



Amazon Ungating Jump Start Course 3.0

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Welcome!

This course is about:

- Teaching you the correct and effective ways to get ungated.
- Help you start sourcing more categories and brands.
- Remember sometimes approvals will work with amazon for one person and not fo another. Sometimes things that should not work like store receipts will work so keep testing and trying out.
- Don't start telling large amouunts of people and posting in Facebook groups what is working. If you do, then they will likely get shut down. Amazon changes things, but also some new sellers will call up these sites and return things after. Don't do that. Don't burn these sources.

Background on Ungating

UNGATING
OVERVIEW



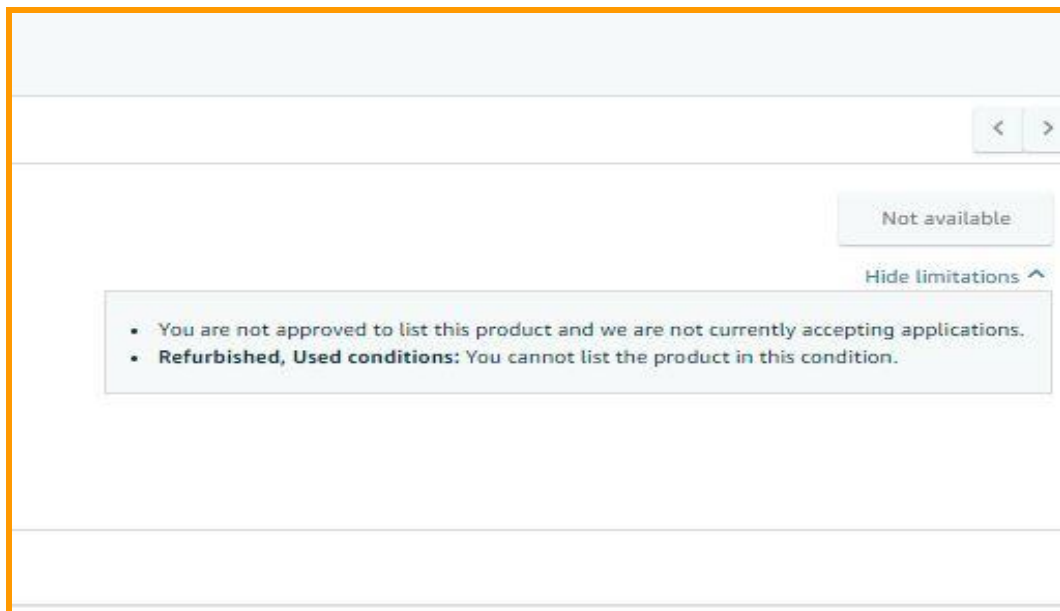
JUMP START UNGATING

Click to watch our ungating video: <https://vimeo.com/412106647/35c6b046e8>

You can be gated in a category, a sub category, a brand, and even a specific sku. Unfortunately, there aren't consistent rules that are applied. You have to try to be flexible

and adapt to figure it out. Sometimes when you request to sell an item you will get various reasons why you are rejected. Some will be hard rejections. Sometimes Amazon will indicate they are not accepting applications. The following are some actual examples you might encounter:

1. This requires approval from the brand owner. Avoid these unless you have an in with a brand or you are becoming the authorized seller on amazon.
 - ❖ This product has other listing limitations. [Learn more](#)
 - ❖ You are not approved to list this product. You will need to contact the brand owner to become an authorized seller of this product on Amazon.
2. Sometimes you might find one like this where they are not accepting applications. Avoid these:



3. Most will request either an authorized letter from the brand or an invoice. These are the ones we are going to target and go after. The invoices are going to require you to purchase at least 10 units.

Select one of the document types below:

- ❖ At least 1 purchase invoice for products from a manufacturer or distributor
- ❖ 1 letter from BRAND NAME authorizing you to sell their products

Selling application for Brand

You are requesting approval to sell NERF brand items.

Submit required documents

Select one of the document types below:

At least 1 purchase invoice for products from a manufacturer or distributor

Document must meet the following requirements:

- Dated on or after Oct 22, 2019 (within 180 days)
- Include your name and address
- Include the name and address of the manufacturer or distributor
- Show the combined purchase of at least 10 units
- Omit pricing information (optional)
- Please note that we may verify your submitted documentation by contacting product vendors you identify in your application.

Drop files here
or

File types: pdf, docx, png, gif, jpg. Maximum file size: 10 MB

Optional **Comments**

1 letter from NERF authorizing you to sell their products

Provide contact information

Email addresses Best email to contact you for questions

Use commas to separate addresses

Optional **Phone** Best number to call you for questions

Getting your Reseller Documents Ready

In order to open up wholesale accounts, you will need a few documents to help.

1. If you are a US based seller you will need to have the resale certificate from your state to supply to the wholesaler. If you are located in a sales tax free state then you will not need this. Here is a link on taxjar covering every state and what you need to set up. <https://blog.taxjar.com/how-to-register-for-sales-tax-permits/>
2. If you are a US based seller, you will need an EIN if you are not a sole proprietor.
3. Canadian sellers - it is highly recommended you have your business number and GST/HST registration with the CRA. <https://www.canada.ca/en/revenue-agency/services/tax/businesses/topics/gst-hst-businesses/account-register.html> Wholesalers will request these. If you are Canadian, sometimes they may ask for an EIN, which I don't suggest getting since then you might be required to file US tax returns. Usually, providing a GST/HST number should suffice. There are some wholesales that might now accept and you should just move on. It's a numbers game, but the ones we have selected should work to get accounts opened.

The other key thing is making sure that when you open an account with a wholesaler or an approved vendor, everything on the invoice matches exactly what is on your seller central account. So that means the following areas must match exactly to your seller central account profile:

- Your legal company name
- Your address
- Your phone number
- Your email address used

You can check this by going to:

Settings > Account info > Legal entity

Make sure you use this info setting up your wholesale accounts so it all matches. Don't use your seller storefront name. You can add that somewhere if it makes sense. If your company name is Bob Trading Inc.; make sure the invoices says that and not your storefront name "Bob's Crazy Deals" or whatever.

The logic behind this is very simple. **Amazon reps are all measured on response times, and cases closed.** You want to make things simple and easy for an amazon rep to compare the invoice details on your account and see they all match up nicely. Anything different could be an easy reason for them to reject it. So if it's easy for them to say no, they will. They are not there to dig and research for you. They are there to process cases quickly and move to the next one.

What we have pulled together are known wholesalers and suppliers who in the past, sellers have been able to successfully purchase from and get approved. Our methods are for you to set up an account with the company, make the real actual purchases of products and submit the invoices.

Don't Follow Guru's

Some "guru" out there will do things that are not exactly the correct/recommended way. What I have seen other consultants do is they know a supplier that is accepted. Then they will:

- 1) Create a fake invoice
- 2) Request access to your seller central account
- 3) Open up a case for ungating
- 4) Upload the fake invoice and attach photos of a product that the invoice says you purchased.

These are not legitimate and risk your account status. They never open a wholesale account with that company on your behalf and they won't order the products. If amazon actually made a call to verify you'd be in big trouble, probably get kicked off. I feel these types of services are one bad move away from creating many problems for all their past customers as well.

