

# SCHWARTZ

DESIGN SHOWROOMS





## ALEXIS VARBERO

OWNER + CEO

Thank you for your interest in Schwartz Design Showroom, a family-owned business that's been a rich resource for designers, architects and builders for over 75 years. We are happy to be considered as part of your vendor portfolio.

As an interior design showroom exclusively to the trade, our mission is to support our designers throughout the process. Our goal is to inspire you to create unique experiences for your clients while helping you grow your business. That is why our expansive showrooms located in Edison, NJ, Peapack-Gladstone, NJ and Stamford, CT are infused with the latest in fine furniture, lighting, textiles & wallcoverings, accessories, art, and hardware. In addition, our talented, experienced staff is on hand to help you with all the details, from researching and ordering to follow-up and customer service. Our skillful design associates understand the industry and are known for providing personalized support to all of the designers who work with us.

We also host events and seminars with a surplus of leading industry professionals including the likes of designer and author Thom Filicia, owner and creative director of Old Biscayne, Gretchen Gabrielli, design consultant for Lloyd Princeton, LuAnn Nigara and many more.

Come visit us at any of our three showrooms or work with us virtually via FaceTime or Zoom. Head to [schwartzdesignshowroom.com](http://schwartzdesignshowroom.com) to preview our Vendor Catalog and for more inspiration follow us on instagram @schwartzdesignshowroom.

Thank you again for your interest in Schwartz Design Showrooms. We look forward to the opportunity to work together.

Kind Regards,

Alexis

## CONTACT INFORMATION

### PRESIDENT + CEO

Alexis Varbero	President + CEO .....	alexis@schwartzdesignshowroom.com
Tracey Heinemann	Chief Marketing Officer.....	tracey@schwartzdesignshowroom.com
Heather Desmond	Accessories + Art Buyer.....	heatherd@schwartzdesignshowroom.com

### EDISON, NJ

Wendy Perry	Showroom Manager.....	wendy@schwartzdesignshowroom.com
Jill Goldfarb	Customer Service & Logistics.....	jill@schwartzdesignshowroom.com
Fran Manfre	Sample Requests.....	fran@schwartzdesignshowroom.com
Lana Buniewicz	Furniture Sales.....	lana@schwartzdesignshowroom.com
Beth San Filippo	Furniture Sales.....	beth@schwartzdesignshowroom.com
Mary Ann Alvine	Textiles & Wallcoverings Sales.....	maryann@schwartzdesignshowroom.com
Dayana Mondesi	Textiles & Wallcoverings Sales.....	dayana@schwartzdesignshowroom.com
Sami Spurr	Sales Associate .....	sami@schwartzdesignshowroom.com
Karol Calvache	Sales Operations.....	karol@schwartzdesignshowroom.com
Randi Fishman	Accounts Payable .....	randi@schwartzdesignshowroom.com
Donna Erskine	Accounts Receivable.....	donnae@schwartzdesignshowroom.com

### PEAPACK & GLADSTONE, NJ

Heather Connell	Showroom Manager.....	heather@schwartzdesignshowroom.com
Leslie Long	Accounts Receivable.....	leslie@schwartzdesignshowroom.com
Theresa Peterson	Sales Associate .....	theresa@schwartzdesignshowroom.com
Allison Schnoor	Sales Associate .....	theresa@schwartzdesignshowroom.com

### STAMFORD, CT

Donna Murtha	Showroom Manager.....	donna@schwartzdesignshowroom.com
Bela Thakker	Accounts Receivable.....	bela@schwartzdesignshowroom.com
Lisa McAllister	Customer Service + Operations.....	lisa@schwartzdesignshowroom.com
Carly Lesko	Sales Associate .....	carly@schwartzdesignshowroom.com
Kim Mixer	Sales Associate .....	donna@schwartzdesignshowroom.com
Nancy Harris	Textiles & Wallcoverings Sales.....	nancy@schwartzdesignshowroom.com
Cynthia Smith	Sales Support.....	cynthia@schwartzdesignshowroom.com
Marina Kotovnikov	Sales Support.....	marina@schwartzdesignshowroom.com

