



ROBB & STUCKY  
INTERNATIONAL







## Proposal for Robb & Stucky International

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### **Statement**

HG Arts seeks to create an exclusive, mutually beneficial art partnership with Robb & Stucky International Stores.

### **The Concept**

Sourcing art for retail showrooms involves relationships with many different vendors in a number of locations. To simplify the process of selecting, buying, and managing artwork, HG Arts proposes that we become the sole source of art products for all Robb & Stucky stores.

HG Arts will provide original paintings, framed objects, sculpture, and stylishly-framed artwork produced on a variety of substrates (including canvas, paper, acrylic, wood, metal and mirror) on a consignment basis. Additionally, all stores will be fully stocked with a wide selection of purchased artwork from Bad Dog Editions, our program art line. All artwork will be specifically curated to complement vignettes in each of Robb & Stucky's stores.

HG Arts also pledges support in the design center(s) of Robb & Stucky's flagship store(s). HG Arts will provide a full-time art consultant to assist and educate sales staff and store customers about art selection, framing, and installation options.

### **The Program**

HG Arts will continually manage the art selection to ensure all artwork is kept fresh and up-to-date with the design industry's trends and color selections. The inventory of these pieces will be maintained and replenished on a monthly basis. In order to keep showroom selections fresh and vibrant, Robb & Stucky International will have the option to replace artwork during monthly replenishment. HG Arts will work directly with in-store merchandising teams from our Orlando facility to identify individual store needs. Packaging and transfer of all artwork will be provided as part of this program.

In exchange for all products and services offered, HG Arts will require either a quarterly or biannual minimum purchase from the Bad Dog Editions line in an amount TBD. In addition, proceeds from the sale of HG Arts and RG Private Label products shall be reconciled on a monthly basis.

### **The Benefit**

An exclusive, sole-source partnership with HG Arts will reduce a number of management, sourcing, inventory, and design challenges. Relying upon the art industry's leader in design-forward imagery and product management also offers a unique opportunity to develop and brand an exclusive Robb & Stucky International "White Label Collection." Additionally, as HG Arts is located only a few hours away, fulfillment and replenishment orders can be processed and transported quickly to each store. Most important, Robb & Stucky International stores will save time and reduce costs by entrusting HG Arts to manage all art products.

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## How Three Makes One

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Over the past 35 years, HG Arts has continually adapted to meet the demands of an ever-changing marketplace. By diversifying our business lines, we've been able to leverage each of our three distinct brands to address multiple segments of the design market and to provide products and services appropriate for each. From high design, custom residences to spec and model homes, to budget-conscious housing projects, our brands offer products suitable for every price point.

### **HG Arts...**

was founded in 1981, and over the last 35 years has grown into a full-service, art consulting company offering a whole host of residential art services under one roof. From innovative designs conceived by our visionary creative staff to original, custom artwork produced in our dedicated artist studio; from our state-of-the-art photography capture studio to our cutting-edge printing division; from our advanced production and framing facility to our expert logistics and installation team, HG Arts has mastered the process of making fine art. In addition to our residential division, we also operate independent hospitality and healthcare divisions as well.

### **Bad Dog Editions...**

was established to meet the growing needs of the residential design market. This budget-friendly, program art company provides thousands of unique images in a wide variety of trending and popular art styles, with customizable substrate and framing options.

### **RG Private Label...**

is committed to creating a higher standard in art. Working directly with owners, interior designers, and investors, we curate cohesive art collections for private residences. From custom, one-of-a-kind originals to rare works by the world's masters, we interpret our clients' vision to provide a timeless expression of culture and an investment they will cherish.





## Russell A. Glotfelty

President & CEO

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Russell A. Glotfelty is originally from Atlanta, GA. He began his career at HG Arts in 1984, and has been the pivotal force behind the company's evolution into the brand it is today. As the firm's CEO and President, Russell has been responsible for art direction and sales development at HG Arts. Under his leadership and direction, Russell has consistently expanded HG's capabilities by adopting the latest in printing technology and seeking out new ways to bring art into interior spaces. He's pushed the firm's creative boundaries by establishing Studio HG, a working artists' studio, and has also developed a visionary new line of custom wall coverings called Tickled Orange Papers.

