

BED BATH & BEYOND®

Beyond any store of its kind.®



Gabriela Viana
Enzo Daniel Luna Cano
Samuel Tadevosian

BATH & BEYOND



BED BATH & BEYOND STORE

About the company



1,173

USA
Columbia
Puerto Rico
Canada



The Net
sales

2011 \$9.5 billion

2010 \$8.8 billion

↑ 8.5%

About the company

Mission

be the customer's first choice for products and services in the categories offered and in the markets in which the company operates **through excellent customer service, an extensive breadth and depth of assortment.**

Brand promise

- Everyday low prices Excellent customer service
- Find practically any item
- Huge selection (extensive breadth and depth of assortment)

About the company


Founded
1971

Listed on the
NASDAQ as BBY
1992


2002

Opened in
Canada
2007


2012

1985
B&B goes
"BEYOND"

1999
BedBathandBeyond.com
makes it debut

2003


2007

Everything for newborns to toddlers.

Competitors



e-commerce sales

WILLIAMS-SONOMA
POTTERY BARN

\$1.41 billion

Crate&Barrel

\$365 million

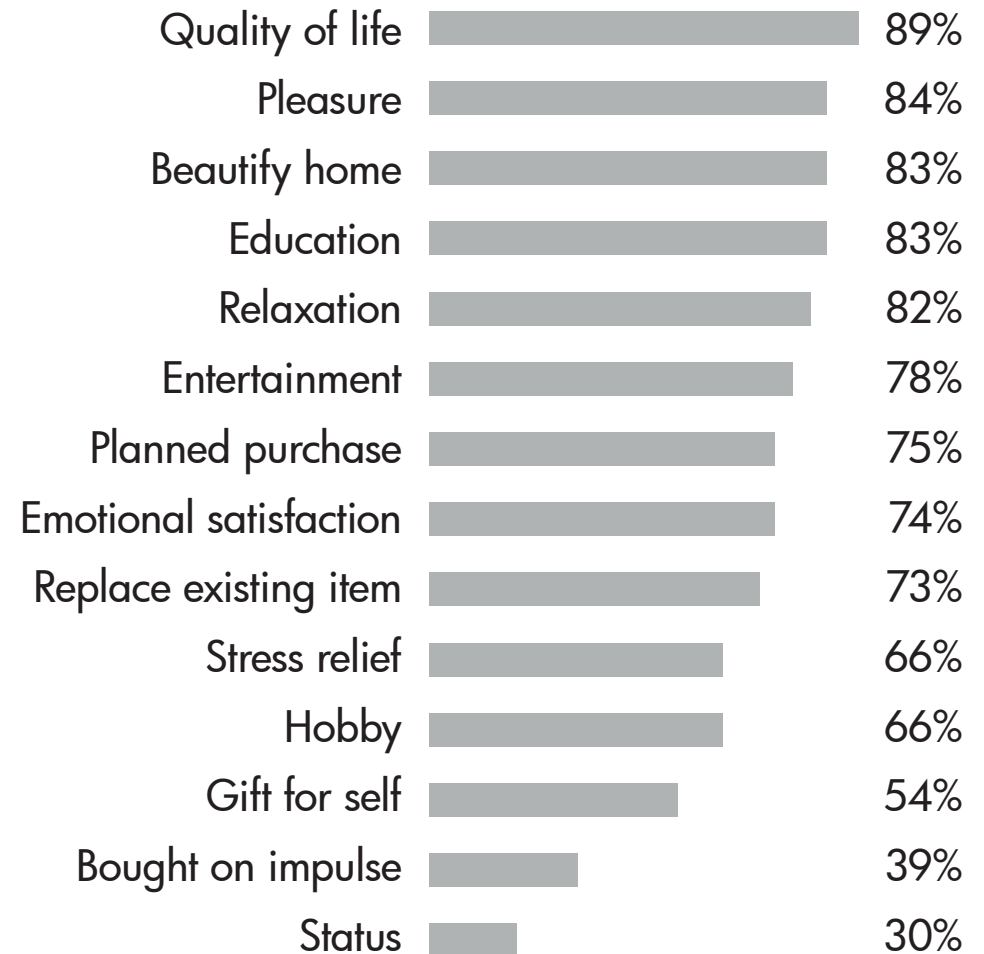
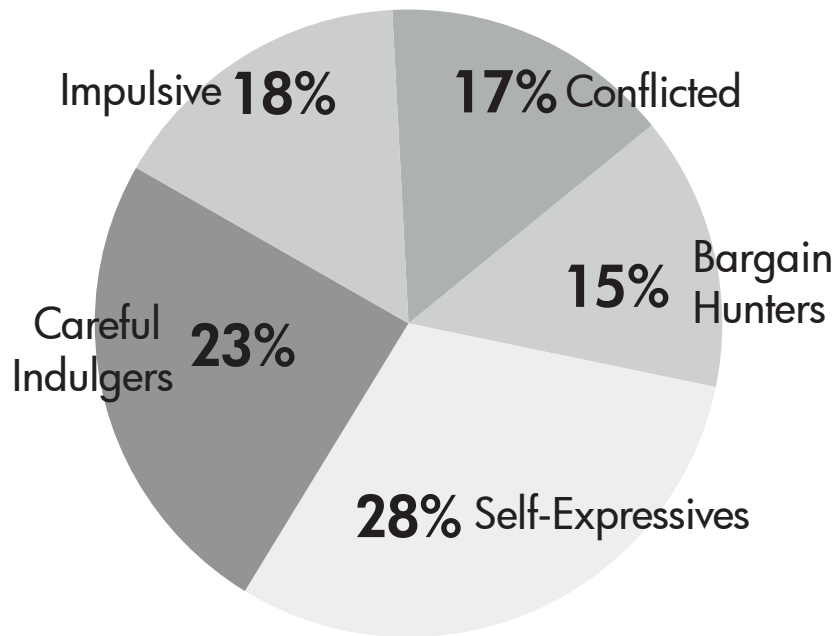
Pier1 imports®

\$18.9 million

RH
RESTORATION HARDWARE

\$161 million

Why people buy?



Why people buy?



4/5

Shop Online for
a broader selection



7/10

Shop Online for better
sales and Promotions



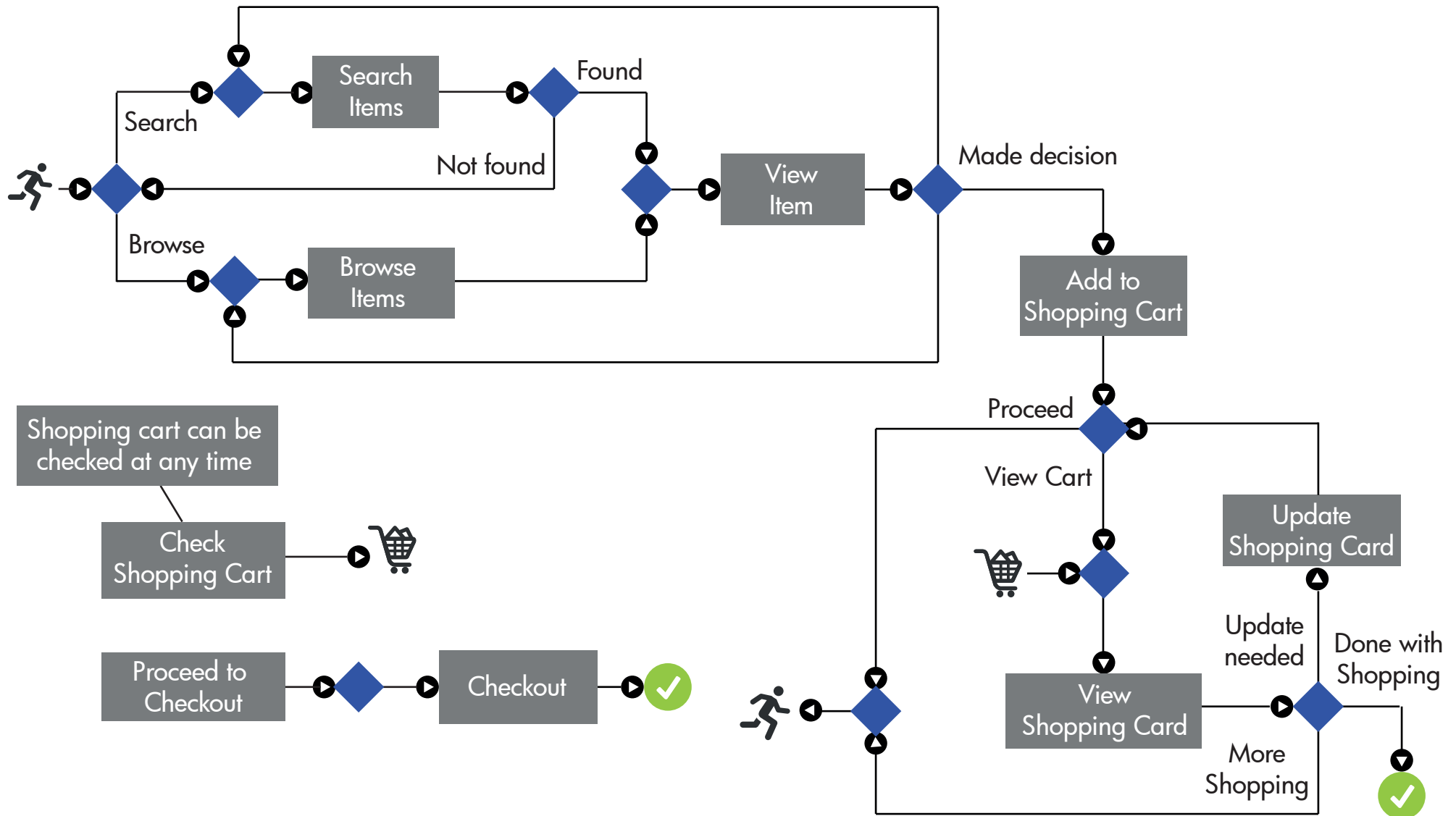
2/3

Shop online because
it is cheaper

Who helps the decision?

