



SELECT

BY *John Thomas* FURNITURE®

MARKETING MATERIALS

FEBRUARY 2024

SELECT CRATE



ITEM NUMBER: SELECT CRATE

INCLUDES:

- One wooden crate (as shown) with one complete set of SELECT panels, including HD panels
 - 48 qty – 4X6” panels

DIMENSIONS: 15”L x 11”W x 6.5”H

PRICE: \$100.00

*Crate can be purchased separately without finish panels as item:

JT CRATE = \$25.00 per crate

SELECT CONSOLE



Detail Image

**ITEM NUMBER: SELECT
CONSOLE**

INCLUDES:

- One console unit as shown in chalk finish. Set of finish panels sold separately. *

DIMENSIONS: 48"W x 18"D x 36"H

PRICE: \$200.00

*Complete set of 48 finish panels (4.5" x 12") sold separately as item:

JT – CONSOLE PANELS = \$200.00

SELECT KIOSK



* Components of the SELECT Kiosk can be ordered separately.
Contact Customer Service for details*

ITEM NUMBER: SELECT-KIOSK22

INCLUDES:

- Center Section, Set of Side Sections, Set of Black Turn Panels, 50" Monitor, Computer, and optional hanging rod for fabrics

DIMENSIONS: 6'W x 6'H

PRICE: \$1,500.00

*****Finish Panels and Fabric Rings are NOT included, order separately as needed:***

- Set of Standard Panels (36qty – 4x6") sold as: **SELECT DISPLAY HALF PANELS=\$200.00**
- Set of HD Panels (12 qty – 9x12") sold as: **HD JT DISPLAY=\$50.00**

SELECT ACRYLIC & HARDWARE BOARD



ITEM NUMBER: SELECT ACRYLIC

INCLUDES:

- One clear acrylic sign, nickel standoffs not included

DIMENSIONS: 60"W x 24"H

PRICE: \$150.00



ITEM NUMBER: HW BOARD JT

INCLUDES:

- One 9X12" Hardware display

PRICE: \$30.00

JT STANDARD & JT DESIGNER RING



ITEM NUMBER: JT STANDARD RING

INCLUDES: One set of 20 House Fabrics

DIMENSIONS: 6 X 8.5"

PRICE: \$25.00



ITEM NUMBER: JT DESIGNER FABRIC RING

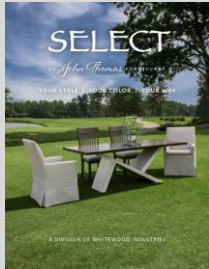
INCLUDES: One set of 50 Fashion Forward Fabrics

DIMENSIONS: 13 X 18"

PRICE: \$200.00

NEW SELECT DEALER LEVELS

LEVEL 1 (DESIGNERS/BOUTIQUES)



SELECT Catalog



JT Swatch Ring



SELECT Crate

LEVEL 2 (SINGLE RETAIL LOCATION)



JT Swatch Ring



Hardware Board



SELECT Console



SELECT Catalog

LEVEL 3 (MULTIPLE RETAIL LOCATIONS)



JT Swatch Ring



SELECT Catalog



Hardware Board



SELECT Kiosk

SELECT DEALER LEVELS

2024 NEW SELECT DELAER LEVELS

- **LEVEL 1 (Designers/Boutiques)** \$1,500 minimum opening order. 10% discount on floor models only. Supplied Marketing materials: One SELECT Catalog, One SELECT Crate, and One JT Standard Ring.
- **LEVEL 2 (Single Retail Location)** \$3,500 minimum opening order, 20% discount on floor models only. Supplied Marketing materials: One SELECT Catalog, One SELECT Console (includes all finishes), One JT Standard Ring, and One Hardware Board.
- **LEVEL 3 (Multiple Retail Locations)** \$7,500 minimum opening order, 30% discount on floor models only. Supplied with Marketing materials: One SELECT Kiosk (finishes included but must be ordered separately), One SELECT Catalog, One JT Standard Ring, and One Hardware Board.

2024 CURRENT SELECT DEALER LEVELS

- **LEVEL 1 (\$25K-50K ANNUALLY)** Eligible for up to two Sales Periods per year of 10% off all orders of JT and/or SELECT products. Sales Period equals 10 days total. Minimum 5 days per sale, not multiple single day sales.
- **LEVEL 2 (\$50K-100K ANNUALLY)** Eligible for up to three Sales Periods per year of 10% off all orders of JT and/or SELECT products. Sales Period equals 15 days total. Minimum 5 days per sale, not multiple single day sales.
- **LEVEL 3 (over \$100K ANNUALLY)** Eligible for up to four Sales Periods per year of 10% off all orders of JT and/or SELECT products. Sales Period equals 20 days total. Minimum 5 days per sale, not multiple single day sales.

2024 JT & SELECT AFFILIATION BENEFITS

- **Website Dealer Locator:** Any dealer exceeding \$25k annually will automatically be listed on our Dealer Locator. Dealers beneath that volume may be added per request from Sales Rep.
- **FMG Buying Group:** Any dealer that is a member of the FMG Buying Group receives a 30% discount on floor models only, as well as receives a 5% rebate on all purchases.
- A minimum of \$5,000 annually must be met by any account to receive automatic marketing updates. This includes ALL MARKETING ITEMS = catalogs, brochures, finish panels, fabrics, etc.
- All Marketing items not included in dealer packages above are eligible for purchase. A deduction of 1% of sales (last 12 months) will be applied to the cost. Example: SELECT Kiosk is \$1,500. If interested dealer has done \$75K last 12 months x1%, the total cost to that dealer would be \$750.
- The same equation applies for the Designer Fabric Ring. Designer Fabric Ring=.5% of sales (last 12 months).