

HAWORTH US COMMUNITIES COMMITTED PRICING CONTRACT DISCOUNTS CUSTOMER COPY

N121126 / 55611 AA for orders shipping to continental U.S. locations, accessing North American price list

Product Group	Systems, Tables and Healthcare Products	Seating	Freestanding	Wood Casegoods & Wood Tables	Flooring/Electrical Architectural Interiors	List Dollar Value	Customer Discount Product Only
I Regular Lead Time	UniGroup® NW/WT PLACES® NW/WT and FW, UniGroup® Too Adaptabe Components					\$1-\$100,000 \$100,001 or More	73% Negotiable
Rush						\$1 or More	63%
II Regular Lead Time	IF, RACE®, PREMISE® NW/WT, Moxie™, Components, Compose					\$1-\$100,000 \$100,001 or More	70% Negotiable
Rush						\$1 or More	55%
III Regular Lead Time		Monaco®, Improv®, Look	Beside X Series® Casegoods, Files & Storage V Series® Casegoods, Files & Storage			\$1-\$50,000 \$50,001 or More	65% Negotiable
Rush						\$1 or More	59%
IV Regular Lead Time		X99®				\$1-\$50,000 \$50,001 or More	62% Negotiable
Rush						\$1 or More	56%
V Regular Lead Time	Patterns Reside Openest Intuity, Active Components	Composites™, Forenze™, Hello™, Tally™, ToDo®, Poppy		Masters, Suite		\$1-\$25,000 \$25,001 or More	55% Negotiable
Rush						\$1 or More	43%
VI Regular Lead Time		Cassis, Candor				\$1-\$25,000 \$25,001 or More	55% Negotiable
Rush						\$1 or More	43%
VII Regular Lead Time	Tactics®, 450 Series, Tempo™, Planes™ Compose Wood, Immerse, Pip					\$1-\$25,000 \$25,001 or More	60% Negotiable
Rush						\$1 or More	57%
VIII Regular Lead Time	Jump®Stuff, BRAZO Boogie Board, Belong, European Product The Haworth Collection BRAZO, Lim					\$1-\$10,000 \$10,001 or More	41% Negotiable
IX Regular Lead Time		Zody Very™ Very Task				\$1-\$25,000 \$25,001 or More	57% Negotiable
Rush						\$1 or More	50%
X Regular Lead Time					Enclose	\$1-\$100,000 \$100,001-\$500,000 \$500,001 or More	55% 57% Negotiable
XI Regular Lead Time					TecCrete®	\$1 to \$100,000 \$100,001 or More	62% Negotiable
XII Regular Lead Time					Powerweb	\$1-\$100,000 \$100,001-\$500,000 \$500,001 or More	60% 62% Negotiable
XIII Regular Lead Time	Poltrona Frau					\$1 or More	15%

Product Group	Systems, Tables and Healthcare Products	Seating	Freestanding	Wood Casegoods & Wood Tables	Flooring/Electrical Architectural Interiors	List Dollar Value	Customer Discount Product Only
XIV Regular Lead Time	Harbor Work Lounge					\$1 or More	52%
XV Regular Lead Time	HHE Healthcare					\$1 or More	57.2%
XVI Regular Lead Time			A Series			\$1 or More	53%
XVII Regular Lead Time		Lively				\$1 or More	60%
XVIII Regular Lead Time	Workware					\$1 or More	55%
XIX Regular Lead Time	Everyday Office (Hop, Jump, Jive, and Swivel)					\$1 or More	50%
XIX Regular Lead Time	Ergotron					\$1 or More	50%
XX Regular Lead Time		Fern				\$1 or More	50%

**Seller offers the above mentioned discounts on products included in this Agreement which are offered in Seller's RUSH Programs. See the current price list(s) for a description of the products included in these programs.

- A. Only the items stated within each product group may be combined on a single purchase order for purposes of attaining a higher discount tier and/or negotiable discount tier. DIFFERENT PRODUCT GROUPS OR LEAD TIMES MAY NOT be combined together for purposes of attaining the next pricing tier.
- B. The applicable discount will be separately negotiated for new products or lead time programs introduced by Seller during the term of this Agreement.

