



PLASTIC HEAD MERCHANDISING

Tel: +44 (0)1491 825029 | www.plastichead-distribution.com | www.plastichead.com

PLASTIC HEAD MERCHANDISING



Chris Parkes
Merchandising Director

Plastic Head has been designing and selling officially licensed printed tee shirts into the retail market and supplying artists' tour merchandising for over 15 years. The PHM team, headed up by Merchandising Director Chris Parkes, is dedicated to designing and producing top quality garments and accessories for sale into retail outlets all over Europe as well as creating custom ranges for clients own web stores and for sale on tour.

No other company has more experience in the metal and rock sectors of the merchandising industry than Plastic Head and the level of customer service the merchandising team here delivers is legendary...



RETAIL / EXPORT SALES

PHM has a unique situation in that no other European merchandising operation sits within the framework of a substantial Record Distribution Company. Entering into a Retail deal with PHM means artists get the opportunity to have their merch offered to every record retail outlet in Europe. We deal with everyone including key independent shops, specialist on-line/mail-order companies (*EMP, Soul Food, Metal Militia, etc*) and the major retail chain (*HMV*) as well as huge web based sellers (*Play.com, Amazon, etc*). Plastic Head sells merch alongside CD, vinyl, book and DVD titles, and can therefore achieve sales where other merchandising companies cannot. Tee shirts and hoodies are "scheduled" for release no differently from recorded product and are included in new release sheets emailed to all buyers weekly.

Our customer base is ever expanding and now includes many "non music", cult fashion outlets. Our customers are loyal and longstanding, and trust the recommendations of our sales team. PHM only uses recognised major branded goods such as *Gildan, Fruit of the Loom, Alchemy Carta* and *Beechfield* who are all recognised as being "anti-sweatshop" and "environmentally friendly" companies. Product is offered unpacked or packed in PHM branded pillow style packs that are bio-degradable & designed to fit most store racking systems.

PHM pays its artists fair royalty percentage rates based on high distributor prices which are rarely discounted. Furthermore we are flexible when it comes to term, territory and exclusivity in our agreements. In the metal and rock retail sector no other merch company outsells PHM on a like for like basis.



E-COMMERCE / MAIL ORDER

At PHM we recognise the ever increasing importance of e-commerce. In addition to our own well established e-commerce site (www.plastichead.com) where fans can buy recorded and merch product in one single on-line mega-store environment, we are also able to design and service dedicated official artists' web stores for major clients. PHM also supports and sells to virtually every significant on-line retailer that sells rock merchandise.

5 REASONS TO WORK WITH US:

1. Solid, well established £10m turnover company
2. Retail supply direct to stores worldwide
3. Simple royalty deals for retail & tour
4. An experienced and dedicated team
5. Quality in-house artwork and logistical advice

OUR ARTIST ROSTER FOR MERCHANDISING INCLUDES:



- | | |
|---------------------------|------------------------------|
| 1349 | Holy Terror |
| Abigail Williams | Ihsahn |
| Aborym | I Killed The Prom Queen |
| Absu | In Battle |
| Acacia Strain | Insomnium |
| AC/DC | Keep of Kalessin |
| All That Remains | Killing Joke |
| Anaal Nathrakh | Limbonic Art |
| Annotations Of An Autopsy | Mayhem |
| Anti Nowhere League | Megadeth |
| Arcturus | Ministry |
| Autopsy | Moonsorrow |
| Behemoth | Nachtmystrum |
| Beherit | Nattefrost |
| The Berzerker | Octavia Sperati |
| Blood Tsunami | October File |
| Blut Aus Nord | Obituary |
| Bridge Nine Records | Omnium Gatherum |
| Burzum | Onslaught |
| Cannibal Corpse | Opeth |
| Carpathian Forest | Pantheon I |
| Cynic | Pest |
| D12 | Queen |
| Damnation Festival | Red Harvest |
| Death | Rotting Christ |
| Decapitated | Rise Above Records |
| Den Saakaldt | Rush |
| Devil Wears Prada | Sabbat |
| Discharge | Satyricon |
| Death In June | Saxon |
| Drop Dead Gorgeous | Shining |
| Emperor | Siege Of Amida Records |
| Ensiferum | Solefald |
| Enslaved | Taaqe |
| Entombed | Through The Eyes Of The Dead |
| Eternity | Thin Lizzy |
| Exodus | To-Mera |
| Finntroll | Tsjuder |
| GBH | Turisas |
| Gorgoroth | Ulver |
| Green Carnation | Watain |
| Grimlist | Zyklon |
| Helheim | Zyklon-B |