#### EDISON

80 Fulton Street  
Edison, NJ 08817  
732.205.0291

#### PEAPACK & GLADSTONE

3 School Street  
Peapack, NJ 07977  
732.769.6744

#### STAMFORD

330 Fairfield Avenue  
Stamford, CT 06902  
203.817.0433

## WE PUT A PREMIUM ON SERVICE

- Knowledgeable sales team with decades of combined experience
- Comprehensive library of vendor sources both online and in person
- CAD layout and room design
- Coordinate details with vendors and fulfillment centers
- Tracking from inception of sale to delivery to expedite process
- Manage claims
- Rewards program

## DESIGNER LOYALTY PROGRAM

Loyalty credits will be given at the end of December. The amounts will be calculated on orders delivered and paid for from January 1st through December 31st of that calendar year. Loyalty points will be available for use in the 1st quarter of the following year. They are to be used on new orders placed the following calendar year.\*

*\*Excludes fabric, wallpaper, tax, freight, local delivery and drop ship fees. Loyalty points earned cannot be used toward fabric or wallpaper orders.*

### HOW ARE LOYALTY POINTS EARNED?

- Requires a \$10,000 minimum of paid invoices with a calendar year.
- For each additional \$10,000 of paid invoices, receive another credit of \$100 to be used on new orders invoiced the following year.
- A BONUS of \$500 credit will be given for every \$100,000 of paid invoices that calendar year.

### EXAMPLE

A designer who is invoiced for \$50,000 in one calendar year will receive a credit of \$400 to be used the following year!

\$100 for \$10-\$20K  
+ \$100 for \$20-30K  
+ \$100 for \$30-40K  
+ \$100 for \$40-50K  
= \$400 credit

## ACCESSORY BORROWING PROTOCOL

In the dynamic world of interior design, the artistry captured in photo shoots is a powerful tool for showcasing creativity and attracting attention. Schwartz Design Showrooms is delighted to support designers in this endeavor by offering our exquisite accessories for photo shoots. To ensure a seamless collaboration and mutual benefit, we have established the “Accessory Borrowing Protocol for Photo Shoots.” These guidelines are crafted to provide clarity, protect the integrity of our products, and foster a symbiotic relationship between our clients and Schwartz Design Showrooms. By adhering to these rules, designers not only enhance the visual impact of their projects but also contribute to the promotion of our showroom and our respective vendor partners. We appreciate your commitment to these principles and look forward to a successful partnership that elevates both your designs and our brand.

### TAGGING ON INSTAGRAM

- When featuring Schwartz Design Showrooms’ accessories in your photo shoot, it is mandatory to tag **@SchwartzDesignShowroom** on Instagram in all related posts and stories.

### CONDITION OF PRODUCTS

- Return all borrowed products in the same condition they were received. Any damages or wear should be reported immediately.

### SCHEDULE APPOINTMENT

- Contact showroom in advance to schedule an appointment to shop full range of accessories. This allows us to ensure a designated staff member is on hand and ready to assist with your selections.

### NOTIFICATION OF LOAN DURATION

- Notify Schwartz Design Showrooms staff in advance of the expected duration for which you will be borrowing the accessories. This allows us to manage inventory and plan for future requests.

### IMAGERY FOR MARKETING

- Provide high-quality images of the photo shoot featuring Schwartz Design Showrooms’ accessories. These images will be used for marketing purposes, including social media, website, and promotional materials.

### CONTACT INFORMATION FOR CREDIT

- Supply editors with all necessary contact information for Schwartz Design Showrooms when submitting images for publication. This should include the showroom’s name, address, phone number, email, website and instagram feed.

### ACKNOWLEDGMENT IN PRINT & DIGITAL PRESS

- Ensure that Schwartz Design Showrooms is credited appropriately in any magazines or publications where the images are featured. This includes mentioning the showroom’s name and providing a brief description if required.

### RETURN DEADLINE

- Adhere to the agreed-upon deadline for returning the borrowed accessories. Extensions may be requested in advance if needed, and approval will be subject to availability.

### HANDLING & TRANSPORTATION

- Handle all accessories with care during transportation and the photo shoot. Use appropriate packaging and precautions to prevent any damage.

### PROMOTION COLLABORATION

- Be open to collaboration with Schwartz Design Showrooms for additional promotion opportunities. This may include joint social media features, blog posts, or other promotional activities.

