

WESLEY HALL

HAND MADE... BENCH MADE... AMERICAN MADE



Why Wesley Hall? . . . We are glad you asked.

PEOPLE ARE IMPORTANT - Being family-owned & family-operated, we value relationships, tell the truth and keep our promises. Whether with our employees, suppliers, or clients, we strive to treat others the way we like to be treated.

100% BENCH-MADE IN THE USA – Our products are constructed with premium cushioning, hard-wood frames & traditional, 8-way hand-tie spring systems.

INVESTING IN A BRIGHT FUTURE – Ignore what you hear about manufacturing in the United States. We are thriving and investing heavily in another generation of family ownership & NC craftsmanship.

CRAFTSMANSHIP – We pay our associates an hourly wage (vs. piece work) to ensure that no one is incented to cut corners. We maintain a long-standing workforce that delights in doing an impeccable job – together.

FABRIC SELECTION – Luxury textiles & leathers are in our blood . . . Wesley Hall brings you the most stunning, colorful, durable and saleable offering in our industry. Furthermore, we invest in ample inventories, ensuring seamless supply. Like our comfort, our pattern matching and tailoring finesse speak for themselves! We hand-cut and apply all fabrics & trims, ensuring pristine detailing.

FINISHING CHOICE – Hand-applied in house, we offer more than 40 wood finishes – traditional stains, lacquer, & metallic options suited to any and every taste.

STYLE SELECTION – We offer an extensive and broad range of styles to delight any client. Our catalog is user-friendly and brimming with 300+ pages of premium upholstery, bar & dining, and occasional products.

COMFORT – The “Wesley Hall Sit” speaks for itself . . . that said, each and every piece is hand-tied & consequently, hand-engineered to ensure a decadent & long-lasting comfort experience!

QUALITY – All of our materials, processes and practices are continually reviewed to ensure your client receives a beautifully & responsibly made piece. We measure ourselves to the highest of standards.

DELIVERY- Simply put, you can count on us. We work tirelessly to maintain appropriate inventories and responsible, reliable suppliers. From time of receipt of fabric (COM), most custom orders ship within 30 working days.

PERSON-TO-PERSON CUSTOMER SERVICE - Perhaps it’s cliché to simply say we offer “the best” service - but we simply do. You are guaranteed a caring, knowledgeable customer service representative, live, on the phone. Someone will assist you in each and every need, answer each and every question, each and every time. We even return calls!

SPECIAL REQUESTS – “Yes” is our favorite word . . . and in our corporate DNA. So, bring on your special requests - custom details, custom lengths, special delivery, you name it. When we can, we do.

CONSISTENCY – Woefully underrated in today’s business climate, we succeed in providing consistency in all aspects of our business: Quality, fashion & service.

In short - You can rest easily . . . & comfortably, when buying from
Wesley Hall, classic made current.



Thank you for considering opening an account with Wesley Hall. Below is a brief overview of the 3 steps needed to get your account established.

- STEP 1:** Our agent will manage filling out and filing most of your information with us. Please schedule a 20 minute conversation with your agent at your convenience to do so. He/she will solicit some basic information from you and walk you through our sales aid options & sales aid update policies.
- STEP 2:** Following your conversation, we need 4 things from you. (included in this packet.) Simply forward these to your agent.
- a. A signed “New Account Application for Credit” form
 - b. A N.C. sales tax exemption form, titled “Certificate of Exemption”
 - c. A copy of your Resale Certificate
 - d. Trade references
- STEP 3:** Relax . . . we should be back in touch within 7 days with everything you need to get your first order up & running!



**New Account
Sales Aid Pricing**

	<u>Cost</u>	<u>Customer Charge</u>	
Gallery Swatches	\$4,500	\$2,000	Gallery Brackets & Poles upon request
13 x 18 Swatches	\$2,500	\$1,200	Swatch Rack available for \$300
Leather Swatches	\$600	\$300	
Catalog & Price Lists	\$250	\$100	
Wood Finish Samples	\$50	\$25	
Decorative Nail Board	\$50	\$25	
Trims	\$100	\$50	
Sunbrella Book	n/a	\$75	

To Receive Complimentary Sales Aids with Opening Order:

\$7,500 Floor Sample/Stock Order - 13x18 Swatches, Catalog & pricelists, Finish Samples, Trim, & Nailboard.

\$10,000 Floor Sample/Stock Order including leather - 13x18 Swatches, Leather handle, Catalog & pricelists, Finish Samples, Trim, & Nailboard.

