

A modern dining room featuring a round wooden table with a thick top and a curved base. Four upholstered chairs with wooden frames are arranged around the table. On the table are two white ceramic vases, one containing greenery and the other containing red fruit. In the background, a kitchen island with a marble countertop and wooden cabinets is visible, along with two pendant lights hanging from the ceiling.

JES & GRAY

LIVING

TRADE SERVICES

ALEXANDER CITY | DESTIN | SPANISH FORT

SOURCING REWARDS

Streamline and elevate your projects with access to premium sourcing solutions by becoming a member of the most competitive Trade program in the Southeast.

STANDARD TRADE

20%
Discount or Commission

On In-Stock & Special Order Merchandise
Source From Top Vendors
No Order Minimums

EXAMPLE

Purchase a Standard Trade Item
Retail is \$2,500
Receive a \$500 Discount or Commission
We Handle the Freight, Receiving & Claims

WHOLESALE PRO

40%
Discount Only

In-Stock & Ready To Ship
On Wholesale PRO Eligible Items
No Order Minimums

EXAMPLE

Order a Wholesale PRO Eligible Item
Retail is \$2,500
Receive a \$1,000 Discount
We Handle the Freight, Receiving & Claims

TO SHOP WHOLESALE PRO:



dovetailhome.com

USERNAME:
tradeservices@jesandgray.com

PASSWORD:
TradePartner1!



therwcollective.com

USERNAME:
tradeservices@jesandgray.com

PASSWORD:
TradePartner1!



fourhands.com

USERNAME:
tradeservices@jesandgray.com

PASSWORD:
TradePartner1!

PRICING SHOWN WILL BE MAP PRICING BEFORE ANY DISCOUNT IS APPLIED

FREQUENTLY ASKED QUESTIONS

CAN I ORDER ONLINE?

Our website does not currently support online ordering. To place an order, contact your local gallery.

WHAT IS YOUR RETURN POLICY?

We offer a 7-day return policy for a full refund on the original form of payment and a 30-day return window for an account credit. We do not accept returns on custom orders. Returns on special orders will be subject to a 15% restocking fee.

WHEN WILL I RECEIVE MY COMMISSION CHECK?

Commission checks will be issued once the invoice has been paid in full, all product delivered and the 30-day return window has passed (30 days from delivery of last item, not original sale date). Checks will be mailed to the address listed on your trade application. Trade discounts and commissions may not be combined with any other discount, promotion or sale pricing. This includes markdowns at the Stock & Trade Outlet.

WHAT IS THE APPLICATION PROCESS?

Send your trade application and required supporting documents to tradeservices@jesandgray.com. The application process can take up to 48 hours (business days) and you will receive an email notification once approved. Trade Services is open Mon-Fri from 8:30am to 5:30pm CST.

WHERE DO YOU SHIP TO?

We offer nationwide residential and B2B shipping. For more information, contact your local store.

**ENJOY ACCESS AND EXCLUSIVE DISCOUNTS TO
3 DESIGN FOCUSED BRANDS - ALL WITH A SINGLE
MEMBERSHIP**

JES & GRAY
LIVING



EH **ENCORE**
HOME

FOLLOW US ON SOCIALS:

@JESANDGRAY

STANDARD TRADE PROGRAM DETAILS

- Approved Trade Members receive a 20% discount or commission on qualifying merchandise, identified in store with a white tag.
- Qualifying merchandise is on all in stock and special order products.