- 1 - Positive customer review
- 2 - Retailer's Description
- 3 - Negative customer review

How people buy?



Shipping

96% are more likely to shop on a site if it has **free shipping**

87% are more likely to shop a site if it has **free returns**

79% would rather **get free shipping** than a **discount**

Social Media

47% said customer service changes as a result of posting on a brand's social media page

67% they **respond quicker**
51% They **resolve the issue**
43% They **listen opinion more**

Company current practices

The company is using its website as a catalog to sell their products. This revenue model is called web catalog revenue model.

Company's Web Marketing Strategy.

Mixture of product-customer based strategy.

Market Segmentation on the Web

Age

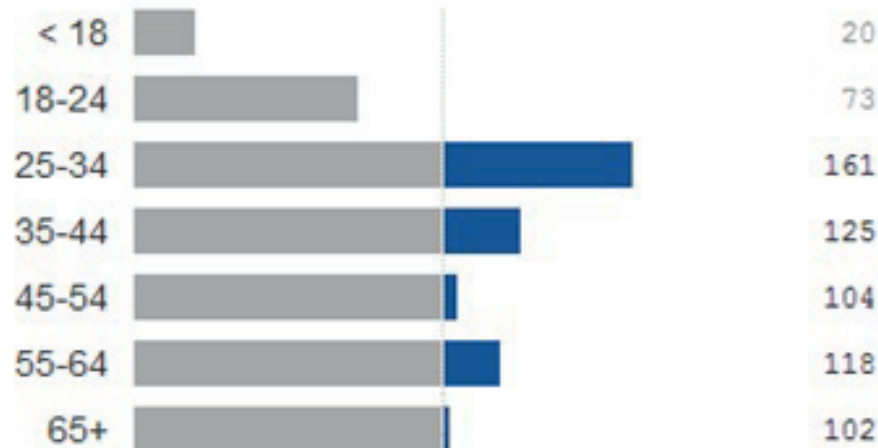
Embed

segment

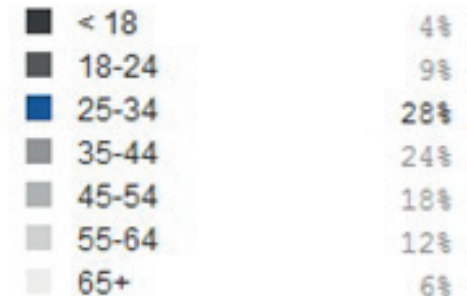
this site vs. total internet

index

composition

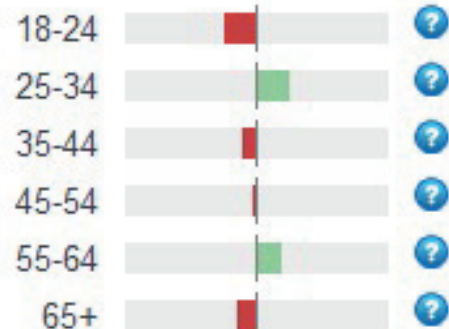


internet average



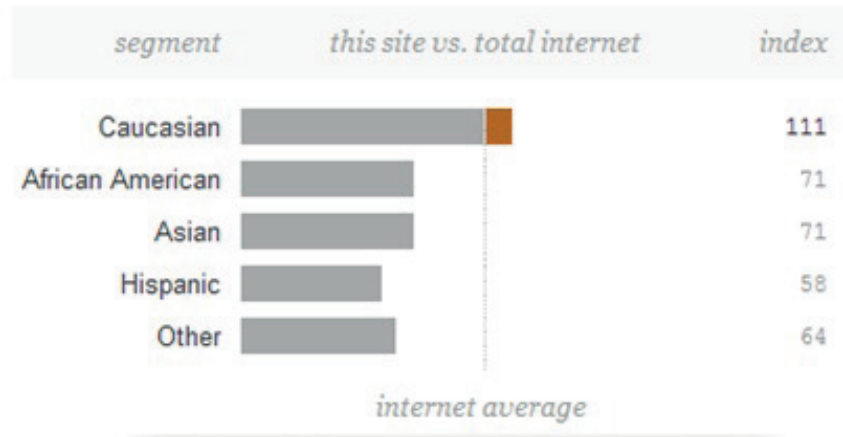
Age
Adults

Age



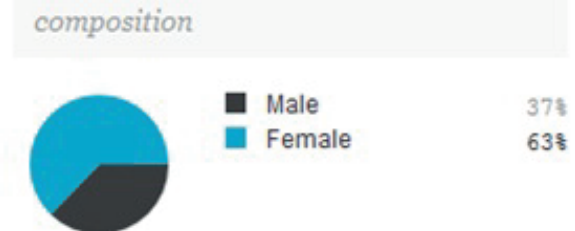
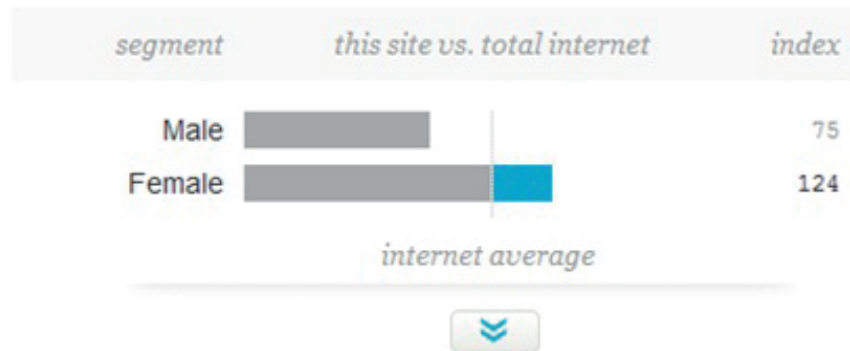
Market Segmentation on the Web

Ethnicity

[Embed](#)

Ethnicity
Caucasian

Gender

[Embed](#)

