



SELECT

BY *John Thomas* FURNITURE®

MARKETING MATERIALS

2026 UPDATE

SELECT CRATE



ITEM NUMBER: SELECT CRATE

INCLUDES:

- One wooden crate (as shown) with one complete set of SELECT panels, including HD panels
 - 48 qty – 4.5 X 6” 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

FINISH PARAWOOD = \$100.00

(just panels, no crate)

SELECT CONSOLE



ITEM NUMBER: SELECT CONSOLE

INCLUDES:

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

DIMENSIONS: 68"W x 17"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-KIOSK25

INCLUDES:

- Center Section, and One Side Section, 50" Monitor, Computer, Mouse, and Keyboard, and hanging rod for fabrics.

DIMENSIONS: 80"W x 17.5"D x 82"H

PRICE: \$2,000.00

*Finish Panels and Fabric Rings are
NOT included.
Order separately as needed.*

Complete set of 48 finish panels (4.5" x 12")
JT – CONSOLE PANELS = \$200.00

Complete Designer Fabric Ring
JT Designer Ring= \$200.00

JT Fabrics and Hardware Options



ITEM NUMBER: JT STANDARD RING

INCLUDES: One set of 20 House Fabrics

DIMENSIONS: 8.5 x 13"

PRICE: \$25.00

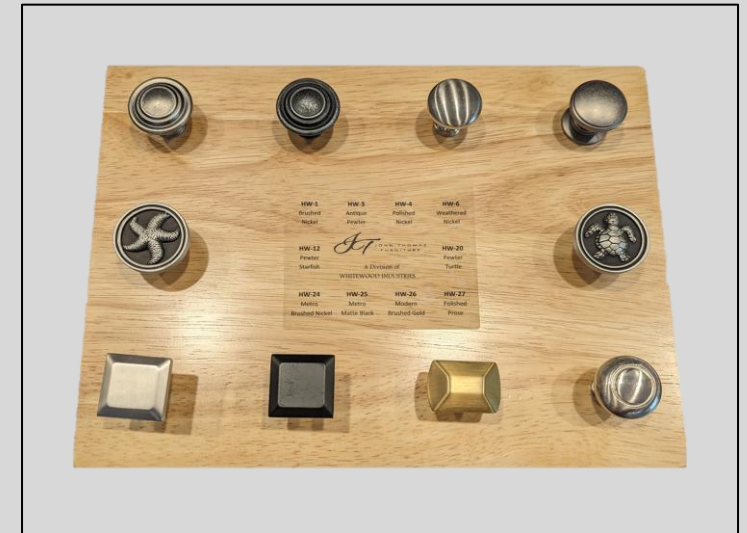


ITEM NUMBER: JT DESIGNER RING

INCLUDES: One set of 60 Fashion Forward Fabrics

DIMENSIONS: 13 X 18"

PRICE: \$200.00



ITEM NUMBER: HW BOARD JT

INCLUDES:

- One 9X12" Hardware display

PRICE: \$30.00

NEW SELECT DEALER LEVELS

LEVEL 1 (DESIGNERS/BOUTIQUES)



JT Standard Ring

SELECT Catalog



SELECT Crate

LEVEL 2 (SINGLE RETAIL LOCATION)



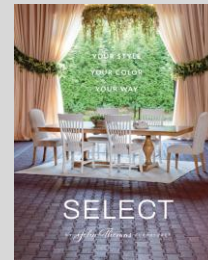
JT Standard Ring



Hardware Board



SELECT Console



SELECT Catalog

LEVEL 3 (MULTIPLE RETAIL LOCATIONS)



JT Standard Ring



SELECT Catalog



Hardware Board



SELECT Kiosk

SELECT DEALER LEVELS

2026 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.

2026 CURRENT SELECT DEALER LEVELS

- **LEVEL 1 (\$25K-50K ANNUALLY)** Eligible for up to three Sales Periods per year of 10% off all orders of JT and/or SELECT products. Sales Period equals 9 days total. Minimum 3 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.

2026 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 SELECT sales (last 12 months) will be applied to the cost.
- The same equation applies for the Designer Fabric Ring. Designer Fabric Ring=.5% of SELECT sales (last 12 months).

For All Levels: Proof of Sale/Promotion must be provided to qualify for discount. Example: Social Media Post / Ad Copy

Touch Up / Replacement Panels/Fabrics

To better serve and support our dealers, and streamline processes, Whitewood offers the following updates:

- **1. SELECT / Custom Finish touch up** – as needed Whitewood will send touch up pens or a small bottle (w/ brush) free of charge. These can be mailed to the store or directly to the customer. The shelf life of our pens / bottles is approximately 2 – 3 months. For this reason, we will only provide what is needed to complete a specific order/product.
- **2. SELECT / Custom Finish replacement finish panels/fabric swatches** – Whitewood will send up to 6 (4.5 x 6”) replacement wood panels and fabric swatches at no charge to a dealer per location each calendar year, no matter their sales volume. Once they reach this limit, the panels and fabric swatches are \$10.00 each, plus postage. All dealer’s finish panels should be updated every 2 years – It is the reps responsibly to make sure the store’s panels are current.