WHOLESALE PRO PROGRAM DETAILS

- Wholesale PRO eligible items are identified in store with a navy tag. These items must be ordered to receive the 40% discount. If purchased from the floor, the discount is 20%.
- Wholesale PRO is discount only and does not receive a commission.
- **Trade members must purchase Wholesale PRO for clients with their own method of payment. The discount may not be used by their client.**
- If designer selects commission option on Wholesale PRO eligible items (declines 40% discount) they will receive 20% commission instead of the 40% discount. No 40% commissions will be paid.
- Clients must order Wholesale PRO eligible items to receive the 40% discount. Items sold off of the floor do not qualify, unless specified as a Wholesale PRO eligible item.
- All Wholesale PRO purchases will be shipped to the store, unless client arranges their own freight carrier to pick up from the Distribution Center in Rockford, AL. **Pickup at the DC MUST be scheduled through the store and must be relayed to sales associate at time of purchase.**

TERMS & CONDITIONS

- Trade Services account holder must be present at time of purchase. If you cannot be present with your client, you must notify the gallery ahead of time that you are sending a client in.
- Trade purchases must be invoiced under the Trade Services member account to receive a discount or commission. If your client fails to notify us and the order is invoiced under the client, no commission will be issued.
- Trade discounts and commissions may not be combined with any other sale, discount, clearance or promotional pricing. This includes markdowns at the Stock & Trade Outlet.
- Your commission checks will be mailed to the address that you provide on your application.
- Jes & Gray Living, and affiliated brands, are not responsible for commission checks that are returned to sender due to an incorrect address on a Trade Member's account.
- To make changes to your Trade Member account, please contact your local gallery or email tradeservices@jesandgray.com.
- Commission checks will be issued once invoice has been paid in full, all product delivered and 30-day return policy passed (30-days from delivery, not sale date). See Frequently Asked Questions for full return policy details.
- Items must be picked up within 7 days or there will be a 1% *storage fee. The fee is 1% of the total order, and the fee will be an additional 1% for each week it is held. If a client picks up 2 weeks after the first 7 days, the client will be charged 2% of the order.

By signing below, you agree to the Terms & Conditions outlined above.

BUSINESS INFORMATION:

COMPANY NAME

STREET ADDRESS

PHONE

CITY, STATE, ZIP

EMAIL

INSTAGRAM HANDLE

AUTHORIZED CONTACTS/BUYERS:

LAST NAME

FIRST NAME

TITLE

REQUIRED DOCUMENTATION:

☐

INTERIOR DESIGNER

☐

STAGER

YOU **MUST** PROVIDE ONE OF THE FOLLOWING - PLEASE CHECK **ALL** YOU ARE INCLUDING:

- ☐ COPY OF VALID BUSINESS LICENSE VERIFYING YOUR BUSINESS IN INTERIOR DESIGN OR HOME STAGING
- ☐ COPY OF VALID SALES TAX EXEMPT CERTIFICATE THAT VERIFIES THE VALIDITY OF THE BUSINESS AS INTERIOR DESIGN OR HOME STAGING
- ☐ COPY OF A VALID IRS ISSUED EIN CERTIFICATE VALIDATES THE BUSINESS AS INTERIOR DESIGN OR HOME STAGING
- ☐ COPY OF A VALID MEMBERSHIP IN A MAJOR DESIGN ORGANIZATION (E.G., ASID, AIA, NKBA, IDC) OR AN INTERIOR DESIGN CERTIFICATE (E.G., NCIDQ, CCIDC)

TO RECEIVE COMMISSION, YOU MUST PROVIDE A W9:

- ☐ COMPLETED W-9 INCLUDED WITH YOUR TRADE APPLICATION

IF YOUR BUSINESS IS CLAIMING TAX EXEMPT STATUS, YOU MUST PROVIDE BOTH:

- ☐ VALID STATE SALES TAX EXEMPT CERTIFICATE
- ☐ COMPLETED MULTIJURISDICTIONAL UNIFORM SALES & TAX USE CERTIFICATE, INCLUDED IN APPLICATION

REQUIRED APPLICATION SIGNATURE - FAILURE TO SIGN BELOW WILL DELAY YOUR APPROVAL

SIGNATURE OF BUSINESS OWNER OR AUTHORIZED BUSINESS PERSONNEL

PRINT LAST NAME

DATE

HOW DID YOU HEAR ABOUT US?

