





## *Here's how you can clear away excess merchandise quickly and easily, with a simple phone call to NAEIR.*

Imagine you had a service available to you that could help eliminate excess inventory at a moment's notice. No complicated arrangements or endless negotiations. The process could be as simple as a phone call.

Better still, imagine that this unique service let you avoid dealing with liquidators...provided carefully controlled distribution of your goods...and protected your brand and markets.

Best of all, imagine that this entire service was FREE and helped create a federal tax deduction worth up to twice your cost on every item you clear away.

Impossible? Not when you work with NAEIR, the National Association for the Exchange of Industrial Resources.

Since 1977, NAEIR has helped more than 500 leading businesses eliminate over \$1.7 billion worth of excess inventory, including Microsoft, Gateway, Stanley Tools, Reebok, 3M, Rubbermaid, Reader's Digest Books, Rand McNally, Gillette, Xerox, BRIO, and more.

### **What kind of organization is NAEIR and how does the inventory elimination program work?**

NAEIR is a nonprofit organization that collects excess inventory from manufacturers, wholesalers, and retailers then redistributes the goods to nonprofit organizations all over U.S.

Businesses ship their excess inventory to NAEIR's 12-acre warehouse in Galesburg, Illinois, where it is sorted, cataloged, and stored.

Every 10 weeks, NAEIR issues a giant 200-page catalog listing thousands of new items available. Nonprofit members simply request the items they need.

The requests are then processed and shipped. Members pay a small fee to cover the shipping and handling costs, but all the items received are absolutely free of charge.

### **What types of merchandise can NAEIR help your company eliminate?**

If it's sitting unsold in a store or warehouse, NAEIR can help clear it away. Underperforming SKUs, discontinued models, seconds, buybacks, returns, and any excess inventory you need to eliminate. This includes office supplies, class materials, clothing and shoes, maintenance items, tools and hardware, toys and games, computer software, sporting goods, books, tapes, CDs, arts and crafts, personal care items, holiday and party items, janitorial supplies, etc.

### **How do corporations benefit by using this unique, FREE business service?**

NAEIR provides you with a simple, quick way to eliminate unsold goods. You don't have to deal with liquidators. And there are no complicated arrangements to make.

From one box to dozens of truckloads, you just ship your merchandise and NAEIR's sophisticated, computerized national allocation and distribution system does the rest.

That means you can clear warehouse space, reduce storage costs, and focus on more profitable products more quickly than ever before.

And not only is this service completely FREE, since your goods are donated and used exclusively for charitable purposes, you will qualify for an above cost federal tax deduction to further improve your profit picture!

**Donate your excess inventory. Take a twice cost tax deduction.**

**Call 1-800-562-0955 today.**

NAEIR • 560 McClure Street • PO Box 8076 • Galesburg, IL 61402-8076  
PHONE: 1-800-562-0955 • FAX: 1-309-343-0583 • [www.naeir.org](http://www.naeir.org)



**Hundreds of top companies consider NAEIR a key partner to help them control inventory and boost their bottom line.**

**3M** consistently chooses NAEIR for controlled distribution of overstocks.

Since 1985, 3M has called NAEIR over 100 times to help distribute excess inventory nationally. According to Kelli Novak, 3M's Volunteer Program Coordinator, it's because NAEIR makes the process quick and simple for any product. Plus with NAEIR's tight distribution controls, 3M is assured that its products get into the right hands.

NAEIR helps **REVELL-MONOGRAM** free shelf space for new products.

When Bob Sutalski, Director of Manufacturing and Logistics at Revell-Monogram, wants to make room for new model cars, he calls NAEIR. Revell is the world's largest maker of plastic model kits, producing more vehicles than all the car manufacturers in Detroit combined. With over 100 new models a year, Revell knows it can count on NAEIR to help eliminate phase-outs and make room for new products.

**COLWELL SYSTEMS** uses NAEIR to help weed out discontinued catalog items.

According to Linda Heiser, Inventory Statistics Analyst for Colwell Systems, convenience and a national distribution network are what keep them coming back to NAEIR. Colwell produces a wide variety of supplies for medical and veterinary practices. To

update their catalog, they create a list of all the products they need to eliminate. And giving those items to NAEIR makes room for new products. Heiser also says it's gratifying to see their products helping worthwhile causes.

**GRAINGER** relies on NAEIR's system as an efficient way to help nonprofits.

Industrial supply giant Grainger has been using NAEIR since 1991 to eliminate excess inventory, including everything from screwdrivers and wrenches to floor scrubbers and power generators. Susan Kessler, Grainger's Community Relations Manager, says NAEIR's program boosts their bottom line and gives them the opportunity to help many U.S. schools and nonprofits.

NAEIR helps **JAKKS PACIFIC** consolidate a warehouse after a large acquisition.

JAKKS Pacific is one of the top five toy companies in the country. After their acquisition of Pentech International, they needed to consolidate operations and get rid of excess inventory. JAKKS called on NAEIR. Genna Goldberg, Director of Communications for JAKKS, said they needed to eliminate large volumes of product quickly and NAEIR came to the rescue. Plus she said the tax deduction available by working with NAEIR is a nice bonus.