Gender
Female

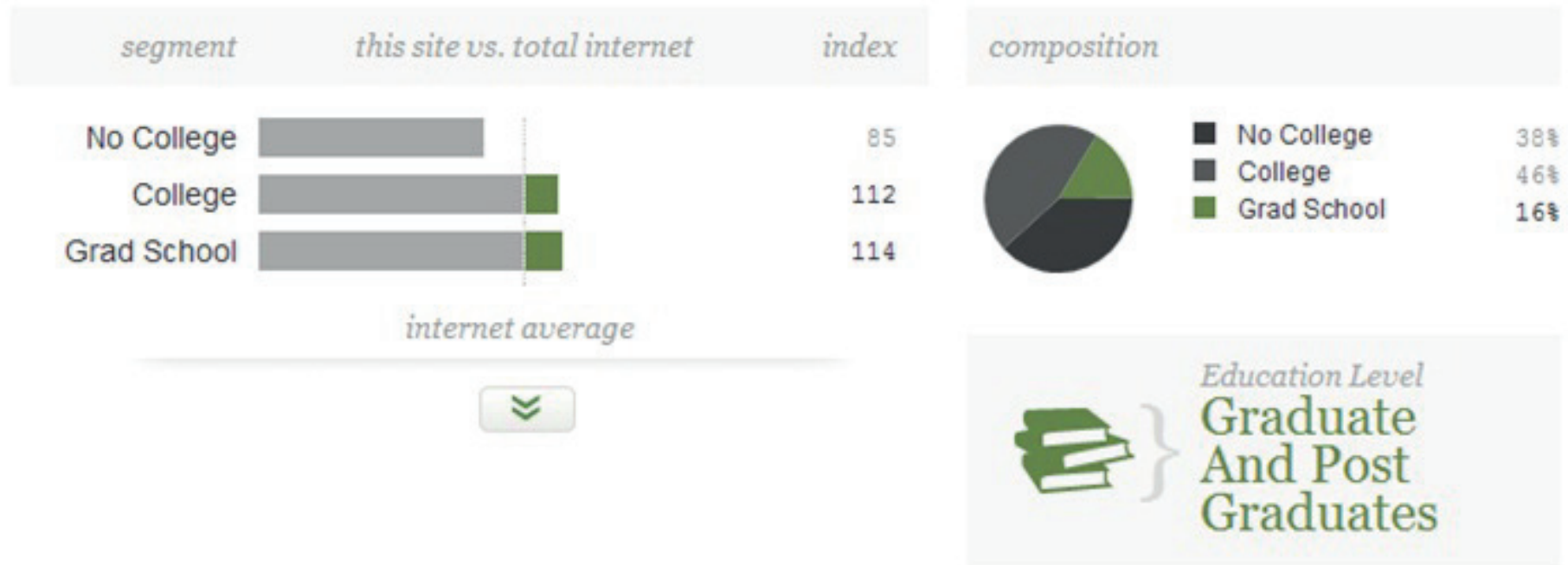
Gender



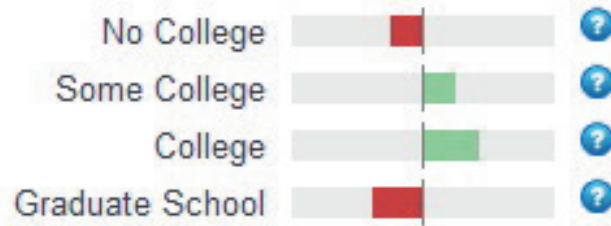
Market Segmentation on the Web

Education Level

Embed



Education



Industry current scenario

Online retail commerce is growing fast. total web sales for all 500 top grew to \$55.32 billion in 2010, an increase of 11.3% from last year*

Here are some facts:

- More people uses internet to do shopping online
- Retailers are improving their website and customized them for each client
- More people has access to internet from any remote location
- Broadband Internet access has positively contributed to online experience

Business impact

Business impact

- Contribute to organization's profits
- Diversified sources of revenues
- Reduce transactional cost

Marketing impact

- Reinforce company's image
- Contribute marketing strategy to target potential customers.
- Be measurable, marketing campaigns can be tracked
- Use multiple channels (catalog, stores)

Competitors: Williams-Sonoma x BBYB

Pottery Barn pottery barn kids PBeen west elm WS Home Rejuvenation Cultivate Mark and Graham

WILLIAMS-SONOMA

Registry Recipes Gifts Wine Monogram Shop New Hanukkah Christmas Sale

Account Sign In My Recommendations Registry Sign In Stores

Shipping To 

 BASKET

CHECKOUT >

Search by Keyword, Item # or Recipe

COOKWARE | COOKS' TOOLS | CUTLERY | ELECTRICS | BAKEWARE | FOOD | TABLETOP & BAR | HOMEKEEPING | OUTDOOR | WILLIAMS SONOMA HOME | agrarian

CHRISTMAS DELIVERY
18 days left for standard shipping >

BUY MORE, SAVE MORE SAVE UP TO 25%
+ FREE SHIPPING ON YOUR ENTIRE ORDER* Enter promo code: SAVENOW See details >

WILLIAMS-SONOMA
VISA SIGNATURE® CARD >

BUY MORE, SAVE MORE*

FREE SHIPPING ON ALL ORDERS EXTENDED

SAVE 10% OFF \$50 OR MORE

SAVE 15% OFF \$100 OR MORE

SAVE 20% OFF \$200 OR MORE

SAVE 25% OFF \$500 OR MORE

Offer ends Sunday, December 9, at 11:59pm (PT).
enter promo code **SAVENOW** at checkout.

SHOP NOW >

*SOME EXCLUSIONS APPLY, SEE DETAILS >

GIVE the PERFECT GIFT



SHOP ALL GIFTS >



SHOP TOP 20 GIFTS >



SHOP CANDY GIFTS >

INTRODUCING WILLIAMS-SONOMA COOKWARE & TOOLS

OVER 50 YEARS IN THE MAKING

Introducing our signature cookware, cooks' tools and smart tools, with decades of culinary expertise reflected in every detail.



Thermo-Clad™ Cookware >



Tools >



Smart Tools >

The Gift Guide

SOMETHING FOR EVERYONE

Take the guesswork out of gift giving
— shop our special collections.



Gifts Under \$50 >



Gifts For The Family >




Top-Rated Gifts >

BED BATH & BEYOND®

turn menus off

Shop Departments

What's New
Seasonal
Gifts
Bedding
Bath
Kitchen
Kitchen Electrics
Cookware
Cutlery
Fine Dining / Giftware
Casual Dining
Serveware
Table Linens
Home Decor
Window Treatments
Furniture
Rugs
Lighting
Wall Decor
Storage
Cleaning
Utility
Vacuums
Baby
Kids
Beauty / Wellness
Jewelry
Electronics
Luggage
Pet
Team Shop
Hospitality
Specialty Shops
Special Purchase
Clearance

Store Locator | Email Signup | Gift Cards | Wish List | My Account | Track Order | Cart 

FREE STANDARD SHIPPING ON ORDERS OVER \$99 - ENDS 12/17/12

0 item(s)
sub-total: \$0.00
excludes gift cards

SHOP

WEDDING & GIFT REGISTRY

SHOP FOR COLLEGE

enter keyword

SEARCH

Shop By Brand 

What's New 

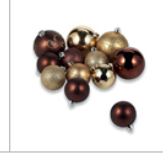
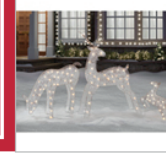
FREE SHIPPING

FREE STANDARD SHIPPING
WITH ANY ONLINE PURCHASE
OF \$99 OR MORE



OFFER VALID THROUGH 12.17.12

CLICK HERE FOR DETAILS



the twilight saga
FINE JEWELRY COLLECTION

FREE SHIPPING ON ALL SINGLE SERVE COFFEES

create a registry
Select Registry Type 

2012 HOLIDAY HELPBOOK
ENTERTAINING CHECKLIST & TIPS
BROWSE NOW

SHOP OUR
CIRCULAR

100% SATISFACTION GUARANTEED

You can **return** anything bought online either through the mail or any store. Help is always available at 1-800-GO BEYOND® (1-800-462-3966) bedbathandbeyond.com beyond any site of its kind®

CUSTOMER SERVICE

Easy returns
Shipping & policies
Terms of Use
Gift cards
Product guides
Safety and Recalls
Product videos

HELP

Contact us
Our mailing list
FAQs
Glossary

COMPANY INFO

Corporate sales
Investor relations
Corporate responsibility
Media relations
Careers
Store Locator

GIFT CARDS
ALWAYS THE PERFECT GIFT

personalized
INVITATIONS &
ACCESSORIES
shop now

VISIT OUR OTHER SITES:

buy buy
BABY

HARMON®
FACE VALUES™
DISCOUNT HEALTH & BEAUTY

CONNECT:    

EMAIL SIGN UP
FOR SPECIAL OFFERS



enter your email address

SUBMIT 

Privacy policy - Your Privacy Rights

Bed Bath & Beyond remains committed to
Women & Family Health & Wellness

healthywomen
national empowerment
www.healthywomen.org

CLICK HERE FOR
HEALTH GUIDES
FOR YOU AND
YOUR FAMILY

Breast Health
Awareness
Guide

For any questions or assistance call 1-800-GO BEYOND® (1-800-462-3966)
©1999-2012 Bed Bath & Beyond Inc. and its subsidiaries. All rights reserved.

Products by: title, brand, price, popularity, favorites Popular Items by: popularity, our choices, all-round favorites, title Featured by: title, brand, price, popularity, favorites
Popular searches: buy book cases, metal wall art, buy duvet covers, food processors, buy shoe racks, linen bedding

Competitors: Williams-Sonoma x BBYB

Williams-Sonoma



BBYB



Targeted marketing



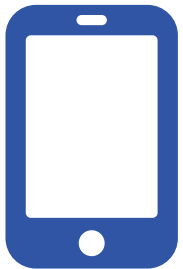
Williams-Sonoma uses developed marketing algorithms to deliver targeted e-mails and marketing mailings to customers based on their purchase preference.

Competitors: Williams-Sonoma x BBYB



Web digital gifts

Williams-Sonoma offers its customers purchase and send mobile gift cards directly from their smartphones or other mobile devices



Mobile point-of-sale systems

Recently, Williams-Sonoma has made investments in mobile point-of-sale systems that authorize a customer to check out via iPhone or iPad.