*Note: Amazon does call some suppliers and ask them to verify the purchase, invoice and company info!!

Before we dig into it, remember these are not perfect. Depending on the day, you might get a rep that doesn't care to look, has bad metrics, or whatever..... insert excuse for not doing his/her job. But if at first you don't succeed, try, try again.

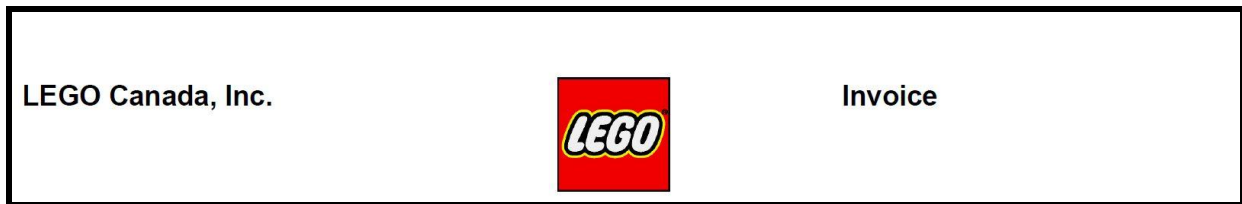
Remember the main purpose of these accounts is to open them and buy minimum amounts for ungating. Don't go into these expecting to find great items to buy and sell at a profit. You might...however generally speaking, if a wholesale account is easy to open, then there is less chance of anything profitable since everyone can open the account and tank the prices :-)

A common strategy will be to find cheap items for the brand you are looking to get approved for. For example, if you want lego, don't buy 10 of the Harry Potter Clock Tower for \$100 each. Instead, try to find something cheap like a lego keychain which will be a few dollars each. Just consider these purchases a cost of getting ungated and maybe a good Christmas present to your friends and family. Don't try to find something that you can buy and make profit on; it's too hard and not the point. Just consider it the cost of ungating.

The strategies we will use follow getting invoices from a manufacturer or a distributor.

Generally speaking, the key to getting ungated is to get an invoice (*not a receipt*) from an approved supplier that amazon recognizes. There are wholesalers/distributors out there that are authentic. However, Amazon might not have them in their known database. Using established and trusted wholesalers is the **key** to getting approvals. Sometimes, the difference on a piece of paper from the word “*receipt*” to “*invoice*” makes all the difference in the approval process. Some people will adjust their PDF’s, but lately receipts seem to be working as well. You can also cover the receipt and take a photo of the invoice and that can work.

Lego Invoice to a Retail Store Example



Lego.com Example Receipt (yes, they are this crappy)



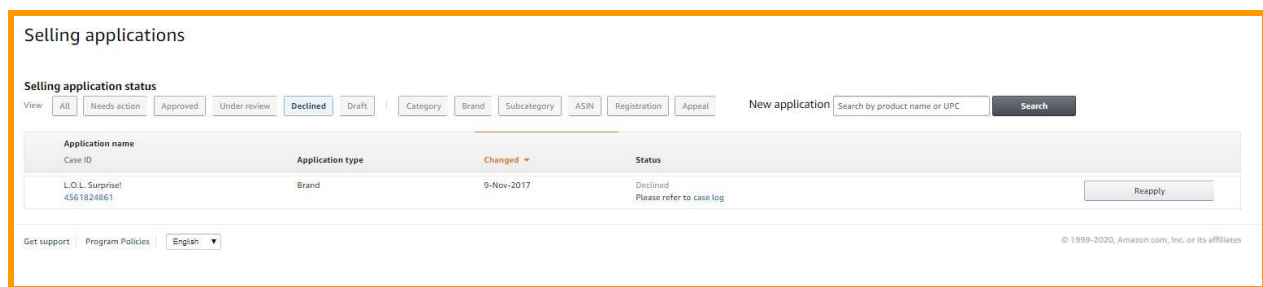
Getting Started

Remember the overriding theme of these processes is easy and simple. We want an amazon employee to be able to quickly figure it out, and give the approval. We want things as straightforward as possible and not confusing.

❖ Closing Declined Applications

Part of that process is going to go back into your seller central account and close out any declined applications that you may have open.

In seller central, go to: **Catalogue > View Selling Applications > Click on Declined.**



To do this is a bit weird. We are going to:

- 1) **Click on reapply**, and say you have an invoice,
- 2) Upload a PDF that says the following:
To whom it may concern,
Please close this application.
Thank you.

Then you will wait for it to clear out. This is for declined applications only. It might take a little time. But it is best to have these declined applications cleared to avoid any confusion.

❖ Review Your Account Health

If there are any open account health issues, I would suggest clearing them up first. This may not be a big factor but good advice anyhow.

❖ Checking the ASIN's

The key in purchasing is:

- to make sure the products you are buying are the exact same

- that you are in fact gated in them.

Be sure to check the ASIN of each item to ensure you are actually gated in it, before purchasing. I've seen before weird cases that some child listings were gated and others were not. Make sure you add the item to inventory and actually **click** the request to sell and approve. Sometimes things change and you are suddenly automatically approved, so don't waste time. Don't forget to sort websites prices lowest to highest to find the cheap stuff! Always check the brand or category they are asking for your approval in and that is the type of products you want to purchase, items with the right brand or exact same item.

❖ **Check Performance Requirements**

Some brands and categories will have target metrics you need to achieve to get ungated. Make sure you check your metrics before attempting to apply.

❖ **Doubling or Tripling Up on a Purchase**

When you are looking for an item to purchase for ungating, you may be able to buy one product that would work to ungate on multiple brands/categories. This sometimes happens in grocery or topicals for example. See if you can find a product that will allow you to use the same invoice to get ungated in multiple brands/categories. Think of Hasbro and Marvel or Disney and Frozen. Those are double ups. Lego Star Wars Keychain could get Lego, Star Wars, Disney and toys perhaps! Try to be creative.

❖ **Parent and Child ASINS**

Some suppliers have rules about not allowing you to buy 10 of the same item (like some Nike suppliers). You will have to buy 1 or 2 of various child ASINS to make your 10 approval. Just make sure you test each child asin and also make sure that the child asins exist. Don't buy a XL Blue of a shirt and realize on the amazon listing there isn't an XL Blue of that color. These are more for Nike, Adidas, Under Armour ungating.

❖ **Addresses**

If you need to change your seller central address to match where you are shipping something; you should do that before you apply. Canadians trying to get ungated might want to use a US address or prep center. Update seller central so they all match when reviewed. You can always switch it back later. If you are a Canadian, you might also want to secure a US address either through a service, prep center or friends and family. That might help in opening accounts.

❖ **Annotations of Invoices**

I personally like to print out the invoice, highlight the key points like your company name, address, etc but I also can be lazy and just upload invoices. I also will then write out the ASIN next to each item. That way the rep can easily check the ASIN's and


compare to see if it is the correct item. Again, making things easy for the rep to find which ASIN is on the invoice. I usually cross out the dollar amount but make sure you leave the units showing.

