



**DO YOU HAVE A CREATIVE PRODUCT...
BUT LACK MARKET VISIBILITY?**

**DO YOU LOVE DESIGNING PRODUCTS...
BUT NOT OTHER ASPECTS
OF BUSINESS?**

The Janlynn Corporation provides you a friendly, flexible solution.

Contact Andy Goetsch at 800-553-7510 x131 or agoetsch@janlynn.com

"We constantly discover innovative products that never get into the hands of the consumers they were designed for, folks that would jump at the chance to buy them. Why? Poor Distribution."

Andrew Goetsch, CFO of Janlynn Corporation

"When my father started this business 30 years ago, he worked hard to get vendor numbers at the major chains. Today, with vendor consolidation as well as technology and other requirements, the barriers for smaller businesses to get innovative product into the dominant chains are seemingly imp. I asked Andy Goetsch to head up business development at Janlynn – to find opportunities where Janlynn can make a 'quadruple win'; Consumers, Retailers, Janlynn's Partner, and Janlynn ALL benefit from what Andy has developed...Janlynn's DISTRIBUTION+ plan."

John F. Kozub, CEO of Janlynn Corporation

DISTRIBUTION+

Janlynn is not simply an order fulfillment solution. Under DISTRIBUTION+, Janlynn provides partners with a selection of services to choose from as if a la carte:

- Sales & Marketing
- Order Processing & Fulfillment
- Manufacturing and/or domestic/overseas procurement
- Warehousing
- Financing
- Billing and Collection
- Licensing Evaluation
- Product Design, & Graphics



Janlynn has completed over a dozen deals that have taken a variety of forms. We listen to our future partner's, and then we craft a solution to meet their needs. The solution may take the form of Licensing, Distribution+, Joint Venture, or a Purchase. We have accomplished all of these types of deals to support our partners who seek to reach the \$20 - \$30 Billion Craft Industry and bring consumers the creative products they crave.

A testimonial from one of Janlynn's family of partners:

"I have been in the craft industry for over almost 50 years. Five years ago I recognized I was not able to grow my business any further, and in fact, due to vendor consolidation, I was struggling to keep the product placement I did have. I called John Kozub at Janlynn. Janlynn met my need to not only maintain the placement I had, but to grow distribution of my product. Janlynn actually became my perfect succession plan, as I have since retired, but keep receiving royalty checks from Janlynn."

Thom Breslin, Stamps Happen

NEXT STEPS!!

Don't just say "Yeah, at some point, we do need to explore this opportunity further" ... **DO IT NOW!!** Contact Andy Goetsch today at 800-553-7510 x131 or at agoetsch@janlynn.com. He will be excited to discuss your situation and potential ways Janlynn can help to achieve the Quadruple Win we have seen happen with Janlynn's **DISTRIBUTION+**.



For 30 years, The Janlynn Corporation has been a perennial leader in unleashing creativity to the \$30 Billion craft industry. Janlynn has vendor numbers with every dominant retailer servicing the craft industry. Janlynn has met every technology request made by every major retailer, which includes a state of the art MRP II system and maintaining an integrated EDI order and billing system. Janlynn's manufacturing and distribution facility sits on 5 acres of land strategically located between Boston and New York. Janlynn.com has been selling their line of products since 1997. Janlynn carries over 2000 SKUs and ships to over 200 countries. Janlynn ships 800-1000 packages daily on average during our peak months. Their customer service and sales team are able to address a variety of issues quickly and efficiently. Janlynn knows our future business depends on the service our customers receive.