Social Media Competition

Social Media channel	Williams-Sonoma	Crate and Barrel	Bed Bath and Beyond	Pottery Barn	Pier 1 Imports
Youtube	✓	✓	✓	✓	✓
Quantity of videos	228	336	375	346	20
Subscribers	4,470	-	927	4,387	335
Views	3,235,242	-	1,950,357	4,016,589	461,726
Facebook	✓	✓	✓	✓	✓
Like this	378,004	272,236	861,913	1,050,062	770,228
Talking about this	15,200	3,000	8,070	15,762	38,490
Blog	✓	✓ (specific for wedding)	✓	✓	×
Link to website main page	Yes	Yes	No	Yes	-
Links to website other pages	Yes	Yes	No	No	-
Twitter	✓	✓	✓	✓	✓
Number of tweets	4,539	3,623	3,778	693	3,796
Followers	35,431	19,696	28,537	27,416	22,213
Following	528	135	72	424	2,314
Interaction	Yes	Yes	+-	+-	Yes
Pinterest	✓	✓	✓	✓	✓
Followers	28,438	344	42,710	75,505	24,780

SWOT

Strengths

Multiple sales platform

Broad product offerings

Social Media content (youtube, facebook)

Opportunities

New 800,000 sq.ft. e-commerce center

New IT data center

Increase online sales

More people has access to internet from any remote location

Weaknesses

No integrated channels

Website design

Weak or inexistent SEM strategies

Threats

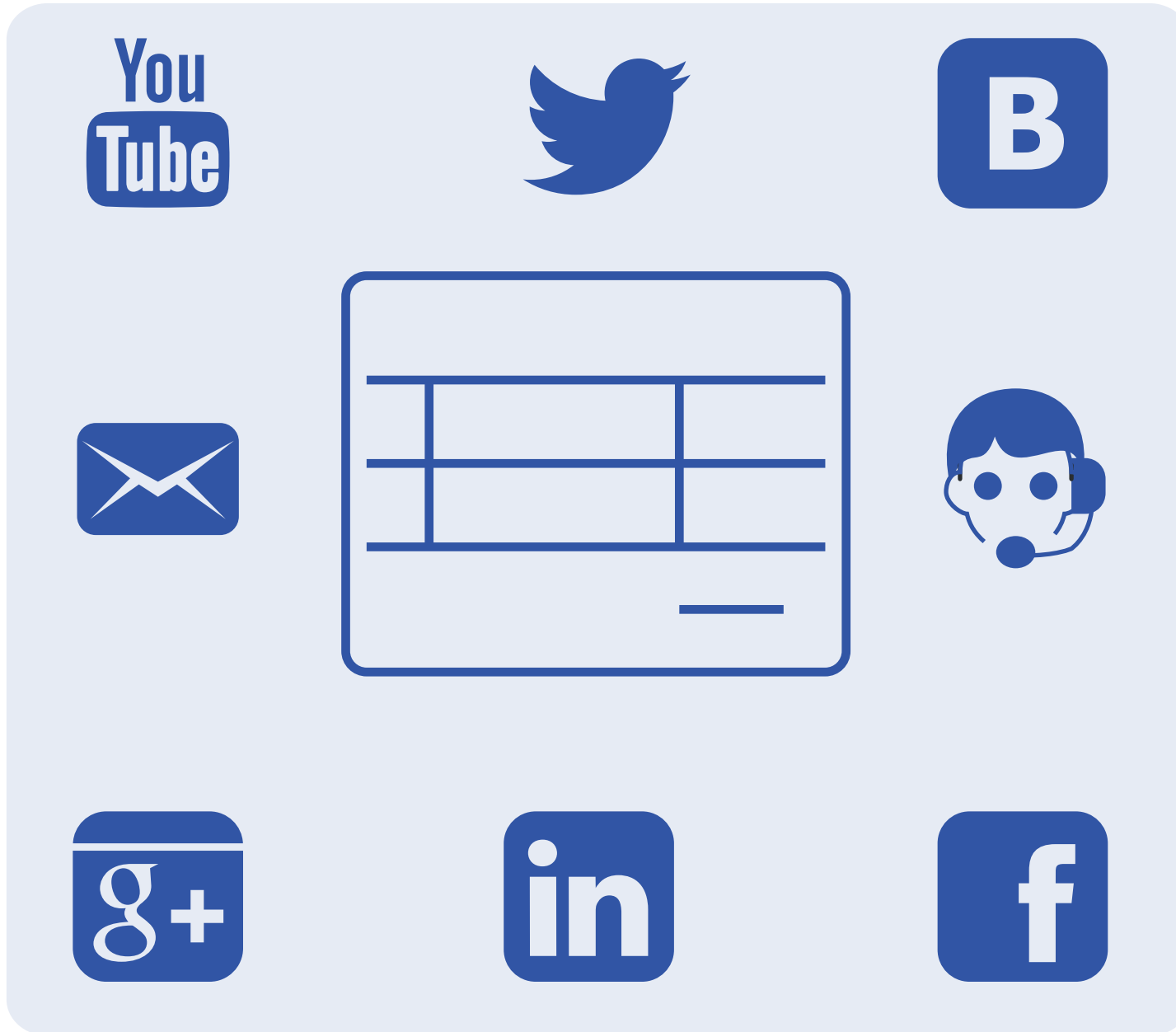
Intense competition from local, regional and national retailers, both online and offline.

New entry of strong competitors (casa.com from- Amazon)

**Is BBYB filling
the customers' expectations?**



Why? Integration



Why? Website

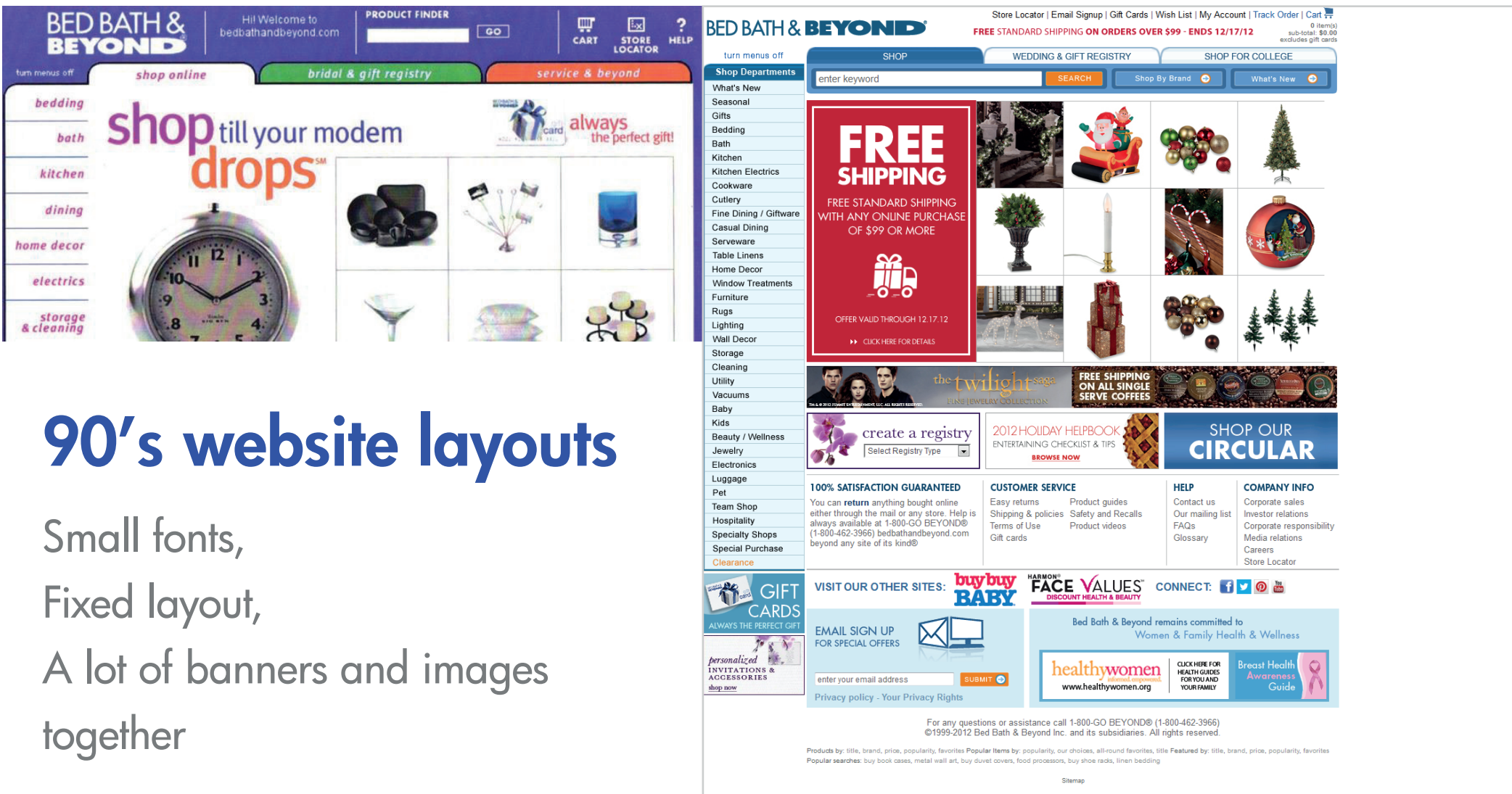
90's website layouts

Small fonts,

Fixed layout,

A lot of banners and images

together



How to improve

BED BATH &
BEYOND®

FREE 2-DAY DELIVERY or faster on \$49*



SITE MAP



\$0.00

CHECKOUT

WEDDING & GIFT REGISTRY

SHOP FOR COLLEGE

CartTrack Order |

My Account |

Wish List |

Gift Cards |

Email Signup |

Store Locator

BEDROOM

BATHROOM

KITCHEN

DINING

LIVING ROOM

NURSERY & KIDS

HOME DECOR

STORAGE & ORGANIZATION

HOME IMPROVEMENT

HOLIDAY & GIFTS

On sale!

