



**DUNCAN**®

**Action Toys**

Effective July 1, 1977

# DUNCAN®

# YO-YO



**#3271 Lil' CHAMP**  
 Assorted colors. Single anchored string for the smaller set to learn to yo-yo.  
**RETAIL \$.79**



**#3262 SPECIAL**  
 Molded of high quality plastic in assorted colors.  
**RETAIL \$1.00**



**#3269 IMPERIAL®**  
 The finest yo-yo made. Molded in assorted colors.  
**RETAIL \$1.49**



**#3058 BUTTERFLY®**  
 Assorted colors. Great for string tricks.  
**RETAIL \$1.49**



**#3264 JEWEL**  
 One of six jewels set off by a black or white yo-yo. (Crystal, Lt. Ruby, Topaz, Emerald, Sapphire, Amethyst).  
**RETAIL \$1.49**



**#3270 PROFESSIONAL™**  
 The yo-yo of champions is here in the new slim line pro-model w/specially designed axle for less string wear and quicker reaction to tricks. The finest yo-yo made.  
**RETAIL \$2.00**



**#3426 STRING**  
 4 Genuine "Duncan Yo-Yo" String. The finest Egyptian cotton string. Carefully twisted in each direction for maximum skill.  
**RETAIL \$.49**



**#3265 DUNCAN BRANDS**  
 Eight authentic western brands stamped into this simulated wooden yo-yo.  
**RETAIL \$1.29**



**#3268 SATELLITE™**  
 Centrifugal force of this butterfly yo-yo turns on battery-powered bulb for light patterns in the dark.  
**RETAIL \$3.00**

# The Displays



**#3036 3 DOZEN YO-YO ASSORTMENT CONTAINS:**

18 ea. #3269 Imperial Yo-Yo.....	\$ 1.49
6 ea. #3264 Jewel Yo-Yo.....	1.49
12 ea. #3058 Butterfly Yo-Yo.....	1.49

**TOTAL RETAIL.....\$53.64**



**#3072 COUNTER DISPLAY CONTAINS:**

8 ea. #3264 Jewel Yo-Yo.....	\$ 1.49
9 ea. #3262 Special Yo-Yo.....	1.00
9 ea. #3265 Brands Yo-Yo.....	1.29
15 ea. #3269 Imperial Yo-Yo.....	1.49
10 ea. #3058 Butterfly Yo-Yo.....	1.49
6 ea. #3271 Lil' Champ Yo-Yo.....	.79
9 ea. #3270 Professional Yo-Yo.....	2.00
6 ea. #3268 Satellite Yo-Yo.....	3.00
18 ea. #3426 String.....	.49

**TOTAL RETAIL.....\$119.34**

**FOR THE CHECK-OUT COUNTER**

Catch those impulse sales at every check-out with the dozen display of Duncan Yo-yo's.

Two-color mighty midget tray will move those Yo-yo's fast.



# Super Floor Display



## #3044 SUPER FLOOR DISPLAY

### CONTAINS:

16 ea. #3264 Jewel Yo-Yo.....	\$	1.49
18 ea. #3262 Special Yo-Yo.....		1.00
18 ea. #3265 Brands Yo-Yo.....		1.29
30 ea. #3269 Imperial Yo-Yo.....		1.49
20 ea. #3058 Butterfly Yo-Yo.....		1.49
12 ea. #3271 LiL' Champ Yo-Yo.....		.79
18 ea. #3270 Professional Yo-Yo.....		2.00
12 ea. #3268 Satellite Yo-Yo.....		3.00
36 ea. #3426 String.....		.49

**TOTAL RETAIL.....\$238.68**

Flambeau Products Corporation Duncan® Toy Division 801 Lynn Avenue, Baraboo, WI 53913



get on the  
**BANDWAGON!**

January 30, 1977

From: Witz-Knight, Inc.  
To: Our Good "Duncan YoYo" Customers

Subject: The biggest "Duncan YoYo" Promotion ever  
Why: TV - Radio - Champion Demonstrators - Contests -  
Prizes - Trophies !  
Where: Metro Markets of Chicago, Milwaukee, St. Louis  
and Louisville---PLUS---most areas in Illinois  
and Wisconsin  
When: April 17 to June 11, 1978  
Source: Duncan Toy Division of  
Flambeau Products Corp.  
Baraboo, WI 53913

The biggest Spring Promotion of all comes but once in every three years - and 1978 is the year for "Duncan YoYo". Our 1972 promotion was a big success! Our 1975 promotion was even bigger!! But the 1978 Promotion will be the biggest ever!!! And that means bigger sales and profits for you - just as soon as you start to make your distribution!

Has your order been placed? If not, better check our bulletins of December 21 and January 9. The Factory has agreed to grant you one dating order for \$2500 or more for delivery at factory convenience as near February 15th as possible. Your terms on this (one order only) will be 3%-30 days or 2%-60 days, to be billed as of April 17, 1978.

-OVER-

On February 15th, all retailers will be advised to "contact their wholesaler" for coverage. Your customers will rely on your ability to "service them" with Duncan YoYo's! Right now we can still plan deliveries between February 1 and March 1 - but in another 30 days we will need "lead time" on all orders of at least 3 or 4 weeks, as anticipated demand will exceed our production capability.

Radio Tags

Some Radio "tags" will be available for "key accounts". Please submit a list of your recommendations on the attached "Radio Tag Form". We, in turn, will forward this information to our supervisor for consideration.

In Store Demonstrations

Also please submit a list of accounts that would be good candidates for contests, demonstrations, etc. Here again, we cannot make any commitments, but we will forward recommendations to our Demonstrator Director. Remember that an account must have at least one #3044 Super Floor Display on hand to qualify. A Demonstration Request form is attached for your convenience.

Be sure you order adequate coverage on the #3044 Super Floor Display, #3072 Counter Display, and #3036 3 Dz Assortments for your initial distribution!

Now then---if you did not "GET ON THE BANDWAGON" up to now, place your order - today - at once! You'll be glad you did when the sales come rolling in! Better still, call us collect at 312-358-5990 and we'll place the order for you.

Good Selling,

HENRY WITZ - SKIP WITZ  
Your "Duncan YoYo" reps

PS If you're coming to the New York Toy Show, see us at Room 114 Arcade - 200 Fifth Avenue Building.

Witz-Knight, Inc.  
Room 810  
800 East Northwest Hwy.  
Palatine, Illinois 60067

HWW/swv  
Enclosures

IN STORE DEMONSTRATION REQUEST

"1978" Duncan YoYo Promotion

Starts April 17

Store Recommended

Type Store

Address

Signed by \_\_\_\_\_

Wholesaler \_\_\_\_\_

Above requests will be submitted as candidates to factory for consideration.

Please return this form to Witz-Knight, Inc. by March 25, 1978