In 2014, Glotfelty launched Bad Dog Editions, a new breed of Program Art intent on providing value-conscious artwork to the residential design market. Most recently, Russell has applied his wealth of art expertise to become the name and face behind RG Private Label, a blue chip residential art consulting company focused on curating and installing investment quality art for the luxury market.

Highly respected in the art and framing industry, Russell has served on many major art publishers, mat board and moulding selection committees. He has been published in numerous interior design and art-oriented publications as an industry expert and leader. Russell is a graduate of Rollins College in Winter Park, Florida with degrees in both Art History and an MBA in Business. He is currently a member of ASID, NEWH and PPFA.

# HG Arts

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## About HG Arts

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HG Arts is a full-service art consulting firm working with interior designers, architects and corporate clients to create dynamic interiors with fine art, open editions, custom giclées, stylish framing options, wall coverings and dimensional artwork.

Since 1981, HG has earned a reputation for creative consulting and unbeatable customer service to variety of projects from spec and model homes, custom private residences, international hotels and resorts, hospitals and senior living facilities, corporate offices and hospitals.

HG will identify your objectives, schedule, specifications, and work with you to suggest options and methods that can assist you with the integration of art, framing and mirrors in your projects.



## Services

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### **Art and Framing Consultation**

- Assessment of project scope
- Full written specifications
- Thousands of frame styles and finishes
- Custom milled and finished mouldings

### **Art Selection and Procurement**

- Original and custom artwork and mirrors
- Sculptural and dimensional artwork
- Custom glass works and art accessories
- Investment art curation and procurement

### **Art Publishing and Giclée Printing**

- Complete line of HG exclusive imagery
- Canvas, paper, vinyl, metal, wood, acrylic and mirror substrates
- Water based coating and custom texturing
- Custom graphics and wall coverings

### **Logistics**

- Domestic and international shipping
  - HG fleet truck delivery available
  - Installation Services Available
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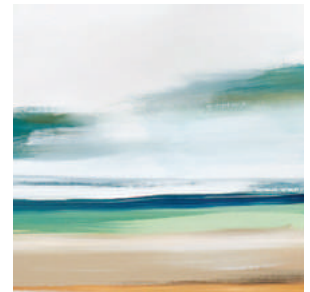
# Bad Dog Editions

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## About Bad Dog Editions

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Bad Dog Editions is a new breed of wholesale, residential art supplier providing trending and popular artwork at accessible prices! Our approach to Program Art gives designers the flexibility to choose from an array of sizes, substrates, matting and framing options with the opportunity to even add texture.



## About Bad Dog Editions

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- Over 1400 unique works
  - Fresh selections added monthly
  - Up to 14 size options: 16" x 16" to 60" x 72"
  - 3 substrate selections: Giclée print on matte canvas, gloss canvas, or paper
  - 10 framing choices for 1.25" and 2.25" canvas floater frames or 1.5" gallery wrap
  - 10 framing selections available for paper
  - 21–28 business days production time
  - No Backorders
  - All products produced domestically
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# Bad Dog Editions

