







**We believe fantastic design
should be approachable,
feel good, and make you
happy to be where you are.**

—Industry West co-founders, Anne and Jordan England

Bold design for modern living.

Industry West is a furniture retailer that curates modern design from around the world. The Industry West customer experience is emblematic of our internal culture: creatively driven, nimble and engaging.

Our approach to design is guided by what we interpret as new classics—beautiful, functional pieces capable of becoming timeless.

The Industry West ethos around a positive, fulfilling user experience shapes our ultimate goal of delivering what we all want with any purchase: to know that we've made the best decision possible.

For those looking to outfit well-appointed yet approachable spaces, Industry West is a modern online furniture company that provides a sophisticated range of quality, high-design pieces that are hand-picked by the company's co-founders.



Industry West is here to provide a sophisticated range of quality, finely designed pieces that are hand-picked to keep up with modern life.



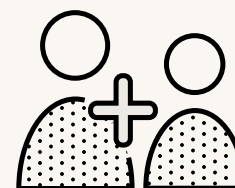
THE WAY WE SEE IT

Our goal is to provide accessible luxury that feels as distinct and individual as each of the people enjoying it. From our perspective, good design should—by default—be attainable, inspiring, and fun for everyone.



WALKING THE WALK

An appreciation for what is both widely appealing and skillfully made certainly stands to make any furniture retailer a leader in the industry. What sets us apart however, is our deep respect for the customer experience and our comprehensive and unmatched warranty, which guarantees unparalleled coverage terms. In so much as we are able, we are committed to repairing or replacing any product that does not exceed our exacting standards.



HIGH FIDELITY

The Industry West team is a passionate, dedicated group that thrives on helping designers, project managers, business owners and residential clients fulfill their design objectives. Our fidelity in this regard is evidenced by the pedigree of our support, our flexibility and our resourcefulness.

ABOUT THE FOUNDERS, JORDAN AND ANNE ENGLAND

Every product carried by Industry West is curated by the husband and wife duo, Jordan and Anne England. Jordan curates the home furnishings and Anne is in charge of accessories.

“The product line is from our point of view and how we see design and design trends. Similarly, Industry West is still privately held, which means we can stay true to our passion but also forces us to keep the intensity and drive that helped us start the company years ago,” says Anne. “We still think it’s amazing that a lot of the pieces on our site are ones you can’t find anywhere else in North America, and we continue to be excited about every new design partner and project.”

—Anne England



Wholesale Program Features:

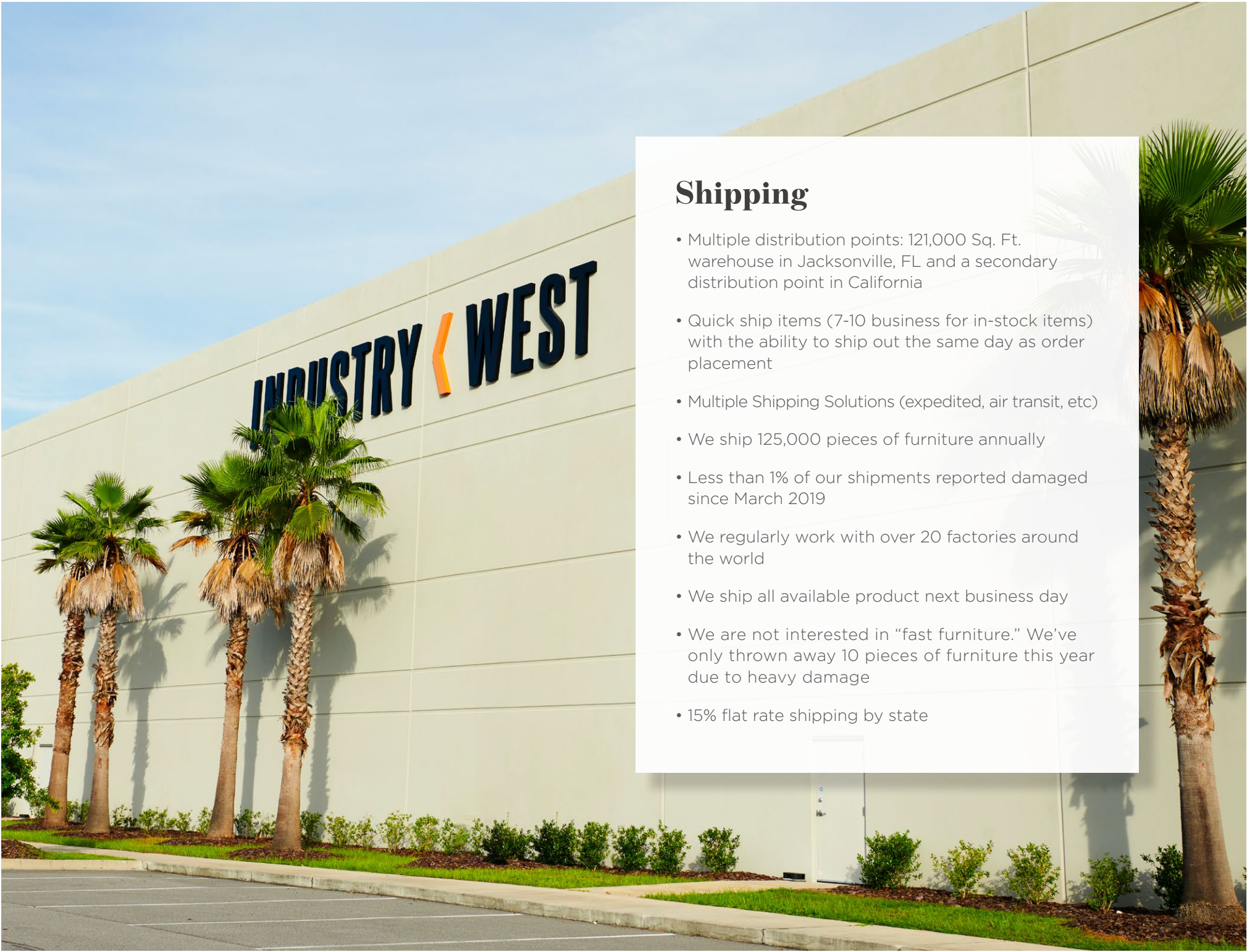
- No sales MSRP restrictions
- Vast shipping capabilities to drop ship direct to customer or ship stock to stores
- Ability to leverage our branding and catalog to reinvest into your offerings
- Equipped to work with large volume to provide back stock
- White label ability
- Discount of 40%
- 15% Flat Rate Shipping
- Buy in program: First order minimum is \$3,000





