

From: Jody Porter <[REDACTED]>
To: [REDACTED] <[REDACTED]>, Store 107 <[REDACTED]>
Cc: Jody Porter <[REDACTED]>
Subject: Re: Welcome to RH-Trade program!
Date: Wed, 25 Sep 2013 14:29:00 +0000

Hi [REDACTED],
You can certainly use SLK Designs, just as long as we have ok from the person who opened up the trade account.
Hope you are well and see you soon,
jody

On Wednesday, September 25, 2013, [REDACTED] wrote:
Hi Jody... [REDACTED], a colleague of mine, opened up an account with Restoration Hardware under our SLK Design LLC...do I still need to open up under my name as well? Or will this suffice? Hope you are well! [REDACTED]

Begin forwarded message:

From: [REDACTED] <[REDACTED]>
Subject: Fwd: Welcome to RH-Trade program!
Date: September 24, 2013 6:29:25 PM EDT
To: [REDACTED] <[REDACTED]>, Daphne Wallace <[REDACTED]>, Bella Klein <[REDACTED]>, Richard Kahn <[REDACTED]>

----- Forwarded message -----
From: Restoration Hardware Trade Customer Service <[REDACTED]>
Date: Tue, Sep 24, 2013 at 5:48 PM
Subject: Welcome to RH-Trade program!
To: [REDACTED]

Dear [REDACTED],

Welcome to RH Contract. As a division of Restoration Hardware, RH Contract provides tailored products and services to the hospitality, commercial and multi-residential marketplace from one of the fastest growing and most innovative luxury brands.

We are pleased to welcome: SLK Design LLC
RH Contract Membership #: 201309069502

We'd like to take this opportunity to introduce you to RH Contract.

WHAT WE STAND FOR

COMMERCIAL GRADE PRODUCT

Given our exacting standards, high-grade materials and rock solid construction methodology and fabrication techniques, the vast majority of product we sell already meets commercial standards. In addition, many items can be specified to contain specific fire-rated fabrics and foam to address

commercial fire-rating requirements. Plumbing fixtures are manufactured to address lead-free requirements. All lighting is UL/CSA rated and approved. Some items sold in our retail Galleries are intended for use solely in residential environments – we know precisely which items these are, and we will advise you against using them for commercial uses.

SINGLE-SOURCE SUPPLIER

RH is absolutely unique in the industry in that we offer the broadest range of product categories. RH Contract can be your partner, offering the simplicity of single-source supply.

PROVEN TRACK RECORD | INSTALLATIONS

For six years the RH Contract team has been supplying high quality product to global contract projects. We have worked with the leading global hotel brands, large-scale developers and an impressive portfolio of commercial clients. If you are interested in seeing more information on our installation portfolio, please let us know.

BROAD CONTRACT PRODUCT OFFERING

We are committed to supporting your business. Our RH Contract team will work with you to find the best solution for your large-scale projects, often tailoring products and delivery options to meet your requirements. Product categories we frequently sell to Contract customers include:

- Outdoor Furniture
- Indoor and Outdoor Lighting
- Commercial Grade Upholstered Furniture
- Guest Room Furniture
- Bath Hardware, Accessories and Lighting
- Bath Furniture and Vanities
- Kitchen and Bathroom Cabinet Hardware

Whether you are working on a new build, major renovation or need items to support your capital expenditure projects, our RH Contract sales team welcomes the opportunity to work with you.

EXCEPTIONAL DESIGN | OUTSTANDING QUALITY | UNPRECEDENTED VALUE

We leverage our strengths as a lifestyle leader to offer our Contract customers beautifully designed, outstanding quality products for production prices. Our culture of innovation, superior product development capabilities, integrated multi-channel infrastructure and significant scale enable us to offer what we believe is an unmatched combination of design, quality and value.

EXPERIENCED CONTRACT PROJECT MANAGEMENT

As an RH Contract customer, you'll enjoy special buying privileges, competitive project-based discounts and personalized service through our dedicated project management and sales teams. All members of our team have experience working in the hospitality and commercial segment and understand the special dynamics and challenges of projects within this industry. We are open to partnering with your company to develop unique, project-based programs and deliver creative solutions to make your project a success.

PRODUCT SUPPLY | CONTRACT PRICING

In working directly with the RH Contract sales team, the following pricing program is uniquely offered to the members of the RH Contract Program.

- **Special Orders:** We are able to offer our best discounts to customers who order in bulk. We determine our pricing on a project-by-project basis. Depending on the product and quantity you require, our special order pricing can be anywhere from a 30%-60% discount. Our lead-time for special orders is approximately 120 days.
- **Express Ship:** While our RH Contract lead time for delivering most special order products is 120 days, we realize that RH Contract customers need products more urgently for certain projects. We have a core range of Express Ship products in stock at all times that can be delivered to your project within 1-2 weeks. Our quick-ship products are typically offered at a 25-40% discount.
- **Core Inventory:** The Contract discount is also available for our core inventory of product. The minimum discount that will be offered to Contract customers is 20%.

To learn more about the RH Contract Program, discuss your project needs, talk to us about how we can support your large-scale project or request a quote, contact your regional RH Contract representative:

CONTACTS

Northwest | Northern California | 503.758.2657