INVOICE OVERVIEW



JUMP START UNGATING

Click to watch our video on invoices: <https://vimeo.com/412101571/31e6c28df3>



EEDistribution
www.eedistribution.com

61 Moreland Rd. • Simi Valley, CA 93065 • Tel: 1-818-255-0095 • Fax: 1-818-255-0091
E-mail: sales@eedistribution.com

Invoice Part No. 6764188A

Invoice Date: 6/22/2016
Order Date: 5/31/2016
Invoice No.: 6764188
Internet Order No.: 26053117177166
Purchase Order No.: WORDERONE
Client No.: 2575504

<p>Bill To: Rob Cosman Your Company name Address Phone Number Email</p>	<p>Ship To: Ship too info. Try to make it same, but not always and it has worked.</p>
<p>Payment Method: Visa Expiration Date: 09/16</p>	<p>Shipping Method:</p>

Item No.	Name	Pieces Per Case	Shipping Date	Qty.	UoM	Price	Total
HSB3691	Star Wars: Force Awakens Bladebuilders Kylo Ren Lightsaber PO #: WORDERONE ASIN B00X5ANQV2	8 per case	6/22/2016	8	ea		
HSB3834A	Star Wars TFA Black Series 6-Inch Action Figures Wave 1 Case PO #: WORDERONE	6 per case	6/22/2016	1	cs		
HSB3834A	Star Wars TFA Black Series 6-Inch Action Figures Wave 1 Case PO #: WORDERONE	6 per case	6/22/2016	1	cs		
HSB2027B	Star Wars Galactic Heroes Featured Figure Wave 2 Case PO #: WORDERONE	8 per case	6/22/2016	1	cs		
HSB2027B	Star Wars Galactic Heroes Featured Figure Wave 2 Case PO #: WORDERONE	8 per case	6/22/2016	1	cs		
HSB3680E	Star Wars TFA MicroMachines Vehicles Blind Bag Wave 5 PO #: WORDERONE ASIN B01JBG0NRI	24 per case	6/22/2016	1	cs		
HSB3680E	Star Wars TFA MicroMachines Vehicles Blind Bag Wave 5 PO #: WORDERONE ASIN B01JBG0NRI	24 per case	6/22/2016	1	cs		
Subtotal:						\$412.00	

Note: Product descriptions, items, specifications, case and set assortments, variations, prices, ship dates, and availability are subject to change without notice.

❖ **Reuse Successful Sources**

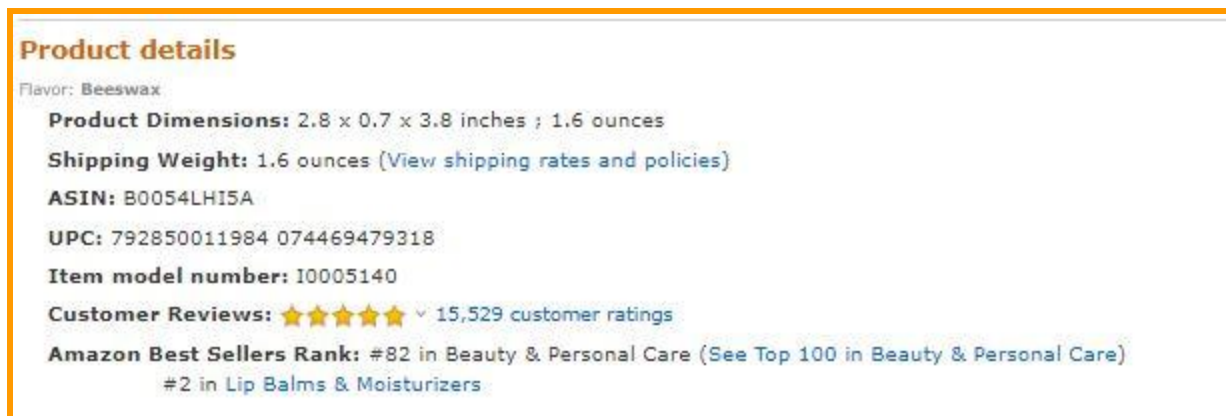
If you test a supplier and are approved, keep looking for more brands to ungate with the same supplier. It obviously must work since you know it has in the past. First attempt, I would only test to make sure it will work for one vs buying lots of stuff and amazon not accepting the invoice.

❖ **Product Photos**

Sometimes amazon may request photos of the actual goods you have claimed to sell. So be prepared for this request. If you take photos, show the quantities stacked in an easy to count manner for a rep. Also include a photo of the UPC that correctly matches.

❖ **Amazon Screen Shot**

To help make things easier you can also take a screenshot of the amazon listing showing the ASIN and UPC to help show the rep everything matches.



❖ **“Other Toys” Category**

Some restricted brands are further restricted in what they call “Other Toys” category. These can be specific brands and sometimes can require a CPC - Children’s Product Certificate to be uploaded. These are certificates of testing from manufacturers showing that these toys have been tested and are safe. Getting these can be difficult. We have included a number of these in this course. We will show you one of those suppliers and you can request from them once you have opened an account.



Hasbro, Inc.
1027 Newport Ave.
Pawtucket, RI 02862-0200 USA
Tel: (800) 242-7276

Wednesday, November 8, 2017, 6:08:04 PM

CHILDREN'S PRODUCT CERTIFICATE (CPC)

Hasbro, Inc. certifies that the product(s) identified herein was tested by the third party conformity assessment body and is in compliance with all applicable consumer safety rules under the Consumer Product Safety Act and similar rules, bans, standards and regulations under any other Act enforced by the United States Consumer Product Safety Commission, as specified below. In addition, such product complies with all other applicable mandatory and voluntary standards for distribution or sale of the product in the United States.

Testing Certifications

16 CFR 1303 - Lead in Paint/Surface Coatings
16 CFR 1500.44 Flammability
CPSIA, Sec 101 - Lead in Substrates
CPSIA, Sec 101 - Lead in Surface Coatings
CPSIA, Sec 106 ASTM F963-16
CPSIA, Sec 108 - Phthalates
CPSIA, Sec 109 - Tracking Labeling
19 CFR 134.11 - Country of Origin

Test Report ID: 748548

Product Data

Product Barcode	Product Name	Date of Mfg	Test Date	Place of Mfg
A0707	NER NSTRIKE ELITE JOLT BLASTER	11/8/2017	11/8/2017	RAMANAGARA, India

Individual responsible for maintaining records of test results: Timothy Bean (see Hasbro, Inc. contact information above and e-mail address hasbrotoycert@hasbro.com)

❖ **Be Smart**

If you end up talking to any of these reps, don't tell them you are just trying to get ungated to sell on amazon. Many of them don't like that and don't want to waste their time setting up accounts just to sell you \$50 worth of cheap things one time. Talk them up, maybe you're developing some niche shopify websites to sell online and sourcing some items just to start. Try to be smart about your communications. Some don't really care like Entertainment Earth, others do care and can't be bothered to waste their time.

❖ **Transparency Program**

Some brands are signing up for the amazon transparency program. What this does is the brand then puts a special 2d code on each item to combat counterfeit products. For some brands you can still seek approval, however you have to upload images showing

the UPC codes and transparency codes.

Selling application for ASIN

You are requesting approval to sell ASIN B07K95WFWM.