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**THANK YOU FOR YOUR COOPERATION AND CREATIVITY!**



## PHOTOSHOOT LOAN POLICIES

This document outlines the policies and procedures for the loan of accessories, furniture, and art from Schwartz Design Showroom for use in photoshoots and/or showhouses. This ensures that all loans are managed efficiently and fairly, and that items are returned in good condition.

### POLICIES

#### APPOINTMENT & LOAN AGREEMENT

- All loans must be scheduled by appointment.
- Designers must sign a Loan Agreement prior to borrowing any items.

#### LOAN FEES

- A non-refundable fee will be charged for all loans.
- Loan of up to 10 items: \$250
- Loan of 11 or more items: \$500
- Oversized items (including furniture, art, or mirrors): \$1,000
- The fee will be applied towards the final purchase if the items are bought. If no items are purchased, Schwartz will retain the fee.

#### RESPONSIBILITY & TRANSPORTATION

- Designers are responsible for the transportation of all loaned items.
- It is recommended to use a professional mover for larger pieces (including furniture, art and mirrors) to ensure safe transport.

#### CONDITION & CARE OF LOANED ITEMS

- All items must be returned in the same condition as they were borrowed.
- Any damage or loss of items will be the designer's responsibility and may incur additional charges.

#### LOAN DURATION

- The loan period is typically 72 hours, unless otherwise agreed upon in writing.
- Extensions may be granted on a case-by-case basis and may incur additional fees.

#### RETURN OF ITEMS

- All items must be returned by the agreed-upon date.
- Late returns will incur a late fee of \$50 per day.

#### PURCHASE OF LOANED ITEMS

- If the designer decides to purchase any of the loaned items, the loan fee will be applied towards the final purchase price.
- A purchase decision should be communicated to Schwartz Design Showroom before the end of the loan period.

### PROCEDURES

#### SCHEDULING AN APPOINTMENT

- Contact Schwartz Design Showroom to schedule an appointment for selecting loan items. Appointments can be made with the contacts listed for each location.

#### SIGNING THE LOAN AGREEMENT

- Upon selecting the items, the designer will be required to sign a Loan Agreement detailing the items, loan duration, and fees.
- A copy of the signed agreement will be provided to both the designer and Schwartz Design Showroom.

#### PAYMENT OF LOAN FEE

- The loan fee must be paid in full at the time of signing the Loan Agreement.
- Payments can be made via credit card, check, or direct bank transfer.

#### TRANSPORTING ITEMS

- Designers are responsible for arranging the transport of the items from and back to Schwartz Design Showroom.
- Professional movers are recommended for oversized items to prevent damage during transport.

#### RETURN PROCESS

- Items must be returned by the agreed-upon date and time.
- Upon return, items will be inspected for any damage or wear.
- Any damages will be assessed, and the designer will be notified of any additional charges.

#### PURCHASING LOANED ITEMS

- If the designer wishes to purchase any loaned items, they should notify Schwartz Design Showroom before the loan period ends.
- The loan fee will be deducted from the total purchase price of the items.

#### HANDLING DAMAGES & LOSSES

- If an item is damaged or lost, the designer must inform Schwartz Design Showroom immediately.
- An assessment will be conducted, and the designer will be responsible for the cost of repairs or replacement.

