



WHOLESALE BUYER GUIDE

Wholesale friends,

Hello from Motawi headquarters in Ann Arbor, Michigan! We're as busy as ever in the studio and excited to share with you our latest art tiles and accessories. This buyer guide contains information you need about our products, account terms, ordering process and marketing guidelines.

Motawi Tileworks has been making historically inspired, handcrafted ceramic tile for more than 30 years. In the early days, the only place people could buy our tiles was at the Ann Arbor Farmers Market! Thanks to our wholesale partners, Motawi tiles can now be found all over the world. We take great pride in our art, and we're honored by every order you place.

With gratitude,

Nawal Motawi & The Tileworks Team

**MOTAWI
TILEWORKS**
DISTINCTIVE AMERICAN ART TILES

ACCOUNT INFO

TERMS

- Net 30 terms available pending credit approval.
- ZIP code exclusivity offered to accounts in good standing with retail storefronts.
- Tiles that cannot be sold at full price may be returned and credited toward future orders.
- Non-tile items (frames, easels and pendant necklaces) may be returned within one year of purchase.
- Please check every order upon delivery to confirm that nothing is missing or damaged. We cannot guarantee non-tile items more than one year past the order date.

MINIMUM ORDER REQUIREMENTS

- Minimum opening order: \$500
- Minimum reorder amount: \$175
- \$10 service charge applied to reorders under \$175

ORDERING, LEAD TIMES & SHIPPING

- We recommend placing your order two to four weeks in advance of when you need your items to arrive. Please note that the holiday season (late August–December) may have longer lead times and plan accordingly.
- Expect to receive a new Art Tile Catalog in the mail toward the beginning of each year. We'll also email regularly throughout the year to let you know about new tile releases and seasonal product recommendations.
- The easiest way to order is online at bit.ly/motawiwholesale. If you need to set up an online account, contact our wholesale manager.
- You can also contact our wholesale manager directly to place orders by email or phone.
- Order confirmations are emailed within two business days and include an estimated ship date. Orders ship via UPS Ground. We can bill shipping charges directly to your UPS account if desired.



PRODUCT INFO

ABOUT OUR TILES

Motawi's colorful ceramic art tiles are handcrafted in our Ann Arbor studio. To create the intricate designs, our glazers use the centuries-old Cuenca technique, carefully filling glazes into the "basins" created by thin, raised lines in the clay. The process takes patience, focus and a steady hand. Colorways vary by tile, but all art tiles are finished to a smooth edge and have a notch on the back for hanging.

USAGE

Motawi art tiles can hang on the wall or display in our frames and easels. All our tiles are also suitable for installation (backsplashes, fireplaces, bathrooms, floors, etc.).

DIMENSIONS

- Because our tiles are designed to fit together in installations with grout space, their actual size is slightly smaller than the stated/nominal size. A 4x4 tile is approximately 3 7/8" x 3 7/8".
- As each Motawi tile is crafted by hand, dimensions may vary slightly by up to 1/16".
- Tiles are approximately 5/8" thick.

PACKAGING

- Gift boxes are available for purchase in multiple sizes.
- Story cards and/or relevant artist cards are included with each order.

FAQ

Can I order a tile not featured in your current catalog?

We'll help if we can! Contact our wholesale manager to check availability, pricing and lead time. Note: Discontinued designs/colorways are not available at the wholesale price. In addition to the full retail price, there may be an additional upcharge.

Why do you have a minimum reorder requirement?

As a small business, it is not cost-effective for us to process wholesale orders of less than \$175.

How do you hang these?

Motawi tiles have notches on the back for easy hanging. We recommend using a drywall screw, flathead nail or picture hook. In quake-prone areas, we also recommend using "quake putty" or double-sided tape to help secure the tile.



I'm looking at two tiles in the same colorway, but the glaze colors look slightly different. Why?

They probably are slightly different! Our tiles are handcrafted works of art, and we make every batch of glaze in-house. Some variation in hue, tone and surface quality is expected. However, please feel free to reach out if you have questions.

FRAMES

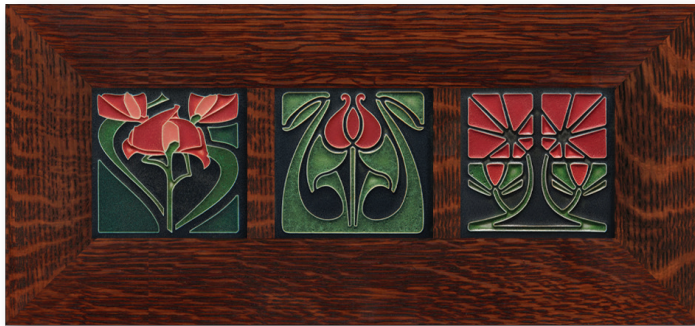


6x6 frame (Oak) in large easel



4x4 frame (Ebony)

Our quarter-sawn **oak frames**, handmade by Dard Hunter Studios, are available with a natural Oak or Ebony finish. They can hang horizontally or vertically, or perch on our large easels. Frame features include mitered corners and stapled joints. One and three-opening frames are available to fit a range of tile sizes.



4x4 triple frame (Oak)

FOLLOW US ON SOCIAL MEDIA:

 Facebook: @MotawiTileworks

 Instagram: @motawi_tileworks

 Twitter: @motawitileworks

 Pinterest: @motawitileworks

ORDER ONLINE:

bit.ly/motawiwholesale

EASELS



Easels are an elegant option for art tile display. Fabricated from powder-coated steel, our easels are locally made and feature durable single-piece construction.

- Large easel: holds any framed tile or any unframed tile larger than 4 inches.
- Medium easel: holds any unframed tile larger than 3 inches.
- Small easel: holds 3 and 4-inch tiles (unframed).

TILE PROJECTS & DESIGN SERVICES



In addition to art tile, Motawi designs installations for homes and public places: fireplaces, backsplashes, murals and more! Please refer any design or project-related inquiries to design@motawi.com.



charley harper by MOTAWI

- In compliance with our licensing agreement with the Charley Harper Art Studio, please refrain from posting Charley Harper by Motawi art tile or Motawi tile images on discount websites such as eBay.
- If you would like to use our official "Charley Harper by Motawi" wordmark in your gallery or promotional materials, please contact our wholesale manager for images and usage specifications.

FRANK LLOYD WRIGHT® COLLECTION



Motawi Tileworks is the exclusive manufacturer of Frank Lloyd Wright Collection art tile. If you would like to use the official "Frank Lloyd Wright Collection" wordmark in your gallery or promotional materials, please contact our wholesale manager for images and usage specifications. In compliance with our licensing agreement, please also:

- Refrain from posting Frank Lloyd Wright Collection art tile or Motawi tile images on discount websites such as eBay.
- Request approval on promotional materials that feature Frank Lloyd Wright Collection art tile. We do not intend to "police" our clients' advertising and promotions, but because only Foundation-selected artists or vendors are authorized to market Frank Lloyd Wright goods, we have been asked to do our part to ensure that Wright's name and images are being used in an approved manner.



USING MOTAWI IMAGES



- Please only use images provided to you by Motawi Tileworks.
- To request images for promotional use, contact our wholesale manager. Please limit the use of images to product representation; do not use our images as graphic design elements in your publications.
- To request guidance in creating advertisements, please contact our wholesale manager.

MOTAWI TILEWORKS

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