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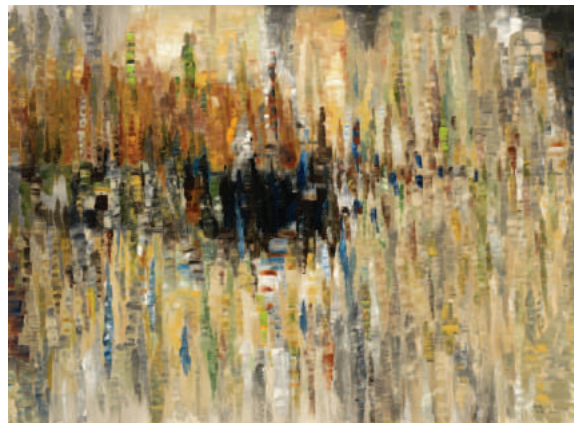
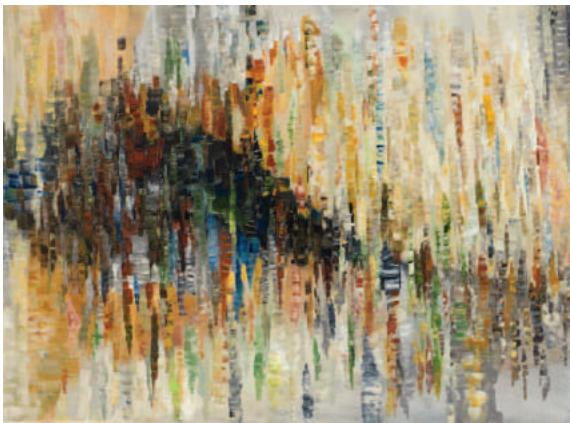






# Bad Dog Editions

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# RG Private Label

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## About RG Private Label

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RG Private Label is the blue chip standard of residential art consulting. Our white-glove approach to curating and installing fine art is intended to exceed every expectation. Every step of the process is handled by industry veterans with decades of fine art expertise, and as our name implies, each project is personally overseen by Russell A. Glotfelty. For discriminating collectors and art aficionados alike, RG Private Label will create a timeless investment that will increase in value and stand as sophisticated expression of culture and taste.