40% off

All Christmas Ornaments

Shop the sale ▶

Gift Cards

Always the perfect gift!



THE WEDDING Contest

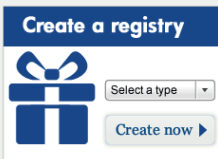


On our blog this week



Reason to Celebrate:
Hosting a Gift
Wrapping Party

Let's face it—wrapping all of those holiday gifts will be a whole lot more fun if you get to chat with your friends while you do it.



Customer Service
Easy returns
Shipping & policies
Terms of Use
Gift cards
Product guides
Safety and Recalls
Product videos

Our company
Corporate sales
Investor relations
Corporate responsibility
Media relations
Careers
Store Locator

Bedroom
Bathroom
Kitchen
Dining
Living room
Nursery & Kids
Home Decor
Storage & Organization
Home Improvement
Holiday & Gifts

Help
Contact us
Our mailing list
FAQs
Glossary

Infolettre

Signup for our newsletter!

Name :

Email :

Send

Nous Joindre



Become a member on BBYB on Facebook and join our content of the gift of the week! J'aime < 97 k

Download BBYB on your Iphone



© 1996-2012 Bed Bath & Beyond Inc.



Ability to compare similar products

Easy navigable page for promotions and discounts

Slide to show case promotions and make the page more dynamic

Easy navigation to store flyer

Have a site map

Link to access the blog and other social media channels

Why? Shopping Cart


BED BATH & BEYOND®

Store Locator | Email Signup | Gift Cards | Wish List | My Account | Track Order
FREE STANDARD SHIPPING ON ORDERS OVER \$99 - ENDS 12/17/12

BED BATH & BEYOND®

Store Locator | Email Signup | Gift Cards | Wish List | My Account | Track Order | Cart
FREE STANDARD SHIPPING ON ORDERS OVER \$99 - ENDS 12/17/12

Cart					
Items	Qty	Unit Price	Total Price		

	Breville® Bamboo Cutting Board and Tray (Bamboo)	1 delete	\$39.99 ea.	\$39.99	
---	--	--------------------------	-------------	---------	--

Update Cart	Subtotal:	\$39.99
	Standard Shipping*:	\$7.99
	(cost for other shipping options)	
	Pre-tax total:	\$47.98

Free Standard Shipping with any online purchase of \$99 or more (merchandise subtotal, excluding gift cards, gift wrap charge, Store Pick Up items and sales tax), valid from 11/13/2012 thru 11:59 PM (EST) on 12/17/2012

Shipping cost

* Other shipping options are available during the checkout process. An additional charge will be added to Alaska and Hawaii shipments.

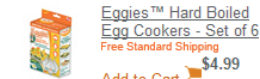
[Continue Shopping](#)

[Checkout](#)

LiveChat

[Click Here for LiveChat!](#)
Monday-Friday
9:00am-9:00pm EST
and
Saturday-Sunday
9:00am-6:00pm EST

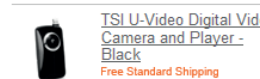
Last minute items



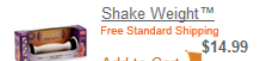
Eggies™ Hard Boiled Egg Cookers - Set of 6
Free Standard Shipping
[Add to Cart](#) \$4.99



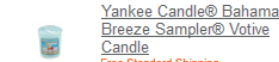
HMDX® Eclipse Alarm Clock - Black
Free Standard Shipping
[Add to Cart](#) \$9.99



TSI U-Video Digital Video Camera and Player - Black
Free Standard Shipping
[Add to Cart](#) \$29.99



Shake Weight™
Free Standard Shipping
[Add to Cart](#) \$14.99



Yankee Candle® Bahama Breeze Sampler® Votive Candle
Free Standard Shipping
[Add to Cart](#) \$1.99

Billing Information

Name and address must match credit card

[Billing](#) [Shipping options](#) [Payment](#) [Review](#)

Fields marked with an asterisk (*) are required.

*First name	Middle name
<input type="text"/>	<input type="text"/>
*Last name	<input type="text"/>
Company name	<input type="text"/>
*Address 1	Address 2
<input type="text"/>	<input type="text"/>
*City	*State <input type="text"/>
<input type="text"/>	<input type="text"/>
*Day phone	Evening phone
<input type="text"/>	<input type="text"/>
Mobile phone	<input type="text"/>
<input type="text"/>	<input type="text"/>
*Email	*Re-type email
<input type="text"/>	<input type="text"/>

If your email settings filter unfamiliar addresses from your inbox, we recommend that you add customer.service@bedbath.com to your address list or safe list so that your Internet Service Provider (ISP) will recognize Bed Bath & Beyond as an accepted email sender. This is to ensure that you can receive email confirmations and order status updates by email.

☒ Receive information on special offers and new arrivals at Bed Bath & Beyond.

☐ Bed Bath & Beyond may deliver mobile offers and promotions via text message in the future. Check the box if you would like to receive these mobile offers and promotions on your mobile phone. View our [Privacy policy](#). Message & data rates may apply.

Shipping

☐ Same as billing information

*First name	Middle name
<input type="text"/>	<input type="text"/>
*Last name	<input type="text"/>
Company name	<input type="text"/>
*Address 1 (No P.O. Boxes)	Address 2
<input type="text"/>	<input type="text"/>
*City	*State <input type="text"/>
<input type="text"/>	<input type="text"/>
*Day phone	Evening phone
<input type="text"/>	<input type="text"/>

[Next](#)

100% SATISFACTION GUARANTEED

You can **return** anything bought online either through the mail or any store. Help is always available at 1-800-GO BEYOND® (1-800-462-3966) bedbathandbeyond.com beyond any site of its kind®

CUSTOMER SERVICE

Easy returns
Shipping & policies
Terms of Use
Gift cards

HELP

Contact us
Our mailing list
FAQs
Glossary

COMPANY INFO

Corporate sales
Investor relations
Corporate responsibility
Media relations
Careers
Store Locator

VISIT OUR OTHER SITES:

buybuy
BABY

HARMON®
FACE VALUES™
DISCOUNT HEALTH & BEAUTY

CONNECT: [f](#) [t](#) [p](#) [y](#)

EMAIL SIGN UP
FOR SPECIAL OFFERS



enter your email address

[SUBMIT](#)

[Privacy policy](#) - [Your Privacy Rights](#)

Bed Bath & Beyond remains committed to
Women & Family Health & Wellness

healthywomen
www.healthywomen.org

CLICK HERE FOR
HEALTH GUIDES
FOR YOU AND
YOUR FAMILY

Breast Health
Awareness
Guide

For any questions or assistance call 1-800-GO BEYOND® (1-800-462-3966)
©1999-2012 Bed Bath & Beyond Inc. and its subsidiaries. All rights reserved.

Products by: title, brand, price, popularity, favorites Popular Items by: popularity, our choices, all-round favorites, title Featured by: title, brand, price, popularity, favorites
Popular searches: buy book cases, metal wall art, buy duvet covers, food processors, buy shoe racks, linen bedding

100% SATISFACTION GUARANTEED

You can **return** anything bought online either through the mail or any store. Help is always available at 1-800-GO BEYOND® (1-800-462-3966) bedbathandbeyond.com beyond any site of its kind®

CUSTOMER SERVICE

Easy returns
Shipping & policies
Terms of Use
Gift cards

HELP

Contact us
Our mailing list
FAQs
Glossary

COMPANY INFO

Corporate sales
Investor relations
Corporate responsibility
Media relations
Careers
Store Locator

VISIT OUR OTHER SITES:

buybuy
BABY

HARMON®
FACE VALUES™
DISCOUNT HEALTH & BEAUTY

CONNECT: [f](#) [t](#) [p](#) [y](#)

EMAIL SIGN UP
FOR SPECIAL OFFERS



enter your email address

[SUBMIT](#)

[Privacy policy](#) - [Your Privacy Rights](#)

Bed Bath & Beyond remains committed to
Women & Family Health & Wellness

healthywomen
www.healthywomen.org

CLICK HERE FOR
HEALTH GUIDES
FOR YOU AND
YOUR FAMILY

Breast Health
Awareness
Guide

For any questions or assistance call 1-800-GO BEYOND® (1-800-462-3966)
©1999-2012 Bed Bath & Beyond Inc. and its subsidiaries. All rights reserved.