### CONTACT

#### EDISON, NJ

Wendy Perry  
732.205.0291  
wendy@schwartzdesignshowroom.com

#### PEAPACK, NJ (THE BARN)

Heather Connell  
732.769.6744  
heather@schwartzdesignshowroom.com

#### STAMFORD, CT

Donna Murtha  
203.817.0433  
donna@schwartzdesignshowroom.com

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#### LOAN DATES

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#### FEES

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#### FIRST NAME

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#### LAST NAME

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#### SIGNATURE

## POLICIES & PROCEDURES

### SHOWROOM OPERATION

- Schwartz Design Showrooms (SDS) are open Monday through Friday, 10:00AM until 5:00PM. Special arrangements can be made. Please contact anyone in the Sales Department. No appointment is necessary, however we would love to know when you are coming and if there is anything we can help prepare for your meeting.
- Please bring your clients into the showroom. All pricing is at list.
- Accessories may be taken out of the showroom on approval. A check for the full amount is required. Lighting may be taken on approval as well; a restocking fee of \$25 will be charged for any hanging chandelier that is returned. You will be invoiced for all the items not returned within 48 hours.
- SDS can receive small items i.e., lamps and small tables. There is a \$25 receiving and handling fee. We will open and inspect each item for damage. All charges are in addition to the manufacturer's own freight charges.
- Fabric and wood samples may be signed out of the showroom. Fabric samples must be returned within seven days, while all wood samples must be returned within 24–48 hours, or you will be charged \$15. If you require samples for a longer period of time, we can order swatches from the manufacturer for you. Please keep in mind that some manufacturers charge for wood samples, so cost and shipping may apply.
- Please feel free to use our color copier for all your research needs. We can also scan and e-mail pictures to you if necessary.

### PRICING INFORMATION

- Please fill out the SDS Quote form, with all relevant information including your client's name and your warehouse. All information is necessary to ensure proper pricing.
- Requests can be made via email, or in person. No pricing will be given over the phone.

### FREIGHT + DELIVERY

- Freight rates below are to the Tri-State receiving warehouses.
- From North Carolina & Virginia is 8% or \$100 minimum.  
From California is 12–20% or \$175 minimum.  
From Texas is 10% or \$125 minimum.  
From American Leather is 12%.
- Local delivery is established between you and your warehouse and is an additional, separate charge.

### PLACING THE ORDER

- After the quote is given and you have received, please send us a purchase order via fax or e-mail. A Sales Order will be made up and sent to you for review and approval. It is imperative that you read and check all information for accuracy. A 50% deposit is due to place the order. If the item is being shipped directly to you or the client, 100% is due.
- SDS accepts checks, cash or credit card. A credit card authorization form can be found on our website under the Members section.
- COM and finish information must be on your order or the manufacturer will not process it.
- Please tag COM:  
Schwartz Design / Sales Order # / Designer Name / Client Name
- All tagging and ship-to information will be provided on the sales order.

### SHIPPING & FINAL PAYMENT

- You may check status of your order at any time. Please use your sales order number as reference.
- Once the order ships from the manufacturer, the manufacturer will invoice SDS. We will in turn invoice you for the balance due via fax or email. Payment is due in full at this time. All efforts are made to ensure that once your item/s hits the warehouse everything is paid in full and ready for release.
- Once released your warehouse will contact you directly to set up delivery.

### BROKEN OR DAMAGED GOODS

- Mark any/all scratches or damages on the delivery slip and make sure the delivery company is aware. Please photograph damages at the time of delivery
- In order to accurately track damages, a Damage Report, complete with photos must be completed and emailed to:  
**NEW JERSEY:** Jill Goldfarb jill@schwartzdesignshowroom.com  
**CONNECTICUT:** Lisa McAllister lisa@schwartzdesignshowroom.com
- Minor repairs are easily made in your client's home by appointment. There is no charge to you or your client.

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## FURNITURE

American Leather  
Aronson Woodworks  
Arteriors  
Artifacts  
Baker  
Belle Meade Signature  
Bernhardt  
Bethel International  
Bliss Studio  
Braxton Culler  
Brownstone  
Burton James  
Camlen Furniture  
Canadel  
Caracole  
Century  
Chaddock  
Charleston Forge  
Chelsea House  
Cisco Brothers  
Currey & Co  
Cyan  
Decorative Crafts  
Design Master Furniture  
Directional  
Dovetail  
Dunes and Duchess  
Essentials for Living  
Fairfield Chair  
Four Hands  
Gabby Home  
Gar  
Global Views  
Hancock & Moore  
Hekman  
Hickory Chair  
Hickory White  
Highland House  
Hooker  
Interlude  
Jamie Young  
Jessica Charles  
Jimeco  
John Richard  
Johnston Casuals  
Jonathan Charles  
Julian Chichester  
Kindel  
Kolkka  
Lane Venture  
Lazar  
Leathercraft

Lee  
Leuven Home  
Lexington  
MacKenzie-Dow  
Made Goods  
Maitland Smith  
Modern History  
Mr & Mrs Howard  
Mr Brown  
Noir  
Old Biscayne  
Oly  
Palecek  
Port 68  
Port Eliot  
Precedent  
Redford House  
Regina Andrew Detroit  
Rene Cazares  
Robert James  
Roberta Schilling  
Sarried  
Sherrill Occasional  
Somerset Bay  
Southern Home Collection  
Sublime Original  
Swaim  
Taylor King  
Thayer Coggin  
The Tac Room  
Theodore Alexander  
Tomlinson  
Trica  
Universal Furniture  
Uttermost  
Vanguard  
Verellen  
Villa & House  
Wesley Allen  
Wesley Hall  
Woodbridge  
Woodland  
Worlds Away