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MERCHANDISE SUPPLY SERVICE

Bands have different needs when it comes how to do tour merchandising. Sales of tees on the road is now a vital part of the plan and most bands these days want direct control of their swag.

PHM's Merch Supply Service responds by liaising with bands on design, order quantities, range options and delivery requirements. In addition we can sometimes arrange to buy back left over to go into our retail programme.

Most screen printers can supply printed tees. But few will advise and provide the support the team here does. Hence our supply prices are not the cheapest, but when you consider we only print on branded garments and you get the PHM service on top then that's excellent value!

The prices below are for guidance only and are subject to change. Please contact us with your requirements for a firm quotation. All quotes are subject to sight of your artwork.

PHM's prices are also inclusive of art mock ups, screens, films – so no expensive extras – no shocks. And yes, we know about tight deadlines and shipping to venues. It's what we do.



PHM CUSTOM SUPPLY CHART

 <p>Adult Tee-shirt 1 print</p> <table border="1"> <thead> <tr> <th>Youth to XXL</th> <th colspan="3">Black / Colours</th> </tr> <tr> <th>100-199</th> <th>200-499</th> <th>500-599</th> <th>1000+</th> </tr> </thead> <tbody> <tr> <td>£2.94</td> <td>£2.55</td> <td>£2.14</td> <td>£1.99</td> </tr> </tbody> </table>	Youth to XXL	Black / Colours			100-199	200-499	500-599	1000+	£2.94	£2.55	£2.14	£1.99	 <p>Adult Tee-shirt 2 prints</p> <table border="1"> <thead> <tr> <th>Youth to XXL</th> <th colspan="3">Black / Colours</th> </tr> <tr> <th>100-199</th> <th>200-499</th> <th>500-599</th> <th>1000+</th> </tr> </thead> <tbody> <tr> <td>£3.90</td> <td>£3.51</td> <td>£2.93</td> <td>£2.73</td> </tr> </tbody> </table>	Youth to XXL	Black / Colours			100-199	200-499	500-599	1000+	£3.90	£3.51	£2.93	£2.73	 <p>Girls Tee shirt 1 print</p> <table border="1"> <thead> <tr> <th>S,M,L,XL</th> <th colspan="3">Black / Colours</th> </tr> <tr> <th>100-199</th> <th>200-499</th> <th>500-599</th> <th>1000+</th> </tr> </thead> <tbody> <tr> <td>£3.50</td> <td>£3.15</td> <td>£2.68</td> <td>£2.49</td> </tr> </tbody> </table>	S,M,L,XL	Black / Colours			100-199	200-499	500-599	1000+	£3.50	£3.15	£2.68	£2.49	 <p>Girls Tee shirt 2 prints</p> <table border="1"> <thead> <tr> <th>S,M,L,XL</th> <th colspan="3">Black / Colours</th> </tr> <tr> <th>100-199</th> <th>200-499</th> <th>500-599</th> <th>1000+</th> </tr> </thead> <tbody> <tr> <td>£3.83</td> <td>£3.71</td> <td>£3.26</td> <td>£3.08</td> </tr> </tbody> </table>	S,M,L,XL	Black / Colours			100-199	200-499	500-599	1000+	£3.83	£3.71	£3.26	£3.08	 <p>Strap Vest Girls 1 print</p> <table border="1"> <thead> <tr> <th>S,M,L</th> <th colspan="3">Black/Colours</th> </tr> <tr> <th>100-199</th> <th>200-499</th> <th>500-599</th> <th>1000+</th> </tr> </thead> <tbody> <tr> <td>£3.86</td> <td>£3.75</td> <td>£3.29</td> <td>£3.11</td> </tr> </tbody> </table>	S,M,L	Black/Colours			100-199	200-499	500-599	1000+	£3.86	£3.75	£3.29	£3.11
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Hooded Zip Sweatshirt 1 print				
S,M,L,XL,XXL	Black / Colours			
100-199	200-499	500-599	1000+	
£9.01	£8.75	£7.69	£7.26	