Submit required documents

You are requesting approval to list an ASIN that is Transparency enabled. Transparency enabled products have a 2D code affixed to the packaging. The Transparency code is a unique 26 digit, alpha-numeric identifier beginning with AZ or ZA, and is applied to the product's packaging.

The document must meet the following requirements:

- In order to list this ASIN, please send us 5 valid Transparency codes. You can either take a picture of the Transparency codes or you can scan the codes using a 2D barcode scanner or 2D data matrix barcode scanner mobile application and save them as word files. Please submit the word files below.
- What does a 2D Transparency barcode look like? [Click here.](#)
- You can find examples of 2D barcode scanners by doing a quick search on the internet using the keyword "2D barcode scanner"
- You can find examples of 2D data matrix barcode scanner mobile applications by searching for "2D barcode scanner" in your mobile app store

Drop files here
or

File types: pdf, docx, png, gif, jpg. Maximum file size: 10 MB

Optional Comments

Provide contact information

E-mail addresses Best e-mail to contact you for questions

Optional Phone Best number to call you for questions

This is an example of what they look like.



They will reply with a case that looks like this. Then you have to reply to each 1, 2 and 3 with Yes and actually follow their directions.

Thank you for submitting your application to sell ASIN _____. While we are reviewing your application, please fill out the below questionnaire. This is to ensure that you understand the business operational requirements and processes of uploading the

Transparency codes to Seller Central when fulfilling a customer order once your application is approved.

Transparency requirements:

- 1. Fulfilled By Amazon (FBA): Products enrolled in Transparency can only be Fulfilled by Amazon if they have valid Transparency codes.*
- 2. Fulfilled By Merchant (FBM/MFN): When you fulfil customer orders for Transparency-enabled products, you must upload Transparency codes for those products in Seller Central.*

Questionnaire:

1. Are you willing to ensure any inventory you ship to FBA for this ASIN has Transparency codes on it?

(Yes / No)

2. Are you willing to upload Transparency codes in Seller Central or MWS API (more information at this link -

https://sellercentral.amazon.ca/gp/help/help.html?itemID=202008510&referral=A2D5RHXIYPF97F_AP4UIBRT3IAS4) when you ship customer orders yourself via FBM/MFN?

(Yes / No)

3. Do you understand that Amazon could withhold your payment for customer orders fulfilled by you via FBM/MFN without uploading Transparency codes in Seller Central or MWS API?

(Yes/No)

Please contact us at transparency-sel-sup@amazon.ca if you have any questions. We thank you for your cooperation and we look forward to hearing from you soon.

Thank you for selling with Amazon,

❖ Don't Ask for Credit

If you have to email to open an account or send documents, do not request credit. Say you are ready to pay with a credit card and don't require terms/credit. Applying for credit takes longer and more hoops so just don't do it. If you decide to purchase from that wholesaler later then you could apply for credit. Remember when opening the account make it easy for them to say yes.

❖ **Having a Website**

Some accounts will ask for you to have your own website with your own domain. This is not required but it does help for sure. Depending on how complex it is the better. There are 2 main types of websites:

1. General Business landing page that shows vendors who you are and what you do. This is a simple site.
2. Brand Consulting: This is a website where you might talk about services you can help selling brands on amazon and the value add you provide.
3. Ecommerce Website: This is a full ecommerce store where you can add products to a shopping cart and not be redirected to amazon. This is a legit website people could purchase stuff from you. This is the type of website you need to show to get approved for the automotive category.

❖ **A Golden Tip**

If I do talk to a rep, I always ask, do you have anything past season you are trying to move? I'd be interested in things like that. These can be gold! Usually wholesalers/distributors want to clear out last season to make room for the current season.. **This is key because as an amazon seller, the listing will NOT be sold by Amazon and yet it will have a nice build up of reviews.** Less competition so you can get better margins. You are also helping out the wholesaler. Don't be afraid to ask for a larger discount.

Ready to Apply Checklist:

1. Make sure denied applications closed	✓
2. Apply to sell brand	✓
3. Annotated Supplier Invoice	✓
4. ASIN matches	✓
5. Quantities correct	✓
6. Addresses, email and names match	✓
7. Photo of amazon listing showing ASIN and UPC (optional	✓
8. Photos of products (optional)	✓
9. Photos of item transparency codes (optional)	✓

SOURCES

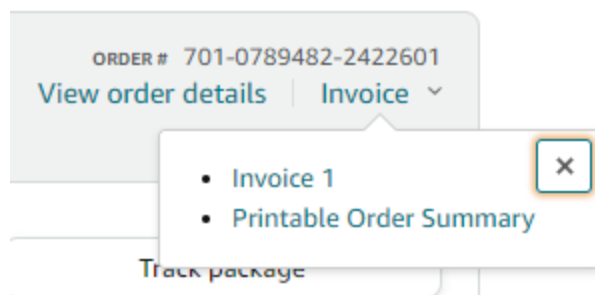
Business.Amazon.com

Updated as of September 6, 2022 - Amazon Business Account Invoices are working

Opening An Amazon Business Account - Business.Amazon.com or Business.Amazon.ca

Once you have established your business go and open a business account. This can be done as a corporation, LLC, sole prop, etc. This is another Amazon account for your business, registered under that name. Open it in whichever country you are based in. You can use it on the other market place after but start there. I use this account for Amazon business purchases, and also for Amazon flips (purchasing from Amazon and selling back on Amazon). I do not have prime since that is against terms of service to use prime benefits for resale. However, I get free shipping at a pretty low minimum order and I'm ok waiting a little longer for items to ship. The account allows sub users and a bunch of expense management tools. The real benefit is you can upload reseller certificates to exempt paying state sales taxes and some provincial sales taxes for items for resale. This is optional, but if you are doing Amazon flips it can be very useful. Sometimes Amazon will offer quantity discounts to business buyers, so I can actually order some flips even cheaper!

What is working for ungating now is buying items from amazon, using the business account and then using the invoice that is generated. If you look at the order you will see an invoice option when it has all shipped.



You need to wait till the items are actually delivered. Don't try before they are. You want to download the option that says "invoice" and submit that.

I have been able to use it showing say 10 units across 4 different sizes of shoe. Still got ungated in the brand, just that sizes had limits of 3 units each so had to spread it over those.

I have heard some success buying from 3rd party sellers not just sold by amazon. I have done this once but one time it was rejected. I would suggest sticking with sold by amazon. You can test a 3rd party seller but make sure it is FBA.

I would not suggest ordering from a different market. So my business account is registered in Canada. I can use it on com as well, but I don't get the nice invoice. So I'd suggest wherever

you register, order in that market and use the invoices. I have been able to do it, for example, Calvin Klein ordering on com, but I think its the invoices they like better.

So search for a brand on amazon, sort lowest price to highest and see what you can find. Look for the double and triple ups on brands/catagories. This is where you want to maximize your ungating testing now.

If you do, don't return the items after you get ungated. Consider it a cost of business if you are buying just to ungate.

Toys and Various Toy Brands: Lego, Star Wars, Hasbro/Nerf, Disney/Frozen, Funko, Transformers, Pokemon, Mega Contrux, Minecraft, Play-Doh, Mattel/Barbie, Fisher-Price/Thomas and Friends, Marvel/Avengers, Hot Wheels and many more!

