



The Stockist Agreement

We at Games Workshop believe that ensuring that Trade Outlets maintain a display of the Core Range of product at all times is vitally important for the ongoing success of the Trade Outlet and Games Workshop. Stocking a wider range of products may be desirable for some Trade Outlets and bring them benefits in the total amount of sales generated for the Outlet. However it is the Core Range that provides the best and most regular stock turn, will provide customers with the building blocks of the hobby, and is the foundation upon which a successful and mutually profitable relationship is built.

When you decide to become a Stockist you will have committed to maintaining an agreed stock level of core products and restocking to that level on at least a monthly basis. For your convenience, the Core Range has been divided into a number of mutually supportive Modules so you can tailor your commitment to Games Workshop products based upon the space and resources you wish to invest.

In return as an appreciation for your commitment, Games Workshop will provide you with the following additional services;

- **Access to the Games Workshop Direct Sales Product Range**
Outlets with Stockist Status can order products for a reduced price from the Game Workshop website.
- **Product Support**
Games Workshop will provide you with Products you can use for prizes, window displays or in-store activities.
- **Point of Sale materials**
Games Workshop produces a range of POS material to enhance and support the product in your store.
- **Limited Product lines**
Accounts with Stockist Status are given first refusal on product lines with limited availability
- **Store Finder listing in White Dwarf and on the Web**
Advertising to help customers find your store!
- **No minimum order value**
The Stockist Program is intended to ensure you have the right product in stock at all times. An Outlet with Stockist status has no minimum order value requirement
- **Free shipping on all orders**
All orders, no matter what the size, will be shipped free of charge
- **Free display racking**
Games Workshop will provide you with the racking you need to effectively display the products you have committed to stocking

Full details of this Program can be found in the Stockist Program document in the Trade Stockist section of the Games Workshop website, or upon request from your Account Manager.

If you wish to commit to the Stockist Program the first stage is to sign this form and return it to your Account Manager. You'll then be taken through the Entry and Maintenance Criteria. Upon completion of the Entry criteria your Outlet will be awarded Stockist status, and be eligible for all of the benefits listed under the restrictions listed.

Store Name

Account Number

Date

Signed

Modules Agreed

1	2	3	4	5
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Print Name