Hooded Zip Sweatshirt 2 prints				
S,M,L,XL,XXL	Black / Colours			
100-199	200-499	500-599	1000+	
£9.95	£9.65	£8.48	£8.01	

Hooded Zip Sweatshirt 4 prints				
S,M,L,XL,XXL	Black / Colours			
100-199	200-499	500-599	1000+	
£11.99	£11.63	£10.22	£9.66	

Hooded Pullover Sweatshirt 1 print				
S,M,L,XL,XXL	Black / Colours			
100-199	200-499	500-599	1000+	
£8.42	£8.17	£7.18	£6.78	

Hooded Pullover Sweatshirt 2 prints				
S,M,L,XL,XXL	Black / Colours			
100-199	200-499	500-599	1000+	
£9.35	£9.08	£7.98	£7.54	

Hooded Pullover Sweatshirt 4 prints				
S,M,L,XL,XXL	Black / Colours			
100-199	200-499	500-599	1000+	
£11.39	£11.06	£9.72	£9.18	

Hooded Pullover Camo Sweatshirt 1 print				
S,M,L,XL	Urban / Khaki			
100-199	200-499	500-599	1000+	
£9.35	£9.08	£7.98	£7.54	

Workshirt Mens Longsleeved 2 prints				
S,M,L,XL,XXL	Black			
100-199	200-499	500-599	1000+	
£11.25	£10.92	£9.60	£9.07	

Baseball Cap Embroidered				
One Size	Black / Colours			
100-199	200-499	500-599	1000+	
£2.86	£2.60	£2.19	£2.03	

Army Cap Embroidered				
One Size	Black / Green			
100-199	200-499	500-599	1000+	
£3.28	£3.18	£2.80	£2.64	

Baseball Cap Camo Meshback				
One Size	Army/Winter			
100-199	200-499	500-599	1000+	
£3.00	£2.73	£2.30	£2.13	

Beanie Hat Embroidered				
One Size	Black / Colours			
100-199	200-499	500-599	1000+	
£2.80	£2.55	£2.14	£1.99	

Girls Briefs				
One Size	Black / White			
100-199	200-499	500-599	1000+	
£3.66	£3.55	£3.12	£2.95	

Wristband Embroidered				
Short	Black			
100-199	200-499	500-599	1000+	
N/A	N/A	£1.28	£1.20	

Fingerless Gloves Embroidered				
One Size	Black			
100-199	200-499	500-599	1000+	
N/A	£3.37	£2.83	£2.63	

Patch Small Embroidered				
Small	Black			
100-199	200-499	500-599	1000+	
N/A	N/A	£0.60	£0.56	

Vinyl Sticker				
10cm Sq Approx				
100-199	200-499	500-599	1000+	
N/A	N/A	£0.43	£0.40	

Back Patch				
30cm Tall Approx				
100-199	200-499	500-599	1000+	
N/A	N/A	£1.70	£1.60	

Button Badge				
2.5cm Approx				
100-199	200-499	500-599	1000+	
N/A	N/A	£0.20	£0.19	

Dog Tags and Chain (pair)				
Pair	Zinc			
100-199	200-499	500-599	1000+	
N/A	N/A	£2.55	£2.40	

Wallet Printed				
One Size	Black			
100-199	200-499	500-599	1000+	
N/A	£2.91	£2.45	£2.27	