#1. Entertainment Earth

The screenshot shows the EE Distribution website. At the top left, there is a contact information box with the following details: Monday - Friday: 7:30am - 5:30pm Pacific Time; EE Distribution: 1-818-255-0095; Fax: 1-818-255-0091; E-mail: sales@eedistribution.com. The main header features the EE Distribution logo and the tagline "Bring Hollywood Home!". Below the header, there is a large banner with the text "WELCOME TO EE DISTRIBUTION" and a collection of various toys. To the right of the banner, there is a login section for returning clients, which includes fields for Client Account No. and Password, a "Forgot your password?" link, and a "SIGN IN" button. Below the banner, there is a section titled "Attention Retailers, Dealers, and Merchants!" with a "Get Started Now!" sub-section. This section contains a sign-up form with fields for First Name, Last Name, E-mail Address, Re-Type E-mail Address, Company, Country (set to United States), Phone Number (optional), and How did you find us? (Please Select). There is also a checkbox for "Yes, I have read and agree to the Entertainment Earth privacy policy." and a "SIGN UP" button. To the right of the form, there is a section titled "Interested in opening a wholesale account?" which describes EE Distribution as a wholesale distributor and lists the products and services offered. The "We offer:" section includes: Thousands of products and brands from hundreds of manufacturers; Premier Hasbro Distributor in the United States; Volume discounts; No minimum order requirements; Personalized account representatives; Exclusive and hard-to-find merchandise; Amazon FBA service; and Industry expertise since 1996. Below this, there is a "Sound Interesting? Questions?" section with contact information for sales@eedistribution.com and 1-818-255-0095.

This website has a wholesale department <https://www.eedistribution.com/>

It is very easy to get approved for as an online seller. It is common for toys, Lego, Star Wars, Frozen, Nerf and much more. Usually, you will get a rep assigned to you. Lots of them know the gig as an amazon seller but don't care too much. If you don't use the account for a few months, they will close it down. There are often items on pre-order that you can order and not have to pay the full amount.

Double bonus:

- 1) It will generate an invoice for you and
- 2) You do not have to purchase the goods necessarily.

You can usually cancel this before they ship the goods and pay a restocking fee vs paying the full amount to accept the goods. If you don't use the account for a few months; they will close it. You will probably have to pay for the shipping of goods, but usually they will hold items for some time before they ship unless you want to pay more. Here is a sample of their new client application form.

<http://www.entertainmentearth.com/docs.asp?d=nca>

This is an example of an invoice I used to get ungated on Star Wars a few years ago. This is the exact invoice with my address concealed. This gives you an idea on how you should proceed as follows:

- Print out the invoice and highlight your addresses.
- Write in the ASIN next to each item so they can easily see you have bought 10 of that item or 10 qualifying items.

At this time I wasn't totally sure how it all worked so I tried to spread out a few. If they didn't like one or another and I was still a newbie thinking that I should try to buy more stuff and be buddies with my rep and support him :)

Note that some items can't be shipped outside of the US. If you are Canadian and going to use this, make sure you have a US prep center or a friend ready to receive them.



61 Moreland Rd. • Simi Valley, CA 93065 • Tel: 1-818-255-0095 • Fax: 1-818-255-0091
 E-mail: sales@eedistribution.com

Invoice Part No. 6764188A

Invoice Date: 6/22/2016
 Order Date: 5/31/2016
 Invoice No.: 6764188
 Internet Order No.: 26053117177166
 Purchase Order No.: WORDERONE
 Client No.: 2575504

Bill To: Rob Cosman Your Company name Address Phone Number Email	Ship To: Ship too info. Try to make it same, but not always and it has worked.
Payment Method: Visa Expiration Date: 09/16	Shipping Method:

Item No.	Name	Pieces Per Case	Shipping Date	Qty.	UoM	Price	Total
HSB3691	Star Wars: Force Awakens Bladebuilders Kylo Ren Lightsaber PO #: WORDERONE ASIN B00X5ANQV2	8 per case	6/22/2016	8	ea		
HSB3834A	Star Wars TFA Black Series 6-Inch Action Figures Wave 1 Case PO #: WORDERONE	6 per case	6/22/2016	1	cs		
HSB3834A	Star Wars TFA Black Series 6-Inch Action Figures Wave 1 Case PO #: WORDERONE	6 per case	6/22/2016	1	cs		
HSB2027B	Star Wars Galactic Heroes Featured Figure Wave 2 Case PO #: WORDERONE	8 per case	6/22/2016	1	cs		
HSB2027B	Star Wars Galactic Heroes Featured Figure Wave 2 Case PO #: WORDERONE	8 per case	6/22/2016	1	cs		
HSB3680E	Star Wars TFA MicroMachines Vehicles Blind Bag Wave 5 PO #: WORDERONE ASIN B01JBG0NRI	24 per case	6/22/2016	1	cs		
HSB3680E	Star Wars TFA MicroMachines Vehicles Blind Bag Wave 5 PO #: WORDERONE ASIN B01JBG0NRI	24 per case	6/22/2016	1	cs		
Subtotal:						\$412.00	

Note: Product descriptions, items, specifications, case and set assortments, variations, prices, ship dates, and availability are subject to change without notice.

We have included a list of common items you can purchase to get ungated in brands. One thing to look out for is purchases where you can double up! What I mean is you can purchase a Nerf Gun, which will get you ungated in Nerf, but can also work for Hasbro! Same with Mattel and Barbie or Marvel/Avengers. Look for opportunities to find products that when you purchase one, you can unlock multiple brands and be used multiple times for ungating.

The other thing is that EE Distribution will also allow you to request CPC certificates for Toys that you might need to get ungated. We have included a number of these as resources, but if you have purchased them on EE, you can request them by filling in the information and they will produce it. You have to have purchased it from them. Here is the link to the application.

<https://docs.google.com/forms/d/e/1FAIpQLSd44ZQ09wef5kOQDa7SWOZKdzXjbhpBS0PdiEtmlCPFbjgYVQ/viewform?c=0&w=1>

When uploading your invoice, I also like to add in the comments exactly what item we are requesting approval for and how many units were purchased. Again, try to make it easier for them.

#1 B Sam and Miko Toy Warehouse

<https://samkoandmikotoywarehouse.com/>

This is a potential bonus for Canadian's. I have not used them to ungate recently however some clients have had success with them in the past. Not our #1 pick, but could be an option. The order confirmations don't look great, but the shipping confirmations that are included with the products should be the proper format.

#1 C Toysense.ca

<https://www.toysense.ca/>

This has been working well for Canadians for brands like Lego, Squishmallows and more. We have been having success ordering and uploading the invoice before items are even received. Just note, they do charge shipping and will only ship too the same address as a billing address.

#1 D Lego Canada

This strategy is a little grey, so use caution, however it has been working. EE has not been having Lego brand items, mostly Roommates brand so we have been using this.. The strategy is to buy cheap keyrings from lego.ca or lego.com directly and cover up the word receipt when you get it.