Products by: title, brand, price, popularity, favorites Popular Items by: popularity, our choices, all-round favorites, title Featured by: title, brand, price, popularity, favorites
Popular searches: buy book cases, metal wall art, buy duvet covers, food processors, buy shoe racks, linen bedding

Stemag

FREE 2-DAY DELIVERY or faster on \$49+ 1.888.456.890 | Contact Us | Site Map | Help

WEDDING & GIFT REGISTRY SHOP FOR COLLEGE CartTrack Order | My Account | Wish List | Gift Cards | Email Signup | Store Locator

BEDROOM BATHROOM KITCHEN DINING LIVING ROOM NURSERY & KIDS HOME DECOR STORAGE & ORGANIZATION HOME IMPROVEMENT HOLIDAY & GIFTS On sale!

[Click for larger image and other views](#)

Dyson Air Multiplier Table Fan, 10 Inches, White

by Dyson
See all reviews (51 customer reviews) ☆★★★★
Price: **\$299.00**
[In Stock.](#)
[Ordering for Christmas?](#)

[Watch the video](#)

Powerful table fan creates smooth airflow without fast-spinning. Air multiplier technology draws in air and amplifies it up to 18 Rotates up to 90 degrees to easily cool an entire room Includes base, loop amplifier, and operating manual Dimensions are 19.5" x 12" x 6" with 10" loop and a 2-year

Quantity:

Share :

Product Details

Product Dimensions: 6.7 x 13.6 x 14 inches ; 6.3 pounds
Shipping Weight: 6.3 pounds (View shipping rates and policies)
Shipping: This item is also available for shipping to select countries outside the U.S.
ASIN: B00383IOE

Customers Who Bought This Item Also Bought

<p>Dyson AM02 tower fan-Silver ★★★★☆ \$299.00</p>	<p>Dyson AM02 tower fan-Silver ★★★★☆ \$299.00</p>	<p>Dyson AM02 tower fan-Silver ★★★★☆ \$299.00</p>
---	---	---

Buy together

Special Price For All Three: **\$1,197.00**

Customers Who Viewed This Item Also Viewed

Reviews

☆☆★★★ Works as promised... needs some improvements April 2, 2010

By A. Dichter

We were attracted to this fan due to its "cool" factor and it performs as advertised. However for its commanding price, it could use some improvements such as:

The silver coating on the 12" model looks like cheap plastic. We exchanged ours for the 10" model in gloss white and it presented a significantly more refined appearance.

We purchased the Dyson to replace a standard table fan in a mini-home theater room to reduce the noise level. Sadly, the Dyson, due to its high speed internal turbo motor, was noticeably louder than the fan it was to replace. We kept it anyhow but for a different application.

5 Comments | Was this review helpful to you?

Customer Service
Easy returns
Shipping & policies
Terms of Use
Gift cards
Product guides
Safety and Recalls
Product videos

Our company
Corporate sales
Investor relations
Corporate responsibility
Media relations
Careers
Store Locator

Bedroom
Bathroom
Kitchen
Dining
Living room
Nursery & Kids
Home Decor
Storage & Organization
Home Improvement
Holiday & Gifts

Help
Contact us
Our mailing list
FAQs
Glossary

Infolette

Signup for our newsletter!

Name:

Email:

Nous Joindre

Become a member on BBYB on Facebook and join our content of the gift of the week! [f /name](#) 97k

You can return anything bought online either through the mail or any store. Help is always available at 1-800-GO BEYOND® (1-800-462-3966) bedbathandbeyond.com beyond any site of its kind®

© 1996-2012 Bed Bath & Beyond Inc.

Verified by VISA

Trust logos

Videos

Social Media buttons

Customers who bought that also bought

Buy together

Customers who views this item also viewed

Comments and replies

Add zipcode field for shipping estimates

Why: Shipping

FREE STANDARD SHIPPING ON ORDERS OVER \$99 - ENDS 12/17/12



OFFER VALID THROUGH 12.17.12

Like · Comment · Share

👍 99 people like this.



Debbie Baker Coffman \$99 - really?

Monday at 12:04pm · Like · 👍 6



Ashly Marie Ferguson Most places don't have a minimum purchase. How greedy, BB&B. You lost my business and I hope from others too.

Monday at 3:16pm · Like · 👍 4



Lori Weldon i am disappointed too . now i have to go look elsewhere .. many retailers have better shipping options or free shipping right now

Tuesday at 10:27am · Like · 👍 2

For shipments to the Contiguous U.S:

Total Order Amount	Standard	Expedited	Express
Up to - \$25.00	\$5.99	\$18.99	\$37.99
\$25.01 - \$35.00	\$6.99	\$20.99	\$38.99
\$35.01 - \$50.00	\$7.99	\$23.99	\$39.99
\$50.01 - \$75.00	\$9.99	\$25.99	\$43.99
\$75.01 - \$100.00	\$10.99	\$30.99	\$47.99
\$100.01 - \$150.00	FREE	\$34.99	\$52.99
\$150.01 - \$200.00	FREE	\$38.99	\$56.99
\$200.01 - \$250.00	FREE	\$41.99	\$63.99
\$250.01 - \$350.00	FREE	\$47.99	\$82.99
\$350.01 - \$500.00	FREE	\$57.99	\$107.99
\$500.01 - \$750.00	FREE	\$63.99	\$137.99
\$750.01 - and above	FREE	\$75.99	\$149.99

How : Shipping

**BED BATH &
BEYOND®**



FREE 2-DAY DELIVERY or faster on \$49*



[SITE MAP](#)



\$0.00

[CHECKOUT](#)

[WEDDING & GIFT REGISTRY](#)

[SHOP FOR COLLEGE](#)

[CartTrack Order](#) | [My Account](#) | [Wish List](#) | [Gift Cards](#) | [Email Signup](#) | [Store Locator](#)

[BEDROOM](#) [BATHROOM](#) [KITCHEN](#) [DINING](#)

[LIVING
ROOM](#)

[NURSERY
& KIDS](#)

[HOME DECOR](#)

[STORAGE &
ORGANIZATION](#)

[HOME
IMPROVEMENT](#)

[HOLIDAY
& GIFTS](#)

[On sale!](#)

40% off

All Christmas Ornaments

Shop the sale ▶



Why : Promotion



Bed Bath & Beyond

October 17 via Bed Bath & Beyond

Wedding Wednesday: Do brides have to wear white: Yes or no?



Like · Comment · Share

👍 550 💬 551 📄 28

How : Promotion

BED BATH &
BEYOND®

The **Wedding Contest** of the year 2013



[Home](#) [How It Works](#) [Entries](#) [Rules](#) [FAQ](#) [Tips to Get Votes](#)

 [Go to bedbathandbeyond.com](#)

Have a chance to
win \$150,00
on the **Wedding
Contest of the year**

[Join Now](#) 



Love

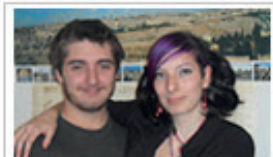


Our love story

His: Walking to a cafe, I saw a woman I had to talk to. Crossing the street, her bright orange shoes caught my eye and gave me my "in". Conversation was effortless; we began a connection that led to an impromptu first date that lasted 14 hours.

Hers: I was wearing orange flats, although it was more than just "nice shoes" that got me!

View More Entries



How : Promotion

BED BATH & BEYOND

The **Wedding Contest** of the year 2013

[Home](#) [How It Works](#) [Entries](#) [Rules](#) [FAQ](#) [Tips to Get Votes](#)

[Go to bedbathandbeyond.com](#)

Have a chance to win \$150,00 on the **Wedding Contest** of the year

[Join Now](#)

Love

Our love story

His: Walking to a cafe, I saw a woman I had to talk to. Crossing the street, her bright orange shoes caught my eye and gave me my "in". Conversation was effortless; we began a connection that led to an impromptu first date that lasted 14 hours.

Hers: I was wearing orange flats, although it was more than just "nice shoes" that got me!

[read more](#)

[Share](#) 598 [Tweet](#) 1010 [Google +1](#) 0 [Pinterest](#) 222

Forever together

Our love story

His: Walking to a cafe, I saw a woman I had to talk to. Crossing the street, her bright orange shoes caught my eye and gave me my "in". Conversation was effortless; we began a connection that led to an impromptu first date that lasted 14 hours.

Hers: I was wearing orange flats, although it was more than just "nice shoes" that got me!

[read more](#)

[Share](#) 598 [Tweet](#) 1010 [Google +1](#) 0 [Pinterest](#) 222

We will never forget

Our love story

His: Walking to a cafe, I saw a woman I had to talk to. Crossing the street, her bright orange shoes caught my eye and gave me my "in". Conversation was effortless; we began a connection that led to an impromptu first date that lasted 14 hours.

Hers: I was wearing orange flats, although it was more than just "nice shoes" that got me!

[read more](#)

[Share](#) 598 [Tweet](#) 1010 [Google +1](#) 0 [Pinterest](#) 222

View More Entries

[view all](#)

Recent comments

My favourite couple is Marc and Joanne. I think they are the most beautiful together!

