



# NOVEMBER 1996 NEWSLETTER

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**APOLOGIES FOR A LATE NEWSLETTER. WE WERE WAITING FOR A BABY TO BE BORN! (SEE GRAPEVINE)**

## BRIGHT IDEAS

### Boise:

Those drop-off trade ins can be a problem when it comes to the left-over items. Boise uses large Avery Mailing labels and sticks them to the bags, boxes, etc. with the persons name phone # and when they are suppose to pick up their stuff. This way she can find their things easily when they come back for pick up, or she can call them before donating it to the quarter sale. She says it's help the management of the trade-in area quite a bit.

### Colbert HQ:

You know those rubber fingers used by secretaries for gripping paperwork? I have tried them in the North Spokane store for grabbing on to price tags during the tagging phase of trade-ins. It also ads a little protection from stabbing your finger with the gun needle! I like using them, but we have mixed reviews from the workers at the North Spokane store. A box only costs a little over a dollar at the office supply houses, and I have enclosed a couple with your newsletter. Give them a try and let me know what you think. (Melinda)

### :Spokane North:

Bonnie, An employee of the North Store discovered a wonderful (and inexpensive) product in the automotive department of Costco. It's called **OIL EATER**. The North store has been using it for over a month now with great success. They keep a diluted amount in a spray bottle beneath the counter for taking out grease stains on clothing and scrubbing toys and car seats. For tough jobs they use the full strength. They use it according to directions for laundry (and so do we). It is amazing what it will do to get grease stains. Most colors it won't harm, but it did take out the red in one outfit (but if its a loss anyway-give it a try). It is good cleaner for things that are not necessarily "oily".

**This one takes the prize this month! Bonnie has four kids so Tammy thought the gift certificate should go to her (Toys R Us) - What a great way to reward our valued employees and encourage their ideas.**



## GRAPEVINE

This month's big news is the safe arrival of ASHLYN GENEVA to Tami and Dion of the North Spokane OTHER MOTHERS. She was born Friday, November 8 at 9:30 p.m. She was 7 pounds 8 ounces, 20 ½ inches long. She is absolutely beautiful with long dark hair and olive skin! Congratulations to the whole family, especially Grandma Carol!



## SHOP NEWS

Boise is planning to remodel their shop soon with the baby block counters, animal signs and new grids. They also have a new computer system and are having some programs designed to handle the exchange credit. We have been involved with this process, and will buy into the program once we see if it will work for everyone.



## TIME TICKLERS

Orange tags are still the color for the rest of this month, but be ready for blue the beginning of next month. Check out your local Dollar stores for stocking stuffers. You might reminded people to bring in toys, winter wear, and holiday outfits whenever possible.

## OPPORTUNITIES



North Spokane store will be doing their first big mail out in a few days. We purchased a Bulk Mailing permit and have learned all the details and cost savings of doing bulk mailing. In general, with the bar coding on the mailing labels it will cut the cost of the mailing in about half! As our lists grow, this could be a very big savings. Short of doing a bulk mailing the next best thing is to do a first class post card printed by the printers. The cost of mailing these is 20 cents each, and does not require all the special sorting or bar codes. After 500 on a mailing list the bulk mailing makes the most sense.

**HAVE A GOOD THANKSGIVING AND A VERY SUCCESSFUL DAY AFTER THANKSGIVING AT YOUR STORE!  
HELP THOSE VISITING GRANDMAS SPEND THEIR MONEY...**