1. Purchase 10 or more of one of the following items from LEGO.com:
(You can alternatively purchase Frozen keychains or any other brand you might want ungated, check both ca and com)

Possible ungates: LEGO/Toys/Marvel

<https://www.lego.com/en-us/product/spider-man-keyring-853950>

or

Possible ungates: LEGO/Toys/Star Wars

<https://www.lego.com/.../lego-star-wars-boba-fett-keyring...>

<https://www.lego.com/.../keychain-chewbacca-2015-853451>

2. Wait for your invoice to be emailed to you. (Happens after shipping confirmation.)

3. Save your invoice and white out the word Receipt in the top right corner. Be sure to highlight the quantity of the item, and address of the supplier. Mark out pricing if you want.

4. Submit the invoice for LEGO and Marvel/Star Wars applications. To apply for toys you maybe have wait until you have pictures of your items as they are required along with the invoice, or go into store and take some photos of them.

5. Wait for approval. If denied, keep trying. Take more/better photos until approved.

#1 E. Potomac Distribution

<https://www.potomacdistrib.com/>

Mostly trading card stuff like Pokemon.

#1. F Empire Discount

<https://www.empirediscount.net/>

Pet/Grocery/Topicals/Baby Topicals

#2. Frontier Co-op

The screenshot shows the website for Frontier Co-op Wholesale Store. The header includes the logo, a search bar, and navigation links like 'Quick Order', 'Help', 'Join', and 'My Account'. A shopping cart icon shows 'My Total: \$0.00'. Below the header, there are navigation tabs: 'Shop By Brand', 'Shop By Category', 'Shop Bulk', 'Monthly Sales', 'New Products', and 'Who We Are'. A dropdown menu is open under 'Shop By Category', listing various product categories. The main content area features a large banner for 'AURA CACIA HAND SANITIZER' with a 'READ MORE' button. To the right, there is a promotional banner for 'Maggie's ORGANICS' socks. Below this, another banner for 'BRAND OF THE MONTH' is visible. At the bottom, a 'FEATURED BRANDS' section is partially visible, with the text 'Learn about the brands that further our mission of fairness, honesty and quality.'

<https://wholesale.frontiercoop.com/>

This wholesale site allows you to either purchase a one time membership for a fee of \$10 for lifetime access or you can pay a 7% fee on each order. For the type of business just select "Other". These guys will also accept Canadian orders but you have to call in or fax to place orders.

Various Grocery Brands

#3. US Grocer

<https://www.usgrocer.com/>

← → ↻ usgrocer.com/register.aspx ☆

usgrocer.com
The power to buy. The power to save.

Home | FAQ | Specials | No Frill Brands | Contact us | My Account | Shopping cart | Shipping Info

Categories
SCHOOL SUPPLIES
HOUSEHOLD SUPPLIES
PHARMACY
GROCERIES

Sign Up for Your New Account

Customer Type: Residential Business

User Name: Email:

Password: Confirm Password:

First Name: Last Name: NewsLetter:

Security Question:

Security Answer:

Billing Address (Optional)

First Name: Mid: Last Name:

Phone(1): Phone(2): Fax:

Email: Company:

Address:

Address(2): City: State:

Zip Code: Country:

Same as shipping:

Shipping Address (Optional)

First Name: Mid: Last Name:

Phone(1): Phone(2): Fax:

Email: Company:

Another grocery supplier that offers a number of brands.

Grocery - Specific Coffee Brands including Starbucks

#4. Coffee Wholesale USA

The screenshot shows the website interface for Coffee Wholesale USA. At the top, there is a navigation bar with links for 'Login Account', 'Contact Us', 'My Cart', and 'Brew Blog', along with a phone number '800.344.2739'. Below this is a main menu with categories: 'COFFEE', 'SINGLE SERVE', 'TEA', 'DRINK MIXES', and 'SUPPLIES & EQUIPMENT'. A search bar is also present. The main content area features a breadcrumb trail: 'Home / Starbucks Coffee - Caffe Verona - 2.5oz Pillow Pack - 18ct Box'. The product title is 'Starbucks Coffee - Caffe Verona - 2.5oz Pillow Pack - 18ct Box'. A large image of the coffee bag is shown, with a smaller thumbnail below it. To the right, there are purchase options: 'One-time purchase: \$59.99' and 'Subscribe & Save (10%): \$53.99'. Below these is a 'Subscription details' section. The 'PRODUCT DESCRIPTION' section includes a 'Type' dropdown with '18CT BOX' selected and 'CASE OF 4 BOXES' as an alternative. A quantity selector shows '1' and a price of '\$59.99'. An 'Add to Cart' button is visible. The product description text reads: 'Starbucks Coffee - Caffe Verona - 2.5oz Pillow Pack - 18ct Box' followed by a bulleted list: 'Roasty Sweet with Dark Cocoa Notes - dark roast Caffe Verona Blend', 'Each convenient 2.5oz pillow pack brews 10 to 12 cups', 'Each box - 18 pillow packs of ground Starbucks coffee', and 'Perfect for Home, Office, Breakroom or Events'.

<https://cw-usa.com/>

This website has good coffee brands that have very cheap individual items to purchase and will provide an invoice. This is an example of ordering starbucks coffee to get approved in the brand and also in grocery. So if you like to resell tumblers (which is hot) and other starbucks items this should get you ungated in the brand. Make sure you highlight the 18 unit count.

<https://cw-usa.com/products/starbucks-coffee-caffe-verona-2-5oz-pillow-pack-18ct-box>

Crayola Brand Ungating

#5. Dollar Days

Go to <https://www.dollardays.com/registration.aspx>

Due to high demand, product shortages and state limitations, orders may be delayed. Need assistance? Call (480) 922-8155 or email service@dollardays.com.

DOLLARDAYS | Call today! (877) 837-9569 | Search for items in bulk | Rob C. | Wishlist | Cart

We Have What You Need

We're here to provide the items you need most during this critical and unprecedented time.

[Shop Now](#)

WHAT'S NEW
Big Box School Supplies
Our best-selling school supplies just got better

NOW TRENDING
Forward Backpacks
Explore new styles + colors at price points you'll love

DREAMING OF
BACK TO SCHOOL

We use cookies to give you the best experience on our website. By clicking a link on our site, you agree to the terms of our [Privacy Policy](#).

You can set up a free account here. The number of items are available in cases. Here is an example of a good crayola item to order.

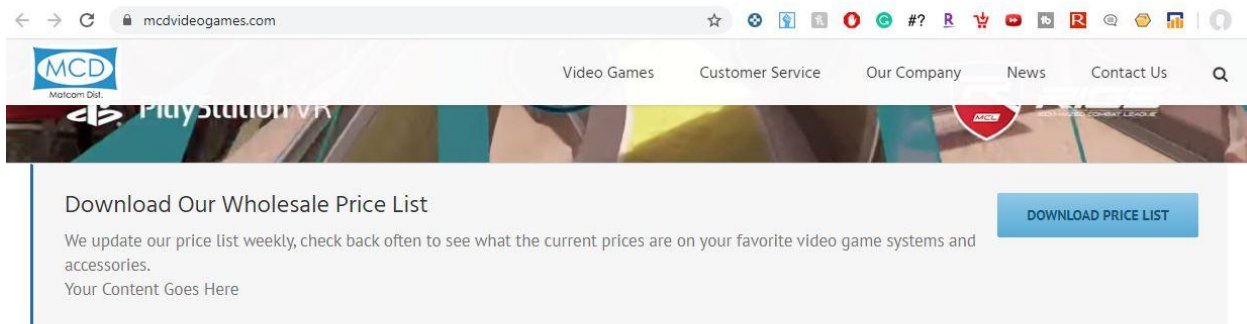
<https://www.dollardays.com/i1841353-wholesale-crayola-crayons-16-ct-.html>

This comes in a case of 10 units for \$21.30. Once you place an order, you should be able to download an invoice.