Web Belt Printed with Black Clasp Buckle				
One Size	Black			
100-199	200-499	500-599	1000+	
£5.70	£5.19	£4.36	£4.05	

Backpack Embroidered				
One Size	Black / Camo			
100-199	200-499	500-599	1000+	
£9.00	£8.19	£6.89	£6.39	

Messenger Bag Printed				
One Size	Black / Camo			
100-199	200-499	500-599	1000+	
£7.76	£7.06	£5.94	£5.51	

Lanyard Printed with Bottle Opener				
One Size				
100-199	200-499	500-599	1000+	
N/A	N/A	£0.60	£0.56	

Earplugs in Printed Box				
One Size	Black			
100-199	200-499	500-599	1000+	
£1.30	£1.18	£0.99	£0.92	

+50p per side for oversize printing.
 £50 surcharge on small orders (100 - 199 units).
 No other charges for artwork, films or screens.
 Our quotes are inclusive of the above and are only subject to VAT at the current rate plus shipping.



PLASTIC HEAD MERCHANDISING

Tel: +44 (0)1491 825029 | www.plastichead-distribution.com | www.plastichead.com

MANAGED TOUR AND EVENT MERCHANDISING

If you do not have the time or resources to handle your tour merchandising in house then PHM will manage it for you under contract. We handle everything - from the budgeting to the creative process - and then run the financial and the logistical side on tour. Our road vendors are experienced and carry laptops for swift reporting of sales and stock control.

Our deals are flexible but normally involve a sharing of net profit after all direct costs. Let us know your tour plans, how you want to work and we will tailor a proposal to suit. As you would expect from a company established in 1990 our accounting side is a well-oiled machine and we have a B2B online system where you can access sales info and reports where ever you are.

With our in house creative team we can produce mock ups fast and we can source over 100 different products. Our print & embroidery suppliers are award winning and we only use recognizable garment brands so consistency and quality are never an issue.

PHM can also get the job done for you in Australasia, Japan or North America through our merch partners there. So you get the same level of service both in retail and on the road - same designs, same quality. With PHM it's sorted.

THE PHM TEAM

Chris Parkes	Merchandising Director:	chris.parkes@plastichead.com
Dan Griffiths	Merchandising Manager:	d.griffiths@plastichead.com
Steve Meyer-Rassow	Head Merchandise Designer:	s.meyer-rassow@plastichead.com
Tim Chilton	Head of Export/Sales:	Tim@plastichead.com
Adam Dodd	Export/Sales Assistant:	Adam@plastichead.com
Toby Dutton	UK Retail/New Account Queries:	t.dutton@plastichead.com

HOW TO FIND US

By Train:

Nearest station - Didcot Parkway 6 miles

By Car From Didcot:

Follow the A4130 to Wallingford
At Slade End Roundabout, take the 2nd exit onto A4130/Calvin Thomas Way
At Hithercroft Roundabout, take the 1st exit onto Hithercroft Rd



By Car From London:

Take the M4 (signs for M4/Hounslow/Staines)
Join the M40
Merge onto M25
At junction 16, exit onto M40 toward Oxford/B'ham
At junction 6, take the B4009 exit to Watlington/Thame/P. Risborough
Turn left at B4009 (signs for B4009/Watlington/Lewknor)
Turn right at B4009/Brook St
Continue to follow B4009
Turn left at A4074 Go through 1 roundabout
At Port Way, take the 2nd exit onto A4130/Nosworthy Way
Go through 2 roundabouts
At Hithercroft Roundabout, take the 3rd exit onto Hithercroft Rd

For an interactive map and complete directions go to www.plastichead-distribution.com



Plastic Head Merchandising

Avtech House, Hithercroft Road, Wallingford
Oxfordshire, OX10 9DA

Tel: +44 (0)1491 825029 | Email: chris.parkes@plastichead.com
www.plastichead-distribution.com
www.myspace.com/plasticheadmerch