Warranty

- All shipments received by the customer should be opened and inspected immediately. Industry West is not responsible for replacing damaged or defective merchandise if notification is not received within 14 days.
- 14 days to report damages upon delivery
- Any damaged merchandise during delivery will be issued a credit or replaced
- No returns upon delivery
- We accept order cancellations that are made prior to an order shipping from our facility
- Customer is covered for one year on all furniture
- 2-year warranty on manufacturing defects



INDUSTRY WEST

Shipping

- Multiple distribution points: 121,000 Sq. Ft. warehouse in Jacksonville, FL and a secondary distribution point in California
- Quick ship items (7-10 business for in-stock items) with the ability to ship out the same day as order placement
- Multiple Shipping Solutions (expedited, air transit, etc)
- We ship 125,000 pieces of furniture annually
- Less than 1% of our shipments reported damaged since March 2019
- We regularly work with over 20 factories around the world
- We ship all available product next business day
- We are not interested in “fast furniture.” We’ve only thrown away 10 pieces of furniture this year due to heavy damage
- 15% flat rate shipping by state





THE INDUSTRY WEST NYC SHOWROOM

The Industry West SoHo showroom is their first brick-and-mortar store in New York City. The showroom is 2,750 square feet including a mezzanine and is in the good company of other great design brands, sharing the block with BDDW and Henrybuilt. The showroom is designed by one of *House Beautiful's* 2019 Next Wave Designers, Dani Arps.

The front of the showroom is a rotating showcase of decor items like hard to find accessories, and exclusive furniture collections. The centerpiece is the Chair Wall, a floor to ceiling display of different chairs available at Industry West. The showroom is a venue to service their trade partners and interior designers. For their direct clients, they want the space to be a place to see and feel their larger items in person, before having them shipped to them.

What sets Industry West apart

Our furniture is made of the finest, high quality,
real materials, sourced from all over the world

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We carry a selection of unique products many of which
are unable to be found anywhere else in North America

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East and West Coast distribution

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We've created an enhanced webstore experience—
easy to use and accessible

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Strong online and social brand presence

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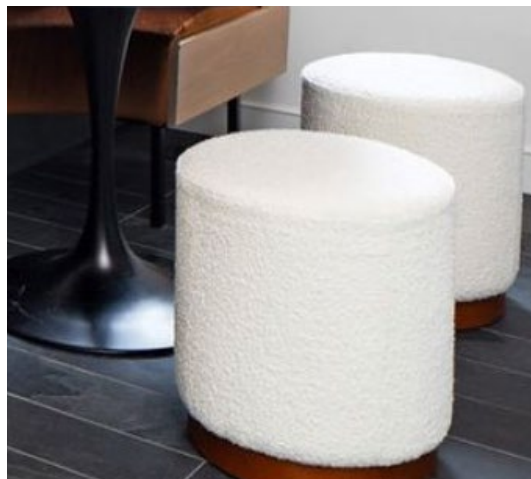
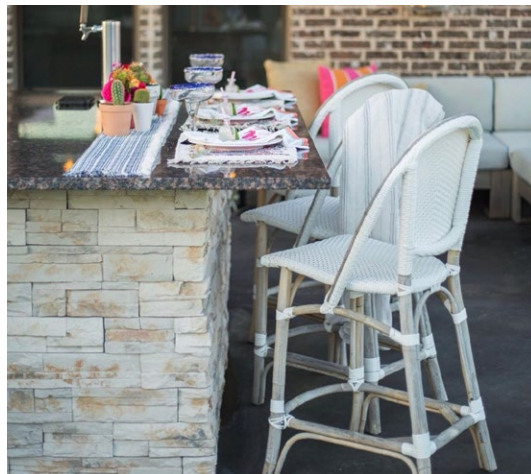
Our warranty protects the client

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Our lead times are some of the best in the industry

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We cater to a wide range of client industries:
hotels, workspaces, restaurants, breweries, franchises, etc.



INDUSTRY < WEST

For more information about Industry West, please email
info@industrywest.com or call 800.382.9303.

INDUSTRYWEST.COM