Video Game Ungating Options

#6. Matcom Distribution

<https://mcdvideogames.com/>



Trending Video Games & Platforms



Personalized Customer Service

Matcom Distribution is one of the premier distributors of video game software, hardware, and



These guys actually have a wholesale list right on their main page to download. I've attached a sample of it here. It even includes UPC's for easy look up!

#7. Vast Inc.

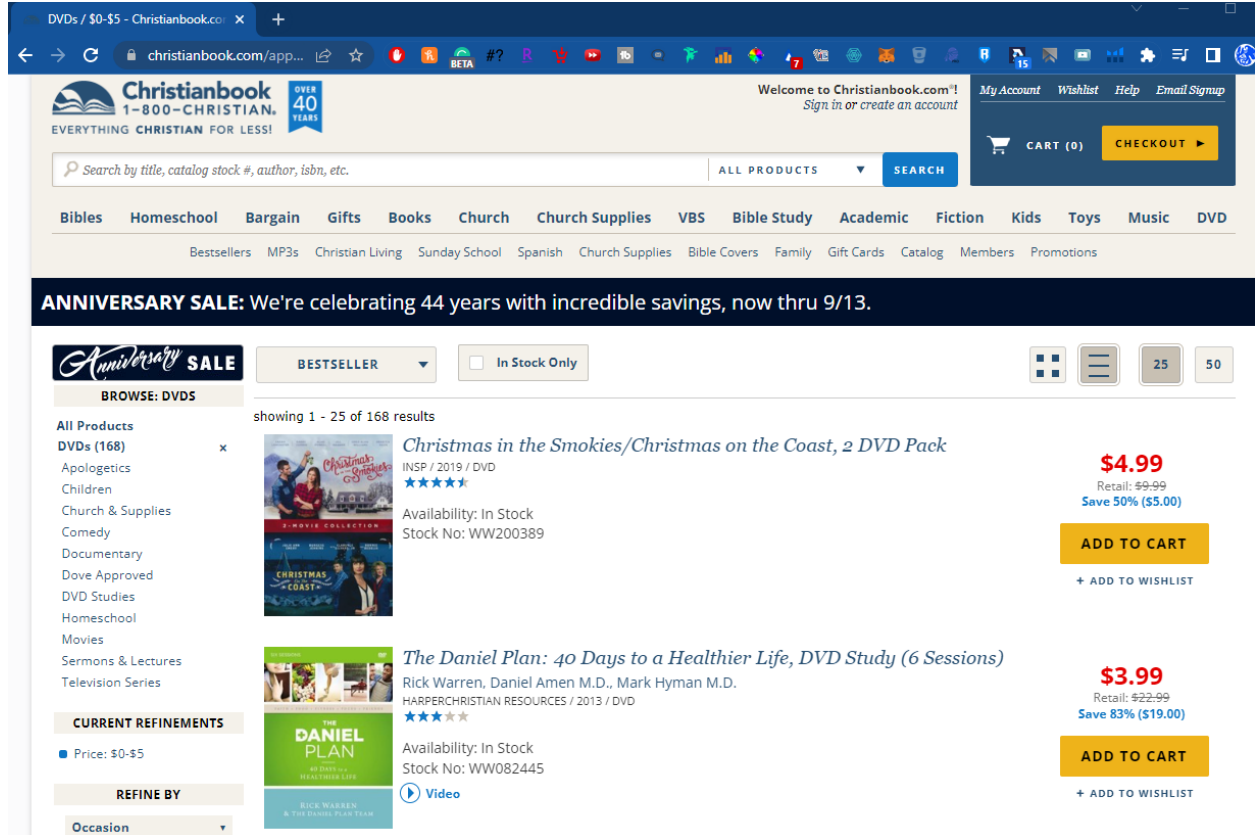
<https://vastvideogames.com/>

CD and Dvds

#8. Christianbook.com

<https://www.christianbook.com/>

This is probably the easiest one for DVD that I have used. I had to add a tracking number on the invoice at the time showing that it was delivered and showing them the tracking info from USPS. Go to DVD's then sort by price. I bought \$5 DVD's so a total of \$50 to get ungated.



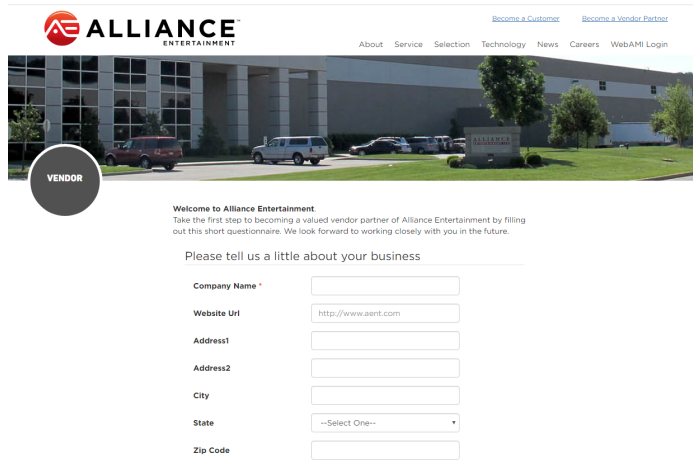
The screenshot shows the Christianbook.com website during an anniversary sale. The page features a navigation bar with categories like Bibles, Homeschool, Bargain, Gifts, Books, Church, Church Supplies, VBS, Bible Study, Academic, Fiction, Kids, Toys, Music, and DVD. A search bar is present with the text "Search by title, catalog stock #, author, isbn, etc." and a "SEARCH" button. A banner for the "ANNIVERSARY SALE" is visible, stating "We're celebrating 44 years with incredible savings, now thru 9/13." Below the banner, there are filters for "BESTSELLER" and "In Stock Only". The main content area displays two DVD products:

- Christmas in the Smokies/Christmas on the Coast, 2 DVD Pack**
INSP / 2019 / DVD
★★★★★
Availability: In Stock
Stock No: WW200389
Price: **\$4.99** (Retail: \$9.99, Save 50% (\$5.00))
Buttons: ADD TO CART, + ADD TO WISHLIST
- The Daniel Plan: 40 Days to a Healthier Life, DVD Study (6 Sessions)**
Rick Warren, Daniel Amen M.D., Mark Hyman M.D.
HARPERCHRISTIAN RESOURCES / 2013 / DVD
★★★★★
Availability: In Stock
Stock No: WW082445
Buttons: ADD TO CART, + ADD TO WISHLIST

On the left side, there is a "BROWSE: DVDS" section with a list of categories: All Products, DVDs (168), Apologetics, Children, Church & Supplies, Comedy, Documentary, Dove Approved, DVD Studies, Homeschool, Movies, Sermons & Lectures, and Television Series. Below this is a "CURRENT REFINEMENTS" section showing "Price: \$0-\$5" and a "REFINE BY" section with an "Occasion" dropdown menu.