I almost cry with Daisy and John story. I hope they will win!

I am sure that Amy and Nickel will win. They have the best story ever!

FACEBOOK

2,183,210 people like Facebook Platform.

Facebook social plugin

TWITTER @BedBathNBeyond

John and Jessica is now part of our #Wedding_BB!

See our last promotions for Xmas on our new website bedbathandbeyond.com.

Aenean metus diam, fermentum quis tincidunt a, condimentum a diam.

BED BATH & BEYOND

The **Wedding Contest** of the year 2013

Bed Bath & Beyond

Holiday Wish List Sweepstakes! Desktop users enter here: https://www.facebook.com/BedBathAndBeyond/app_202575609878414 Mobile users enter here: <http://campaigns.curalate.com/c/bbbholiday?mobile=true>

[www.bedbathandbeyond.com](#)

Repins from **Amy Laskin**

4 Boards 422 Pins 16 Likes Activity

43,515 Followers 1,018 Following

[Holiday Wish List](#) [The Wedding Contest 2013](#) [Holiday Recipes](#) [Gift Ideas](#) [Above & Beyond Blog](#)

About A Girl

BED BATH & BEYOND The **Wedding Contest** of the year 2013

John and Amy
by Bedbathandbeyond 11 months ago

408 views

Featured Playlists

[The Wedding Contest of the year 2013](#)

[11 videos](#)

gotta have items, "ah-ha" products, and everything in between for all household needs.

Bed Bath & Beyond was founded in 1971- back then we were known ...

[bedbathandbeyond.com](#)

[Like Us on Facebook](#)

[Follow us on Twitter](#)

[Follow us on Pinterest](#)

[Like Us on Foursquare](#)

by Bedbathandbeyond

Latest Activity Nov 30, 2012

Date Joined May 16, 2006

Country United States

Other : Newsletter

Email and Direct Mail Sign Up

Receive exclusive email offers and promotions from Bed Bath & Beyond and its subsidiaries.

First time email subscribers get a 20% off one item in-store Savings Certificate!

You will receive your in-store savings certificate with your welcome email shortly.

E-mail *

E-mail Confirmation *


Salutation 

First Name *

Last Name *

Address *

City *

State * 

Zipcode *

Phone

Mobile



News & Promotional Offers via email

[Unsubscribe from Email](#)



Circulars & Postcards via Direct Mail

[Unsubscribe from Direct Mail](#)

Please note that since we only mail periodically, there may be some delay between the mailings that you receive from us.

Infolettre

Signup for our newsletter!

Name :

Email :

Send



Bed Bath & Beyond may deliver mobile offers and promotions via text message in the future. Check the box if you would like to receive these mobile offers and promotions on your mobile phone. View our [Privacy Policy](#). Message & data rates may apply.

Other : Newsletter

If you are unable to see the message below, click [here](#) to view.

**BED BATH &
BEYOND®**

Newsletter

This week's special offer



The **Wedding Contest**
of the year 2013



Answer our survey
and have the chance
to win a bed!

Sed ut perspiciatis unde omnis iste
natus error sit voluptatem accusantium
doloremque laudantium, totam rem
aperiam, eaque ipsa quae ab illo
inventore veritatis et quasi architecto
beatae vitae dicta sunt explicabo.

[Join now!](#)

Become a BBYB fan
on Facebook and join
our content of the gift
of the week!

Nous Joindre



You have been sent this e-mail because you have opted to receive the Aeroplan Newsletter. If you no longer wish to receive the Aeroplan Newsletter via e-mail, you can unsubscribe.
Do you want to change your e-mail address?
Do you wish to read the Aeroplan Privacy Policy?

If you are unable to see the message below, click [here](#) to view.

**BED BATH &
BEYOND®**

Newsletter

This week's special offer



The **Wedding Contest**
of the year 2013



Answer our survey
and have the chance
to win a bed!

What is new



Sed ut perspiciatis unde omnis iste
natus error sit voluptatem accusantium
doloremque laudantium, totam rem
aperiam, eaque ipsa quae ab illo
inventore veritatis et quasi architecto
beatae vitae dicta sunt explicabo.

[discover new products >](#)

On sale

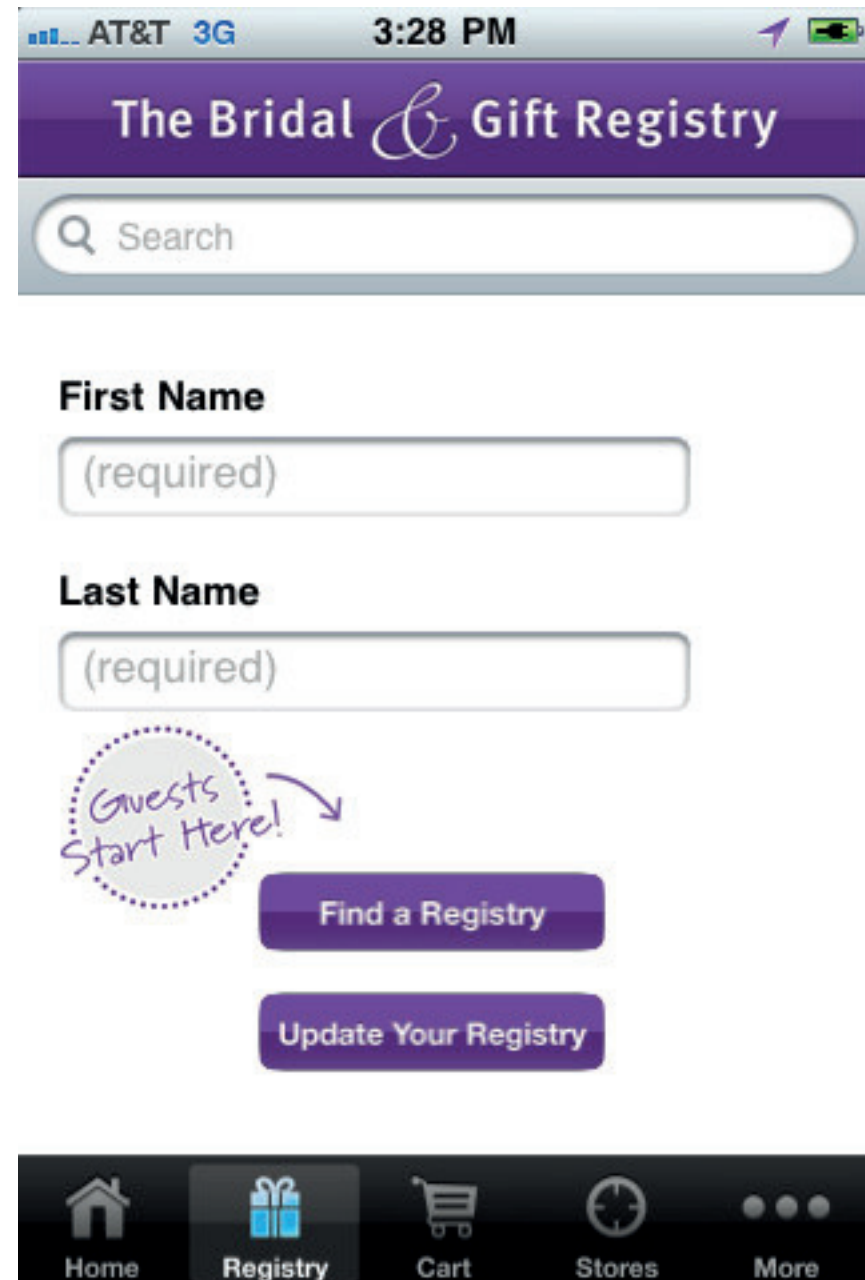
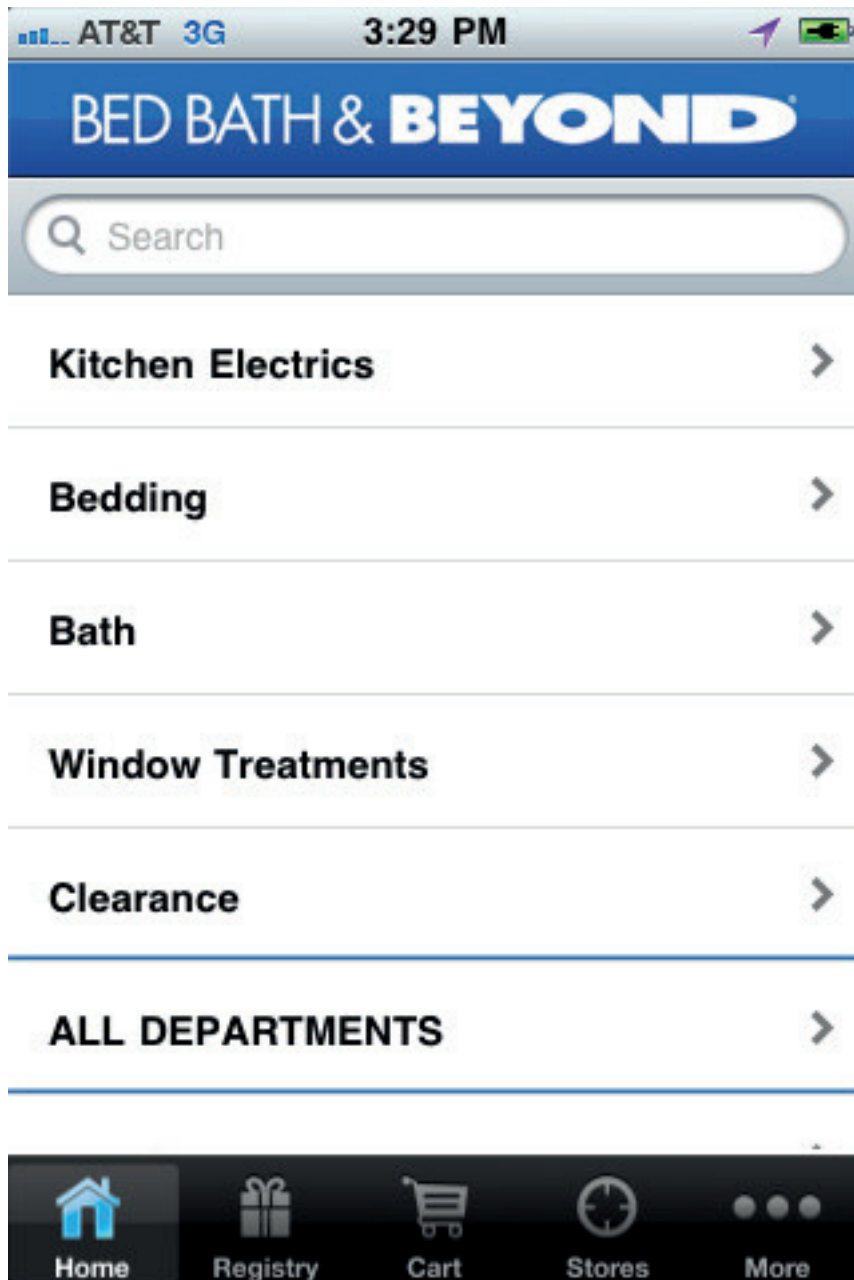


