom 19

## FIRST FINDS BOOTH KEY

Building  
Aisle  
Booth

**E, 10 - 19 = E-1019**  
Expo, Aisle 10, Booth 19

# MARKET DICTIONARY

## Bill Of Lading

Document for shipments as evidence of the carrier's receipt of the shipment and as a contract between carrier and shipper.

## Back Order

Merchandise that's not shipped with initial order but will ship at a later date.

## C.O.D.

Cash on Delivery means merchandise must be paid for when it arrives in store.

## Closeout

Merchandise offered at a reduced price to clear out existing vendor inventory.

## Dating

A retailer can pay for merchandise at a later than normal due date (30 days, 60 days, etc.). Always inquire if dating is available.

## Delivery Window

The time frame in which the vendor is required to deliver your product. Delivery windows can be in two-week increments. (For example: February 1–15 or February 2–28)

## Freight Allowance

Allowance given to retailer to cover all or part of freight cost. Vendors sometimes offer market-only show specials which may include freight allowances, so be sure to ask.

## HFC

"Hold for Confirmation" means that an order is placed but must have the retailer's confirmation before it is shipped.

## Immediate Delivery

Wholesale vendors that allow you to pay for your goods in full and take them with you the same day.

## Markup

The amount added to cost to determine the retail price of the item. For example, an item that has a cost of \$5 and is marked up to \$10 equals a 50 percent mark-up. Mark-up is always calculated off retail.

## Open-To-Buy

A term used to inform a buyer of the amount of dollars and/or units that are available for a given period.

## Permanent Showroom

Also referred to as just "Showroom," these are permanent spaces in the building. They can be corporate showrooms or multi-line rep showrooms that sell multiple brands or lines.

## First Finds

Formally know as the Temporaries or Temps, these are tradeshow booths in The Expo and Building B, Floor 6, that typically sell only one brand or product line.

## Terms

The combination of the length of time to pay an invoice and any arranged discounts.

# NEW BUYER TIPS



**1.** Know your **target customer**, your **price points**, and the **products** you are looking for in order for sales professionals to better assist you find the right products. Prepare by doing research and making a plan.

**2.** Familiarize yourself with the terms in the Market dictionary prior to meeting with wholesale vendors.

**3.** Create a list of questions to determine if a vendor is the right fit for your brand and budget. Include questions like:

- **What is your opening order minimum?**
- **What are your wholesale price ranges?**
- **What payment terms do you offer?**
- **Where is your product produced?**
- **Where do you ship from?**

**4.** Ask about **Show Specials** or other offers you can access during Market. Many vendors offer exclusive price or shipping discounts.

**5.** Take time to connect with vendors. Creating new partnerships and finding unique products is part of the at-Market experience. Visit a booth or showroom, confidently tell the sales professional you are a new buyer, and ask for assistance or recommendations.

**6.** **Check out our Events Listing.** Attending Market events such as our New Buyer Orientation, Market Kickoff Party and educational and networking opportunities is a great time to learn, connect with fellow buyers and get inspired.

# AT-MARKET CHECKLIST

- Review the ANDMORE Markets App to take advantage of events, amenities and free resources available, including the new buyer orientation. Check our events listings at [LasVegasMarket.com/Discover/Events](https://LasVegasMarket.com/Discover/Events)
- We recommend starting at the top floor of a building and working your way down via the escalators. This reduces time waiting for elevators.
- If you are planning to attend multiple days, walk the first day and take notes. Review your notes that evening, make any necessary edits and prepare for placing orders the following day.
- Collect contact info from new vendors for future reference. Often, there are multiple representatives, so be sure to connect with the correct representative for your territory or specialty.
- Use our ANDMORE Markets App to take photos of the products you order. This makes it easier to remember your buys post show.
- Ask about the pricing options and understand buying factors other than product price, such as delivery or support services.
- Record the freight charges for orders you write at Market so you can verify throughout the shipping process. This will also help you price your merchandise after Market.
- Ask about cancellation dates, refund dates or any other queries you have about the products and freight in the showroom.
- Keep all copies of orders placed at Market so you can check them with the order information you receive with the order.
- Several food vendors are located throughout campus. Plan your lunch early or later to avoid long lines, and keep water and snacks with you. Showrooms often provide refreshments, too.
- Write your orders at the show to not miss out on merchandise and show-exclusive specials.
- Capture content during Market to share with your social media followers.
- Make sure to visit our Buyers Lounge (Building C, Floor 1, C174) if you need assistance.

# POST-MARKET CHECKLIST

- Review and confirm your orders to make sure the delivery dates, prices, styles/colors and quantities are correct.
- Reach out to vendors and ask to join their email lists so you are first to know when they launch new product.
- Use your ANDMORE Markets App to recap your vendor visits, photos and notes.
- Share images of the product you ordered with your staff to help with merchandising your store floor.
- Create a social media content calendar to promote new incoming merchandise.
- Plan your next trip to Las Vegas Market.

# MAKE MORE OUT OF MARKET.

## ANDMORE<sup>®</sup> MARKETS

See More. Do More. Find More.

- Search for brands
- Navigate between showrooms and floors with step-by-step directions
- Take photos and make notes
- Share photos and notes via text

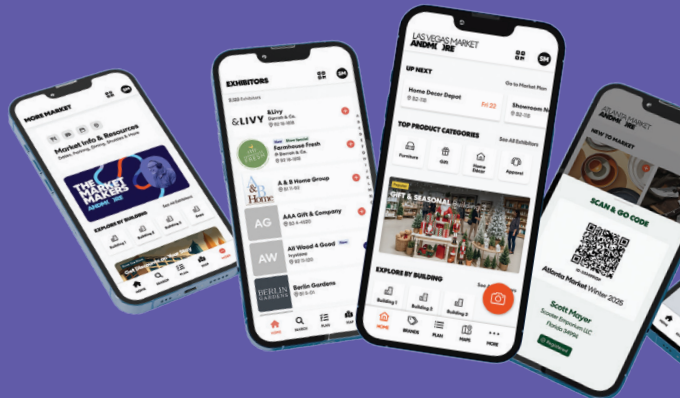
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Available on the App Store



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# BUYER SERVICES TEAM

**Samrin Martin**

Key Account Manager – Gift  
smartin@andmore.com

**Logan Avidon**

Buyer Services Director – Home  
lavidon@andmore.com

**Sarah Koutsogiannis**

Buyer Relations Director  
skoutsogiannis@andmore.com

**Caroline Johnston**

Key Account Manager – Design  
cjohnston@andmore.com



**HAVE A QUESTION? ASK US ANYTHING!**

[Info.LasVegasMarket.com/Ask-Us-Anything](https://Info.LasVegasMarket.com/Ask-Us-Anything)

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