To qualify for biannual swatch & finish updates (August/February):

Gallery Accounts must be in excess of \$20k for receive fabric updates & in excess of \$25k for fabric and leather updates.

13x18 Accounts must be in excess of \$15k for receive fabric updates & in excess of \$20k for fabric and leather updates.

PO Box 9
Hickory, NC 28603
Phone: 828-324-7466
Fax: 828-324-8547

WESLEY HALL

New Account Application for Credit

Owners / Officers

<u>Name</u>	<u>Title</u>	<u>Email</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

Payment Preference: Net 30 Cash In Advance Deposit / Balance Upon Completion Credit Card
(UPON APPROVAL) (3% CONVENIENCE FEE)

Applicant authorizes the release of information from this application, but not limited to this application. I understand that the terms of Wesley Hall Inc., are net 30 days from the date of the invoice, unless otherwise specified. Applicant agrees to all invoice terms. Applicant and signatories agree to be jointly and severally liable for all unpaid balances, collection costs, and attorney fees in the event Wesley Hall is facing a credit loss due to, but not limited to, bankruptcy filing, voluntary closing, or sale of business. Applicant grants creditor the option to require a security interest in creditor's products and proceeds thereof in which this application or a copy thereof may be used as a security agreement.

<u>Printed Name</u>	<u>Signature</u>	<u>Date</u>
_____	_____	_____
_____	_____	_____

Please provide financial statement and trade references

Please provide copy of Resale Certificate and NC Tax Exemption Form

Other Information

Streamlined Sales and Use Tax Agreement Certificate of Exemption

This is a multi-state form. Not all states allow all exemptions listed on this form. Purchasers are responsible for knowing if they qualify to claim exemption from tax in the state that would otherwise be due tax on this sale. The seller may be required to provide this exemption certificate (or data elements required on the form) to a state that would otherwise be due tax on this sale.

The purchaser will be held liable for any tax and interest, and possibly civil and criminal penalties imposed by the member state, if the purchaser is not eligible to claim this exemption. A seller may not accept a certificate of exemption for an entity-based exemption on a sale made at a location operated by the seller within the designated state if the state does not allow such an entity-based exemption.

- 1 Check if you are attaching the Multistate Supplemental form.
 If not, enter the two-letter postal abbreviation for the state under whose laws you are claiming exemption.
- 2 Check if this certificate is for a single purchase and enter the related invoice/purchase order # _____.

3 Please print

Name of purchaser			
Business address		City	State Zip code
Purchaser's tax ID number		State of issue	Country of issue
If no tax ID number, enter one of the following:	FEIN	Driver's license number/State issued ID number state of issue number	Foreign diplomat number
Name of seller from whom you are purchasing, leasing, or renting			
Seller's address		City	State Zip code

4 Type of business. Check the number that describes your business.

<input type="checkbox"/> 01 Accommodation and food services	<input type="checkbox"/> 11 Transportation and warehousing
<input type="checkbox"/> 02 Agricultural, forestry, fishing, and hunting	<input type="checkbox"/> 12 Utilities
<input type="checkbox"/> 03 Construction	<input type="checkbox"/> 13 Wholesale trade
<input type="checkbox"/> 04 Finance and insurance	<input type="checkbox"/> 14 Business services
<input type="checkbox"/> 05 Information, publishing, and communications	<input type="checkbox"/> 15 Professional services
<input type="checkbox"/> 06 Manufacturing	<input type="checkbox"/> 16 Education and health-care services
<input type="checkbox"/> 07 Mining	<input type="checkbox"/> 17 Nonprofit organization
<input type="checkbox"/> 08 Real estate	<input type="checkbox"/> 18 Government
<input type="checkbox"/> 09 Rental and leasing	<input type="checkbox"/> 19 Not a business
<input type="checkbox"/> 10 Retail trade	<input type="checkbox"/> 20 Other (explain) _____

5 Reason for exemption. Check the letter that identifies the reason for the exemption.

<input type="checkbox"/> A Federal government (department) _____	<input type="checkbox"/> H Agricultural production # _____
<input type="checkbox"/> B State government (name) _____	<input type="checkbox"/> I Industrial production/manufacturing # _____
<input type="checkbox"/> C Tribal government (name) _____	<input type="checkbox"/> J Direct pay permit # _____
<input type="checkbox"/> D Foreign diplomat # _____	<input type="checkbox"/> K Direct mail # _____
<input type="checkbox"/> G Resale # _____	<input type="checkbox"/> L Other (explain) _____

6 Sign here. I declare that the information on this certificate is correct and complete to the best of my knowledge and belief.

Signature of authorized purchaser	Print name here	Title	Date