Alliance Entertainment

#9. <https://www.aent.com/>



The screenshot shows the Alliance Entertainment website. At the top left is the logo with the text "ALLIANCE ENTERTAINMENT". To the right are navigation links: "About", "Service", "Selection", "Technology", "News", "Careers", and "WebAMI Login". Below the navigation is a large image of a modern building. A circular "VENDOR" button is overlaid on the left. Below the image is a "Welcome to Alliance Entertainment" message and a registration form titled "Please tell us a little about your business". The form fields are: Company Name, Website Uri (pre-filled with http://www.aent.com), Address1, Address2, City, State (dropdown menu with "--Select One--"), and Zip Code.

This is a good wholesaler for DVD's and CD's. They also have another website <https://www.meccaelect.com/> which is video game based. This website also leads to the AENT application so it could also be a source for video game brands if needed. Since this is a heavily pirated industry, getting approved is very limited to only a few trusted suppliers by amazon.

#9 Ingram Entertainment

Another good option for DVD's and CD's but expensive. They have different country options for Canada and the US.

<https://www.ingramentertainment.com/> **Industrial Products - 3M other cleaning supplies**

#10. Hisco

<https://www.hisco.com/>

Another wholesaler that has worked for approvals in specific brands.

#11. Baseball Savings

<https://www.baseballsavings.com/>

FREE SHIPPING ON ORDERS OVER \$99 | NO COUPON CODE REQUIRED | Some exclusions apply. See details.



SHOP CATEGORIES

What are you looking for today?

Home / Baseball Apparel / Shop All Baseball Apparel Brands / NIKE Baseball Apparel

LAST DAY! LABOR DAY DEALS | PRICES GO BACK UP WEDNESDAY [SHOP NOW](#)

Filter By

TYPE

- Training Pants (17)
- Hoodies (15)
- Shorts (10)
- T-Shirts (8)

More...

GENDER

- Women's (43)
- Men's (28)
- Boys' (23)
- Girls' (8)

SIZE

- 2X (1)
- XS (17)
- S (40)
- M (34)

More...

SIZE

- XS (11)
- S (30)
- M (22)
- L (25)

More...

MATERIAL

NIKE BASEBALL APPAREL

PRODUCTS: (1 - 24 of 101)

SORT BY: Price (Low to High)



NIKE Fastpitch Softball Large Hair Bow Ties

Not Yet Rated. (0)

Orig. \$14.00

Now **\$7⁹⁷**

Save \$6



NIKE Fastpitch Softball Knit Headband

Not Yet Rated. (0)

Orig. \$20.00

Now **\$9⁹¹**

Save \$10

#12. Merchology

UP TO 50% OFF + FREE LOGO & FREE SHIPPING ON ALL DECORATED ORDERS*

Contact us | Login | Sign up

MERCHOLOGY®
YOUR LOGO + BRANDS YOU LOVE









Quick Ship Brands Men Women Hats Gifts Featured Sale

HOME > RETAIL BRANDS YOU LOVE + YOUR COMPANY LOGO

RETAIL BRANDS YOU LOVE + YOUR COMPANY LOGO

Your logo deserves the best. Show you mean business by adding your corporate logo or custom design to apparel and accessories from over 200 of the world's leading retail brands. By joining forces with name brands that your colleagues & customers know and love you can deliver premium quality corporate apparel and **promotional products** take your branding efforts to a new level. Why settle for anything less than the best when it comes to custom polos, t-shirts, jackets, sweatshirts, hats, bags, and accessories? After all, the quality of your branding can speak volumes about your company. Ditch the cheap giveaways and raise the bar by offering custom apparel, event merchandise, and corporate gifts that people will actually use. It's your logo + the brands you love. It's pure brand awesomeness.

FEATURED BRANDS

 UNDER ARMOUR	 NIKE	 PATAGONIA	 CARHARTT
 MOLESKINE	 ZUSA	 SWELL	 RICHARDSON

ALL RETAIL BRANDS

<https://www.merchology.com/>

For the Canadians

<https://www.merchology.ca/>

This company has a wide range of products, however please always double check who is selling these on amazon. If you look at a brand and only the brand is selling or mostly the brand, it might be best to stay away.

Yeti comes to mind, since they are a brand listed here. I know almost all are sold by YETI Authorized and are part of the transparency program. Just avoid them at all cost.

When you select an item as an example for Nike

<https://www.merchology.com/products/nike-black-micro-polo>

<https://www.amazon.com/Nike-Dri-FIT-Short-Sleeve-X-Large/dp/B07GKDR88F>

Make sure you spread out over a couple colors. For this company, you also want to select a sample and not anything on it. Make sure color names on amazon match the color names of what you are buying.

Details

SELECT QUANTITY

SIZE	PRICE	QTY
<input type="radio"/> X-Small	\$55.74 CAD	0
<input checked="" type="radio"/> Small	\$55.74 CAD	1
<input type="radio"/> Medium	\$55.74 CAD	0
<input checked="" type="radio"/> Large	\$55.74 CAD	1
<input checked="" type="radio"/> X-Large	\$55.74 CAD	1
<input type="radio"/> 2X-Large	\$58.53 CAD	0
<input type="radio"/> 3X-Large	\$64.11 CAD	0
<input type="radio"/> 4X-Large	\$66.89 CAD	0

CUSTOMIZE YOUR ORDER ?

01 CHOOSE DECORATION TYPE

Embroidered ?

Sample ?

Don't just get red when the amazon listing says Crimson Red. If it doesn't match, find something else. This listing is good since it has lots of colors just called Black, Red, Blue, etc. For these, since you are picking "sample" I would only get 1 of each size, so may have to get 2 colors. Remember, you want to look like your testing and going to order more later vs just setting up an account to get approved on amazon.

Always make sure you are double checking and cross referencing that everything will match to what you're ordering. These types of sites don't show UPC codes so try to match descriptions, sizes and colors.

#13 EastBay

<https://www.eastbay.com/>

Up to 30% off

Welcome, Sign In

Eastbay

MEN'S WOMEN'S KIDS' SPORTS BRANDS RELEASES SALE FLX

Search

adidas adidas asics Champion CONVERSE Eastbay

EASTON HOKA ONE ONE Jordan NEW BALANCE Nike PUMA

Rawlings THE NORTH FACE Timberland UNDER ARMOUR VANS "OFF THE WALL" View All Brands

END THE EXCUSES

Rep hard. Finish strong.

SHOP NIKE TRAINING >

Feedback

EastBay is another option that has worked since they will send an invoice with the shipping documents. Create an account and order. If there is no invoice you might have to call customer service to get it or even reach out before you order to customer service to see if they will be sending an invoice or if they can send one by email to you.

A word of caution none of these are 100% going to work every time. I would suggest purchasing a small order in one brand before using that same source for a different brand.