

THE PORCELAIN PLACE DISCOUNT SCHEDULE

JANUARY 2016

The porcelain place tries to do everything that it can to assist both teachers and studios to survive in today's rough porcelain market. We are completely aware that with the cost of running a business today, studio owners and teachers alike are looking for the best "Bang for their buck". In order to assist as best we can, The Porcelain Place offers several levels of discounts.

If you are a studio with a legitimate tax license for your state that we can keep on file we offer a 10% discount on all of our porcelain and supplies. We simply need to be faxed a copy of the license so that we have it to show state authorities when asked if our sales are taxable or not.

Beyond this we have three levels of discount, each dependent upon your annual sales. We didn't use to have any minimum sales annually but with the market the way it is, in order for us to keep the cost of our products down, by absorbing some of the price increases we have received, we must implement some level of purchase. Therefore the next level is that of a Dealer. A Dealer must purchase \$1500 in merchandise which receives a 20% discount off of that \$1500. If your sales stay at the \$1500 annually then your discount remains the 20%.

Finally we have two levels of Distributorships available for our products. Each again, is dependent upon your annual sales. The lowest level is that of the Silver level Distributorship which has a 30% discount. You must purchase \$3000 in merchandise which receives a 30% discount off of that \$3,000. As long as your sales stay at the \$3,000 annually then your discount remains 30%. The highest level of discount is that of the Gold level Distributorship which has a 40% discount. You must purchase \$4000 in merchandise which receives a 40% discount off of that \$4000. If your sales stay at the \$4000 annually then your discount remains the 40%.

In January when sales are analyzed if we see that your total sales are not going to retain your discount you will be contacted so that together we can decide what is best for both your business and ours and what level best suits you. Nothing is ever automatic and all customers are treated with the upmost respect and consideration.

Teachers are a separate category to themselves. We are aware that teachers are the backbone to our industry and we work separately with each teacher to determine what their annual sales might be, what shows they will attend, and the appropriate discount for their efforts at pushing our products. If you are a teacher, whether independent or with a large doll organization, please contact us directly, we are always glad to talk to you.

We are always striving to come up with new techniques, new molds, and new products to keep our industry going. If you have ideas on something you would like to see implemented, by all means, please contact us. We will see if we can put our heads together and accomplish that task.

With warm porcelain regards

The staff of The Porcelain Place