

Kate Metten Ceramic Wholesale Representation Agreement

Minimum Order and Payment:

- A minimum wholesale order of \$900 is required.
- We do not accept trades as a form of payment.
- Orders typically take 6 to 8 weeks to complete, depending on quantity and time of year.
- For holiday orders, the Christmas cut-off date for submission is November 15.
- Commission orders for the new year will be accepted starting January 15.

Pricing and Terms:

- I offer a 60/40 split with wholesalers, both for wholesale orders and consignment agreements. This percentage supports my studio rent, material costs, and the employment of a studio assistant.
- Custom design orders are accepted on a case-by-case basis. I'm open to discussing custom collaborations with restaurants and interior designers.
- Custom glazes and prototypes for new forms may incur additional costs.
- Please note that I cannot accommodate one-off items or designs that do not align with my style and aesthetics.
- Minimum retail pricing must be consistent with the pricing on my website. Lowering the retail price of my work is against policy, as it competes with the artist's direct sales.

Shipping and Delivery:

- The buyer is responsible for all shipping costs, including packaging materials and insurance if required.
- We ship via Canada Post and tracking information will be provided upon dispatch.
- Any shipping delays or damages during transit are the responsibility of the shipping carrier. Please notify us immediately if there are any issues with your delivery.

Payment Terms:

- A 50% deposit is required at the time of order placement, with the remaining balance due upon completion, prior to shipping.
- Payments can be made via [payment methods accepted, e.g., bank transfer, credit card, PayPal, etc.].
- Late payments are subject to a [late fee percentage] after [number of days] of the invoice due date.

Cancellations and Returns:

- Orders may be canceled within 7 days of placement for a full refund of the deposit. After this period, the deposit becomes non-refundable.
- As all pieces are handmade to order, we do not accept returns or exchanges unless the item is defective or damaged during production.

Quality Control:

- Each item is handmade and therefore may have slight variations in size, shape, and glaze. These are not considered defects but part of the unique nature of handmade ceramics.
- We ensure that all products meet high-quality standards before shipping.

Breakages and Insurance:

- Any breakages in transit must be reported within 7 days of receiving the order to be eligible for a replacement or credit.
- We recommend that buyers insure high-value shipments.

Environment and Sustainability:

- Our studio is committed to sustainable practices, including responsible sourcing of raw materials, minimizing waste through clay recycling, energy-efficient production methods.
- We encourage retailers to share our commitment to sustainability when promoting our products.

By including these additional points, your agreement will cover key areas such as shipping, payment, quality control, and intellectual property, creating a more robust and professional arrangement.

I look forward to working with you in a mutually beneficial partnership!

Signatures:

Kate Metten
[Date]

[Partner Name/Title]
[Date]
