

Granite Bay Sales, L.L.C.

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Good News in New Goods

Vol. 1

What's New at GBS? Well...this newsletter is new. This publication marks the first monthly issue of the goings on here at GBS. This month we celebrate our fourth anniversary of serving Goodwill agencies coast to coast.

Our mission to provide a turnkey New Goods program has proven successful in more than 50 stores to date. We continue to refine the program, offering high quality products at a great value to the customers we serve.

- Anthony Leon, General Manager



❖ News and Reviews

We welcome two agencies to our family!

Granite Bay Sales has partnered with two new agencies this year: Goodwill Industries of San Antonio and Goodwill Industries of San Joaquin Valley.

The San Antonio Goodwill initiated the program in April with eight participating stores. The San Joaquin Valley Goodwill launched the program in July with six stores and will have added another six stores by November.

- Dan Lashley, Operations Manager

❖ Merchandise Tip of the Month

If it's got a hole, peg it! Seriously, when merchandising New Goods, if the item you are putting out has a hole, 98% of the time you want to peg it. Pegging the item makes it much more eye appealing and you will have to straighten it far less.

A good example of this is pictured to the right. While going around and visiting the stores, we notice every store has towel bars and rings stacked on the shelves. These items have holes for pegging, and as you can see, they display better pegged and will stay neat all the time.



There are some items that have no hole. For example, bags of dog treats, Armour All Leather Wipes, packaged cleaning cloths, and Family Dollar Dog Toys. Use a hole-punch and peg these items also, and it will make the merchandise look better and the job of recovery much easier.

- Larry Letendre, Retail Support Manager

❖ Distinguished Goodwill Partner



In appreciation for all those who work hard everyday to make our partnership a success, each month we will single out an individual for recognition in our newsletter.

This month's Distinguished Goodwill Partner is **Ron Dickey**, who works in the plant store of the Goodwill agency in Wichita, KS.

Among the many duties he performs at the Kansas agency, he is the point man for the GBS New Goods Program. Ron does a great job of receiving our product and shipping it out to the stores in a timely manner. Ron handles all the shipping/receiving paperwork with the GBS office and alerts us to any issues that need attention, making the process run smoothly. Congratulations and thank you to Ron Dickey!

❖ Recovery Services

Capitalize on corporate donation opportunities! GBS has partnered with GII to liquidate corporate donations that exceed the capacity of the Goodwill member to sell locally. This year GBS Recovery Services has generated thousands of dollars for several Goodwill members. Here is what Alyn Reeves, former VP of Retail Operations in Los Angeles, had to say about us:

"GBS Recovery Services is just a great company to work with. They turned an unmanageable donation into more than \$40,000 revenue with no hassle."

Contact GBS Recovery Services to see how we can help you too!
Email: renee.weippert@granitebaysales.com - Phone: 916 240 0192.

- Renee Weippert, VP Business Development