

How the program works

Stocking Dealer and Porcelain Art Center Program

	Stocking Dealer <i>For those who wish to stock enough of our products to resell them to other dealers or artists</i>
<i>Initial Order</i>	\$300 after discount
<i>Protected Area</i>	None

Stocking Dealer levels are for those who do not wish to enter into a large studio atmosphere, therefore there is no protected area for these levels. They receive a 25% discount in order to allow them to make a higher profit margin on sales they might make at shows, etc. A Stocking Dealer may purchase ANY of our products for their initial investment and will be listed on our website with what products they carry. After your initial purchase there are NO minimums thereafter to receive your discount

	Porcelain Art Center <i>For those who choose to stock more of our products.</i>
<i>Initial Order</i>	\$1,000 after discount
<i>Protected Area</i>	Protected areas are negotiated with each Center in order to allow for maximum sales (see below)

A Porcelain Art Center receives an average of 50% depending on the product line. With rare exception, products that we purchase at wholesale ourselves, will receive only a 40% discount.

A Porcelain Art Center may stock only China Silk Products, Only Ultra Chic Products, or a variety of all of our products. You will be listed on the website as to what products you stock. After your initial purchase there are NO minimums thereafter to receive your discount, but we highly recommend reasonable purchasing of porcelain slips in order to keep your shipping costs per gallon within a reasonable range.

Protected areas are negotiated with each Center or Distributor. There will always be someone else who wants to get in on the action, as they say, but we will contact the existing Distributor before setting up another Center or Distributor too close to their area. This is our way of trying to assist ALL of our Centers and Distributors in achieving the highest possible sales for their business.

We, as a manufacturer, are totally aware of the decline within the industry over the past few years and therefore have removed any restrictions on our Dealers and Distributors as to seminars that they have to teach or minimums that they have to reach by quarter or by year. Seminars of course are always available to help you expand your business and we will work

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with you however we can to help your business to grow. The most popular seminar is our two part product seminar or Certification as some like to call it where customers learn to cast, clean, marbleize, make flower clay, work with flower stones, designer strokes, Spanish Oils and more.

An extensive educational program is a big part of our future plans for the porcelain industry including a new series of DVD's of individual projects that allow you to resell to your students at very reasonable rates. We look forward to receiving your application/questionnaire and working with you to join our happy family.