☐

FACEBOOK

☐

INSTAGRAM

☐

EMPLOYEE

☐

WORD OF MOUTH

Request for Taxpayer Identification Number and Certification

Give Form to the
requester. Do not
send to the IRS.

Print or type
See Specific Instructions on page 2.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification; check only **one** of the following seven boxes:

- ☐ Individual/sole proprietor or single-member LLC
☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=partnership) ▶ _____
Note. For a single-member LLC that is disregarded, do not check LLC; check the appropriate box in the line above for the tax classification of the single-member owner.
☐ Other (see instructions) ▶ _____
- ☐ C Corporation
☐ S Corporation
☐ Partnership
☐ Trust/estate

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) _____

Exemption from FATCA reporting code (if any) _____

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.)

Requester's name and address (optional)

6 City, state, and ZIP code

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

Note. If the account is in more than one name, see the instructions for line 1 and the chart on page 4 for guidelines on whose number to enter.

Social security number

				-			-				
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or

Employer identification number

		-									
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Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions on page 3.

**Sign
Here**

Signature of
U.S. person ▶

Date ▶

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. Information about developments affecting Form W-9 (such as legislation enacted after we release it) is at www.irs.gov/fw9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)

- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)

- Form 1099-C (canceled debt)

- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What is backup withholding?* on page 2.

By signing the filled-out form, you:

- Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
- Certify that you are not subject to backup withholding, or
- Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income, and
- Certify that FATCA code(s) entered on this form (if any) indicating that you are exempt from the FATCA reporting, is correct. See *What is FATCA reporting?* on page 2 for further information.

UNIFORM SALES & USE TAX EXEMPTION/RESALE CERTIFICATE — MULTIJURISDICTION

The below-listed states have indicated that this certificate is acceptable as a resale/exemption certificate for sales and use tax, subject to the notes on pages 2—4. The issuer and the recipient have the responsibility to determine the proper use of this certificate under applicable laws in each state, as these may change from time to time.

Issued to Seller: _____

Address: _____

I certify that:

Name of Firm (Buyer): _____

Address: _____

is engaged as a registered

☐ Wholesaler

☐ Retailer

☐ Manufacturer

☐ Seller (California)

☐ Lessor (see notes on pages 2—4)

☐ Other (Specify) _____

and is registered with the below-listed states and cities within which your firm would deliver purchases to us and that any such purchases are for wholesale, resale, or ingredients or components of a new product or service to be resold, leased, or rented in the normal course of business. We are in the business of wholesaling, retailing, manufacturing, leasing (renting) selling (California) the following:

Description of Business: _____

General description of tangible property or taxable services to be purchased from the Seller: _____

State	State Registration, Seller's Permit, or ID Number of Purchaser	State	State Registration, Seller's Permit, or ID Number of Purchaser
AL ¹		MO ¹⁶	
AR		NE ¹⁶	
AZ ²		NV	
CA ³		NJ	
CO ⁴		NM ^{4,17}	
CT ⁵		NC ¹⁸	
FL ⁶		ND	
GA ⁷		OH ¹⁹	
HI ^{4,8}		OK ²⁰	
ID		PA ²¹	
IL ^{4,9}		RI ²²	
IA		SC	
KS		SD ²³	
KY ¹⁰		TN	
ME ¹¹		TX ²⁴	
MD ¹²		UT	
MI ¹³		VT	
MN ¹⁴		WA ²⁵	
		WI ²⁶	

I further certify that if any property or service so purchased tax free is used or consumed as to make it subject to a Sales or Use Tax we will pay the tax due directly to the proper taxing authority when state law so provides or inform the Seller for added tax billing. This certificate shall be a part of each order that we may hereafter give to you, unless otherwise specified, and shall be valid until canceled by us in writing or revoked by thee city or state.

Under penalties of perjury, I swear or affirm that the information on this form is true and correct as to every material matter.

Authorized Signature: _____
(Owner, Partner, or Corporate Officer, or other authorized signer)

Title: _____

Date: _____