## LIGHTING

Arteriors  
Bethel International  
Blueprint Lighting  
Chelsea House  
Currey & Co  
Cyan

Dana Creath Designs  
Fine Art Lamps  
Gabby Home  
Global Views  
Hammerton  
Hubbardton Forge  
Hudson Valley Lighting Group  
Jamie Young  
John Richard  
Julian Chichester  
Made Goods  
Maitland Smith  
Mr Brown  
Oly  
Palecek  
Port 68  
Regina Andrew Detroit  
Ro Sham Beaux  
Robert Abbey  
Theodore Alexander  
Uttermost  
Vermont Modern  
Villa & House  
Visual Comfort  
Wildwood Lamps  
Worlds Away



## HARDWARE

Deco & Deco  
Di Lusso Custom Design Hardware  
Holland & Sherry  
Matthew Studio NYC  
Nest Studio

## WINDOW HARDWARE

Brimar  
Crown Hardware  
Deco & Deco  
Fabricut  
Houlès  
JF Fabrics  
Kravet  
Unique Fine Fabrics



## ACCESSORIES & RUGS

A. Sanoma Home  
Arteriors  
BIDKhome  
Bahari  
Bethel International  
Bliss Studio  
Chelsea House  
Cohab Space  
Company C  
Cyan  
Decorative Crafts  
Dira  
DMI Floors  
dumæ  
Eastern Accents  
Eichholtz  
Emissary  
Essentials For Living  
FlowDÉcor  
Four Hands  
Gabby Home  
Global Views  
Gold Leaf Designs  
Interlude  
Jaipur  
Jamie Young  
Jill Rosenwald  
Lawrence McCrae  
Lily's Living  
Made Goods  
Maitland Smith  
Mirror Image  
Mistri  
Modern History  
Mr Brown  
Natural Decorations Inc.  
Noir Furniture  
Oly  
Palecek  
Pigeon & Poodle  
Port 68  
Regina Andrew Detroit  
Ro Sham Beaux  
Serax  
Surya  
Theodore Alexander  
Treemasters  
Uttermost  
Villa & House  
Worlds Away



# SCHWARTZ

DESIGN SHOWROOMS



## TEXTILES & WALLCOVERINGS

A-Street Prints  
ADO Goldkante  
Aesthetics Wallcoverings  
Alan Campbell  
Anna French  
Ardecora  
Arnitex  
Arte  
Avant Garde  
Bassett McNab  
Black Edition  
Boussac  
Braquenie  
Brewster Home Fashions  
Brunschwig & Fils  
CMO Paris  
Camengo  
Carl Robinson  
Carlucci  
Caroline Cecil  
Casa Mia  
Casadeco  
Casal  
Casamance  
Caselio  
Charles Burger Paris  
Chesapeake  
China Seas  
Chivasso  
Christian Lacroix Maison  
Christopher Farr Cloth  
Clarke & Clarke  
Cloth & Paper  
Cole & Son  
Colefax and Fowler  
Cowtan & Tout  
Daisy Bennett  
Dedar  
Designers Guild  
Donghia  
Eden Hall Inc  
Élitis  
Elizabeth Eakins  
Etamine  
Etten  
Fabricut  
Fadini-Borghi  
Farano Italian Leather  
Fox Linton  
Francine Home Collection  
G P & J Baker