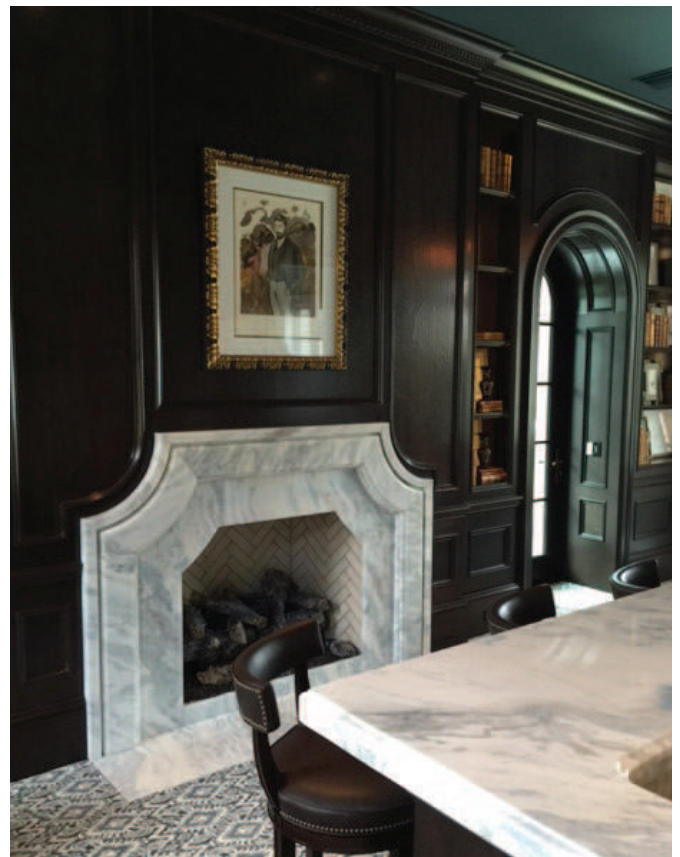


## Services

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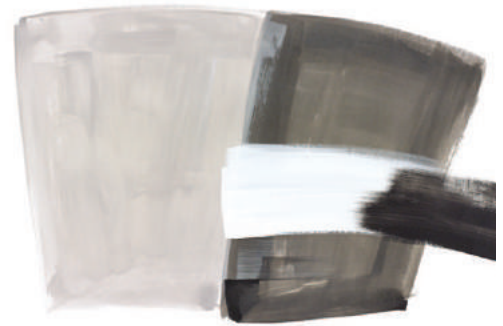
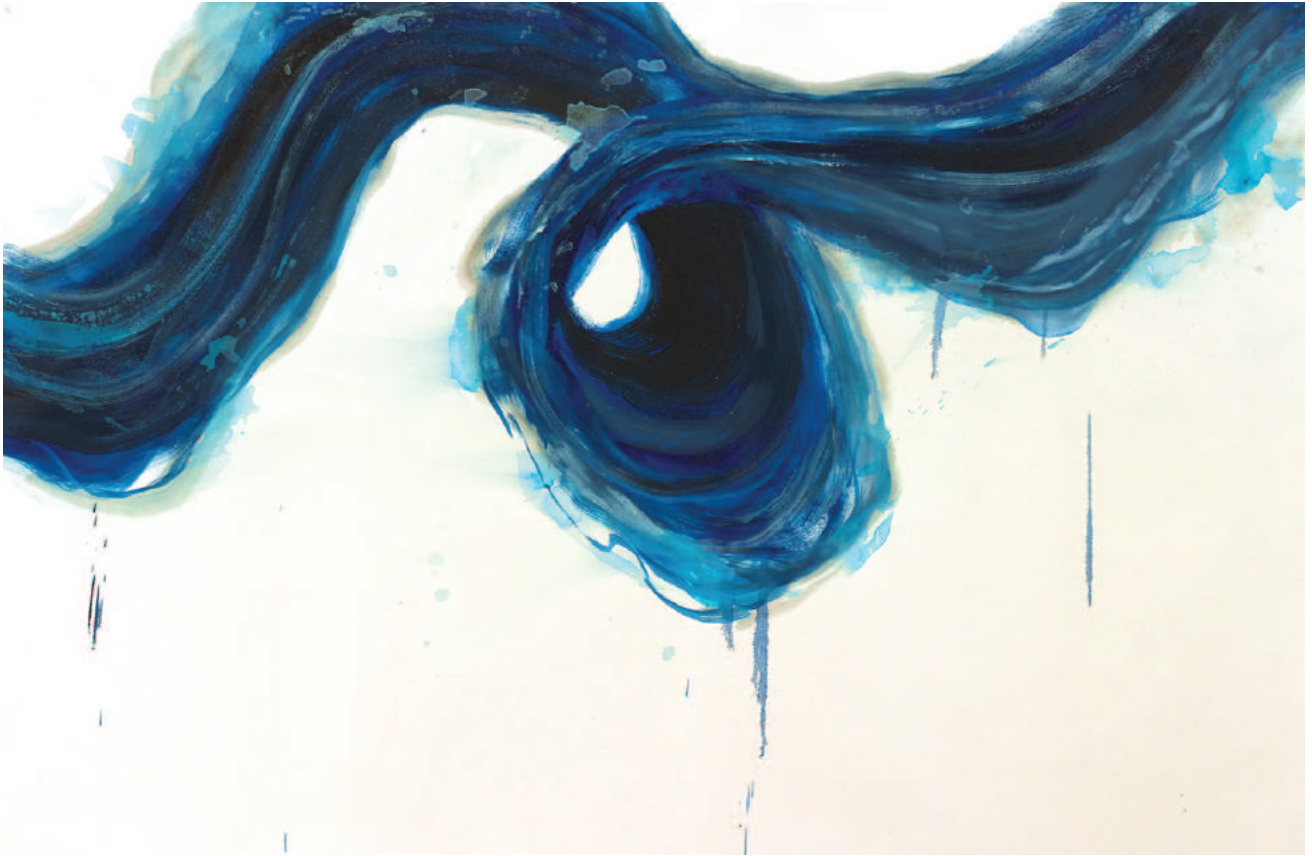
- On-site consultations
  - Tailored art collections
  - Gallery wall and space planning
  - Development and management of investment portfolios
  - Sourcing of investment quality art and sculpture from private galleries
  - Curation of original pieces by the world's most celebrated artists
  - Commissioning of custom original artwork
  - Wide selection of luxurious framing options
  - Archival and preservation framing
  - Expert, secure installation
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# RG Private Label

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[www.hg-arts.com](http://www.hg-arts.com) 800.393.2787

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