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***SALTON*** avoids liquidators and improves its bottom line with NAEIR's tax deduction.

Salton, Inc., is famous worldwide for their George Foreman Grill and Marilyn Monroe hair care products. They also offer the Breadman, Juiceman, and Toastmaster. Many of these high quality products have made their way to NAEIR's warehouse. That's because NAEIR fits perfectly with Salton's philosophy of helping deserving causes while taking care of business. Keith Hamden, Vice President of Sales, says that they get a better value through a NAEIR tax deduction than if they went through liquidators to eliminate excess inventory.

***NAEIR*** helps ***RUSS BERRIE*** keep up with trends in a competitive marketplace.

In the business of stuffed animals and gift products, it's crucial to keep fresh products in stores. That's why Russ Berrie has relied on NAEIR to help clear away slow moving items to make way for items with greater retail potential. Over the years, NAEIR has accepted shipments of kitchen magnets, posters, bumper stickers, stuffed animals, pencil sharpeners, novelty items, and dolls, most notably the famous "trolls" that were a hit worldwide. Bill Hammer, Director of Inventory Control at Russ Berrie, says that NAEIR is a good business partner by always being accommodating and responsive.

***JAFRA COSMETICS*** relies on NAEIR to maintain a fresh product line.

According to Elizabeth Benson, Jafra's Accounting Manager, their relationship with NAEIR is a very positive one that benefits everyone. Since 1991, this California-based company has called on NAEIR to accept shipments of cosmetics, bath products, women's clothing, body splash, skincare products, and much more. These items have benefited women of all ages, ranging from high school girls to nursing home residents.

***NAEIR*** helps ***ACCO*** by accepting truckloads of unsold products on short notice.

ACCO is one of America's office supply giants, with six factories, three distribution centers, and six flagship brands, including Swingline and Day-Timers. So when ACCO needs to eliminate overstocks, it's a big job. That's why Marilee Fraser, ACCO USA's Controller, says NAEIR is great to work with. NAEIR has the ability to accept large quantities of products, often with just 48-hour response time. Plus, NAEIR's well-organized system makes moving inventory painless no matter how large the shipment.

***PENCOA*** uses NAEIR's service to keep products off the open market.

Corporations don't want imprinted promotional items to find their way to retail. So when PENCOA, a leading imprinting company, needs to eliminate overruns, misprints, and discontinued items, they call NAEIR. PENCOA founder and CEO, Robert Perlmutter, says NAEIR has the controls needed to ensure that specialty products are not misused or sold at retail. Plus, since writing instruments are the item schools and many nonprofits need most, PENCOA employees can feel good about lending a helping hand.

***SCHOOL SPECIALTY*** gets a big tax benefit from donating products to NAEIR.

When School Specialty acquired Chaselle Company, they were left with inventory with didn't fit into their catalog. So they identified the excess items and called NAEIR. A variety of items were then shipped to NAEIR's warehouse, including school forms, planning books, stickers, three-ring binders, pads, labels, markers, and even Christmas items. According to John Vicchiollo, Vice President, Inventory Management, the tax benefit was greater than moving products through a liquidator.

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***Donating unsold inventory to NAEIR is easy...and we're happy to answer any question. Just call 1-800-562-0955.***

**Q: What is NAEIR?**

A: NAEIR is the *National Association for the Exchange of Industrial Resources*. We are a nonprofit organization that collects excess inventory from businesses and redistributes those goods to schools, churches, and nonprofit organizations across the country.

**Q: Are there any fees for accepting donated inventory?**

A: NO. There are no fees of any kind. Our inventory reduction service is 100% FREE for all of our corporate donors. All costs are covered by our nonprofit members.

**Q: What other companies ship their inventory to NAEIR?**

A: We've worked with more than 500 of the largest and most respected corporations in America, including Microsoft, Gateway, Oreck, 3M, Rubbermaid, Intuit, Reebok, Gillette, and Xerox. And we've handled more than \$1.7 billion in merchandise since 1977.

**Q: What are the benefits of donating merchandise to NAEIR?**

A: We can help you eliminate excess inventory, clear precious warehouse space, avoid hassles with liquidators, reduce storage costs, and focus on more profitable products. Best of all, you will qualify for a federal tax deduction worth up to twice your cost!

**Q: What types of merchandise can be donated?**

A: Our 12-acre warehouse is equipped to handle thousands of different products, large and small in almost any quantity. We will accept underperforming SKUs, discontinued models or colors, seconds, buybacks, returns...virtually anything you need to eliminate.

**Q: How are donated goods distributed and controlled?**

A: We have created a computerized system to allocate all the merchandise we receive to thousands of nonprofit organizations nationwide. We carefully track every item to make sure it goes where it will do the most good and that it is used for charitable purposes.

**Q: What is the first step for making a donation?**

A: Call toll-free 1-800-562-0955. We'll send you the paperwork and walk you through the quick, simple process step-by-step.

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