Galbraith & Paul  
Garrett Leather  
Gianti Fabrics  
Grey Watkins  
Harlequin  
Hartmann & Forbes  
Hinson  
Hodsoll McKenzie  
Holland & Sherry  
Holly Hunt  
Home Couture  
Houlès  
ILIV  
Innovations  
Interior Fabrics Inc  
JAB Anstoetz Fabrics  
JF Fabrics  
James Hare  
Jane Churchill  
Jim Thompson  
John Derian  
Joseph Noble  
Kenneth James  
Kerry Joyce Textiles  
Kirkby Design  
Kravet  
Larsen  
Laura Park  
Le Manach  
Lee Jofa  
Lelièvre Paris  
Lillian August  
Link  
Luxury Fabrics and Furniture  
Manuel Canovas  
Marcus William  
Mark Alexander  
Material Works  
Matthew Williamson  
Maxwell Fabrics  
Maya Romanoff  
Misia  
Missoni  
Moon  
Morris & Co  
Mulberry Home  
Nina Campbell  
No. 9 Thompson  
Novel Fabrics  
Novus Textiles  
Old World Weavers  
Omexco  
Osborne & Little  
Otis Textiles  
Pacific Designs  
Paper & Ink  
Parete Walls  
Perennials  
Phillip Jeffries  
Pierre Frey  
Pindler  
Pollack  
Prodital Leather  
Quadrille  
Questex  
Ralph Lauren

Raoul Textiles  
Romo  
S. Harris  
Samuel & Sons  
Sanderson  
Savannah Hayes  
Scalamandre  
Schumacher  
Scion  
Seabrook Designs  
Sedallo  
Society of Wonderland  
Stout Textiles  
Stroheim  
Studio Zen Wallcoverings  
Sunbrella  
Telafina  
Texture  
Thibaut  
Thorp of London  
Threads  
Travers  
Trax Drapery Hardware  
Trend  
Ultrafabrics  
Unique Fine Fabrics  
United Fabrics  
Vervain  
Villa Nova  
Wallquest  
Warner Textures  
Weitzner  
William Yeoward  
Winfield Thybony  
Zimmer + Rohde  
Zinc Textile  
Zoffany

Robert James  
Southern Home Collection  
Sublime Original  
Summer Classics  
Universal Furniture  
Uttermost  
Vanguard



## ART

Allyson Monson Photography  
Ariana Hoffman  
Art & Frame Source  
CHC Art  
Donna Benedetto  
Julia Contacessi  
K. Palm Fine Art  
Kate Stephenson Photography  
Leftbank Art  
Society of Wonderland  
Soicher Marin  
Trowbridge  
Wendover  
Zoe Bios Creative



## OUTDOOR

Arteriors  
Bernhardt  
Brown Jordan  
Currey & Co  
Four Hands  
Lane Venture  
Lazar  
Lexington  
Made Goods  
McGuire  
Palcsek  
Rene Cazares

## DAMAGE CLAIMS

Photos clearly showing the problem must accompany the claim form. Send photos and form by email or USPS to:

### NEW JERSEY

Jill Goldfarb  
Schwartz Design Showroom  
80 Fulton Street  
Edison, NJ 08817  
jill@schwartzdesignshowroom.com

### CONNECTICUT

Lisa McAllister  
Schwartz Design Showroom  
330 Fairfield Avenue  
Stamford, CT 06902  
lisa@schwartzdesignshowroom.com

DATE

DESIGNER NAME

PHONE #

CLIENT NAME

CLIENT ADDRESS

CLIENT PHONE #

PURCHASE ORDER #

MANUFACTURER

ITEM #

DESCRIPTION OF DAMAGE

DELIVERED BY

DATE DELIVERED

## CREDIT CARD AUTHORIZATION



CARD NUMBER \_\_\_\_\_

EXPIRATION DATE \_\_\_\_\_ / \_\_\_\_\_ SECURITY CODE\* \_\_\_\_\_

COMPANY NAME \_\_\_\_\_

NAME ON CARD \_\_\_\_\_

SALES ORDER \_\_\_\_\_

CHARGE AMOUNT \_\_\_\_\_

- ☐ Deposit
- ☐ Final Payment
- ☐ Payment in Full

BILLING ADDRESS \_\_\_\_\_  
\_\_\_\_\_

CITY \_\_\_\_\_

STATE \_\_\_\_\_ ZIP CODE \_\_\_\_\_

CARD HOLDER'S PHONE ( \_\_\_\_\_ ) \_\_\_\_\_ - \_\_\_\_\_

EMAIL ADDRESS\*\* \_\_\_\_\_

AUTHORIZED SIGNATURE \_\_\_\_\_

DATE \_\_\_\_\_

\* 3 (MC / Visa) or 4 (AmEx) digits printed on the reverse side of the card.

\*\* A receipt will be emailed once the credit card has been charged