**HAWORTH SERVICE RATE SHEET
US COMMUNITIES CONTRACT - COMMITTED PRICING**

PRODUCT	Manufacturer Discount Percent from List Price (or other objectively verifiable criteria)					
	List Price	Drop Ship	Inside Delivery	Basic Installation*	Expanded Installation*	Volume Discounts (Use more columns as necessary.)
UniGroup NW/WT, PLACES NW/WT and FW, UniGroup Too, Adaptable Components	\$1-\$100,000 \$100,001 and up	73% Negotiable	68% to 70.5% off list	68% to 70.5% off list	66% to 70% off list	73% Negotiable
IF, RACE, PREMISE NW/WT, Moxie, Components, Compose	\$1-\$100,000 \$100,001 and up	70% Negotiable	65% to 67.5% off list	65% to 67.5% off list	63% to 67% off list	70% Negotiable
Accolade, Monaco, System 58, Improv, System12, Look, PLACES Too Casegoods, Files & Storage, 950 Series Files & Storage, Beside, X Series Casegoods, Files & Storage, V Series Casegoods, Files & Storage	\$1-\$50,000 \$50,001 and up	65% Negotiable	60% to 62.5% off list	60% to 62.5% off list	58% to 62% off list	65% Negotiable
X99	\$1-\$50,000 \$50,001 and up	62% Negotiable	57% to 59.5% off list	57% to 59.5% off list	55% to 59% off list	62% Negotiable
Patterns, Reside, Composites, Forenze, Galerie, Hello, Prescott, Tally, Tuxedo, ToDo Cassis, Candor, Lively, PLACES Wood Casegoods Varia, Orlando, Tripoli, York, Vancouver, Masters, Series K, Orlando LS	\$1-\$25,000 \$25,001 and up	53% Negotiable	48% to 50.5% off list	48% to 50.5% off list	46% to 50% off list	53% Negotiable
Tactics, 450 Series, Tempo, Plane, Compose Wood, Kinetics, Tempo, Zoo Chu	\$1-\$25,000 \$25,001 and up	60% Negotiable	55% to 57.5% off list	55% to 57.5% off list	53% to 57% off list	60% Negotiable
JumpStuff, BRAZO, Boogie Board, Belong, European Product The Haworth Collection, BRAZO, Lim	\$1-\$10,000 \$10,001 and up	41% Negotiable	36% to 38.5% of list	36% to 38.5% of list	34% to 38% off list	41% Negotiable
Zody, Very, Very Task	\$1-\$25,000 \$25,001 and up	57% Negotiable	52% to 54.5% off list	52% to 54.5% off list	50% to 54% off list	57% Negotiable
Healthcare	\$1-\$100,000 \$100,001 and up	49% Negotiable	44% to 46.5% off list	44% to 46.5% off list	42% to 46% off list	49% Negotiable
Other Related Products						
Enclose Walls	\$1-\$100,000 \$100,001-\$500,000 \$500,001 and up	55% 57% Negotiable	See Note Below	Architectural Products are quoted by project	Architectural Products are quoted by project	55% 57% Negotiable
Lifespace Walls	\$1-\$100,000 \$100,001-\$500,000 \$500,001 and up	59% 61% Negotiable	See Note Below	Architectural Products are quoted by project	Architectural Products are quoted by project	56% 58% Negotiable
TecCrete Flooring	\$1-\$100,000 \$100,000 and up	62% Negotiable	See Note Below	Architectural Products are quoted by project	Architectural Products are quoted by project	62% Negotiable
Powerweb	\$1-\$100,000 \$100,001-\$500,000 \$500,001 and up	60% 62% Negotiable	See Note Below	Architectural Products are quoted by project	Architectural Products are quoted by project	60% 62% Negotiable
Additional Services and Solutions		Hourly Rates (A range is acceptable)				
Installation	\$28	\$36				
After Hours Installation	\$39	\$54				
Holidays and Sunday Installation	\$56	\$72				
Design	\$60	\$75				
Project Management	\$35	\$45				
Asset Management	\$18	\$28				
Refurbishment	\$32	\$42				
		Monthly Fee Include any additional options offered				
Storage (per cubic square foot)	\$0.95	\$1.60				
Other Related Services and Solutions		Hourly Rates				
Reconfiguration	\$28	\$36				
After Hours Installation	\$39	\$54				
Holidays and Sunday Installation	\$56	\$72				
Rental Furniture Services (see below for more details)	Quoted by Project					

Note:

- Drop Ship price includes product delivery to the site, the purchaser is responsible for unloading.
- Inside Delivery price includes product delivered to the site and unloaded
- Basic Installation price to include inside delivery, uncrating, assembly, installation, removal of all debris from premises, installation documents and the bill of materials per the purchaser's approved plan and specifications.
- Expanded Service Installation price to include basic installation; field measurements surveyed, documented and coordinated; electrical and tele/data infeed locations are surveyed, documented and coordinated; attend required coordination meetings with purchaser and other contractors; and creation and implementation of punch list by project manager

***Note:**

- Haworth's list pricing includes FOB destination and unloading at dock.
- Installation pricing based on the following:
 - Performed during normal business hours 7:00 am to 5:00 pm Monday through Friday – no holidays
 - Non-union labor
 - Free and clear access to loading docks and elevators
 - Job site to be free and clear of other trades
 - Reasonable access to Space
 - Where applicable, Haworth will abide by union or prevailing wage rates

Rental Furniture Services - Haworth recommends the use of Brook Furniture Rental to provide rental services. Our certified Haworth dealer will work with the qualifying agency to specify, purchase, install and remove product as required for the project