Sed ut perspiciatis unde omnis iste
natus error sit voluptatem accusantium
doloremque laudantium, totam rem
aperiam, eaque ipsa quae ab illo
inventore veritatis.

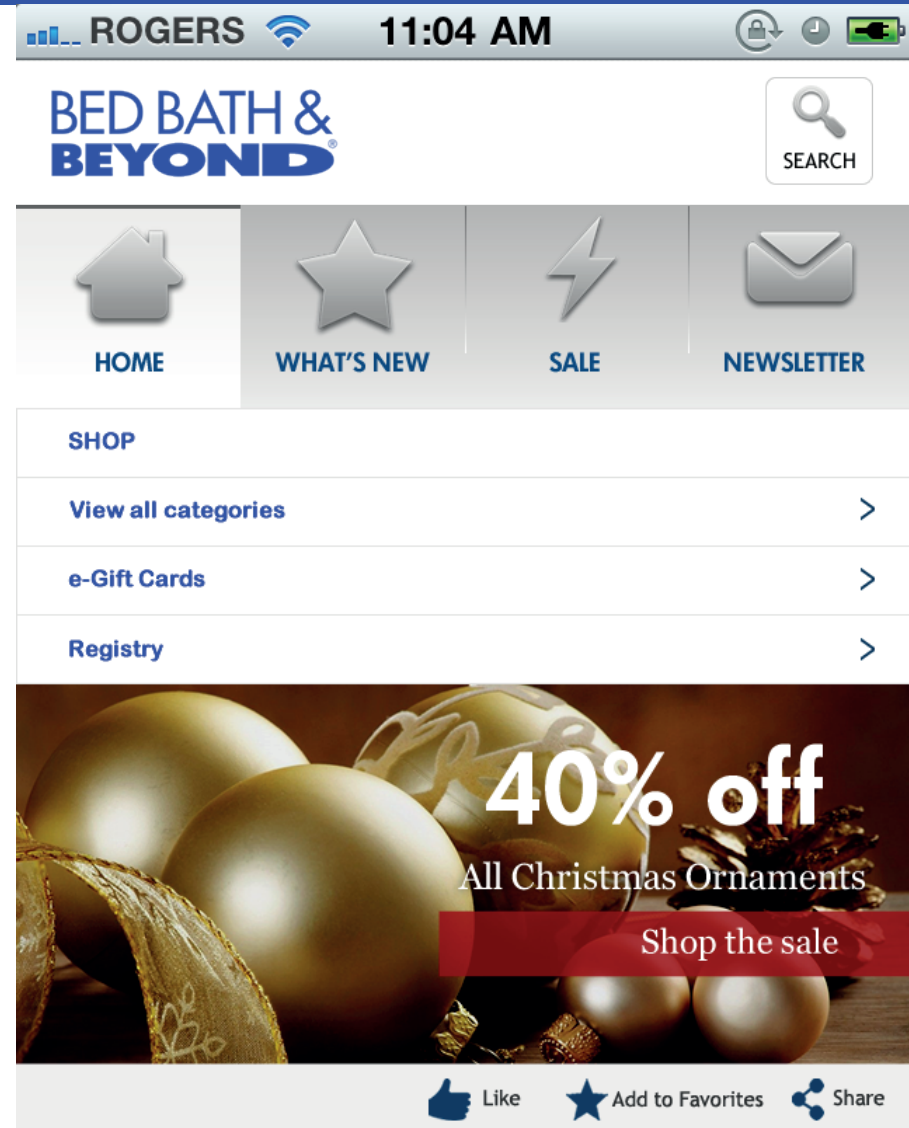
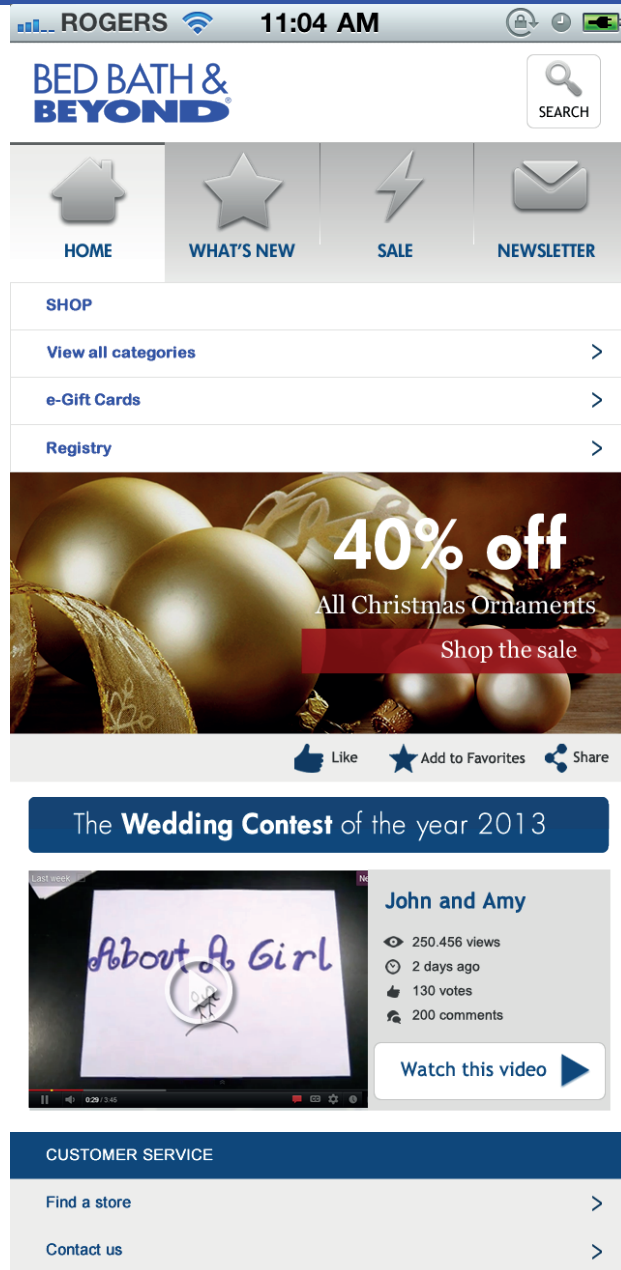
[see our promotions >](#)

In our blog this week

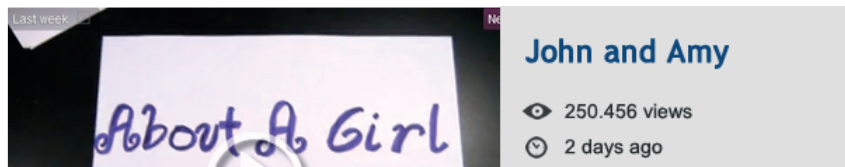
Other : Mobile



Other : Mobile



The **Wedding Contest** of the year 2013



Thank you