

**HAWORTH SERVICE RATE SHEET  
US COMMUNITIES CONTRACT**

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 <sup>®</sup> NW/WT, PLACES <sup>®</sup> NW/WT and FW, UniGroup <sup>®</sup> Too, Adaptable Components	\$1-\$100,000 \$100,001 and up	See Note Below	73% Negotiable	68% to 70.5% off list	66% to 70% off list	73% Negotiable
IF, RACE <sup>®</sup> , PREMISE <sup>®</sup> NW/WT, Moxie <sup>®</sup> , Components, Compose	\$1-\$100,000 \$100,001 and up	See Note Below	70% Negotiable	65% to 67.5% off list	63% to 67% off list	70% Negotiable
Accolade <sup>®</sup> , Monaco <sup>®</sup> , System 58, Improv <sup>®</sup> , System12, Look, PLACES <sup>®</sup> Too Casegoods, Files & Storage, 950 Series Files & Storage, Beside, X Series <sup>®</sup> Casegoods, Files & Storage, V Series <sup>®</sup> Casegoods, Files & Storage	\$1-\$50,000 \$50,001 and up	See Note Below	65% Negotiable	60% to 62.5% off list	58% to 62% off list	65% Negotiable
X99 <sup>®</sup>	\$1-\$50,000 \$50,001 and up	See Note Below	62% Negotiable	57% to 59.5% off list	55% to 59% off list	62% Negotiable
Patterns, Reside, Composites <sup>®</sup> , Forenze <sup>®</sup> , Galerie <sup>®</sup> , Hello <sup>®</sup> , Prescott <sup>®</sup> , Tally <sup>®</sup> , Tuxedo <sup>®</sup> , ToDo <sup>®</sup> Cassis, Candor, Lively, PLACES <sup>®</sup> Wood Casegoods Varia <sup>®</sup> , Orlando <sup>®</sup> , Tripoli <sup>®</sup> , York, Vancouver <sup>®</sup> , Masters, Series K <sup>®</sup> , Orlando LS <sup>®</sup>	\$1-\$25,000 \$25,001 and up	See Note Below	53% Negotiable	48% to 50.5% off list	46% to 50% off list	53% Negotiable
Tactics <sup>®</sup> , 450 Series, Tempo <sup>®</sup> , Planes <sup>®</sup> , Compose Wood, Kinetics, Tempo, Zoo Chu	\$1-\$25,000 \$25,001 and up	See Note Below	60% Negotiable	55% to 57.5% off list	53% to 57% off list	60% Negotiable
Jump <sup>®</sup> Stuff, BRAZO, Boogie Board, Belong, European Product The Haworth Collection, BRAZO, Lim	\$1-\$10,000 \$10,001 and up	See Note Below	41% Negotiable	36% to 38.5% of list	34% to 38% off list	41% Negotiable
Zody, Very <sup>®</sup> , Very Task	\$1-\$25,000 \$25,001 and up	See Note Below	57% Negotiable	52% to 54.5% off list	50% to 54% off list	57% Negotiable
Healthcare	\$1-\$100,000 \$100,001 and up	See Note Below	49% Negotiable	44% to 46.5% off list	42% to 46% off list	49% Negotiable
<b>Other Related Products</b>						
Enclose Walls	\$1-\$100,000 \$100,001-\$500,000 \$500,001 and up	See Note Below	55% 57% Negotiable	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	See Note Below	59% 61% Negotiable	Architectural Products are quoted by project	Architectural Products are quoted by project	56% 58% Negotiable
TecCrete Flooring	\$1-\$100,000 \$100,000 and up	See Note Below	62% Negotiable	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	See Note Below	60% 62% Negotiable	Architectural Products are quoted by project	Architectural Products are quoted by project	60% 62% Negotiable
<b>Additional Services and Solutions</b>						
	<b>Hourly Rates (A range is acceptable)</b>					
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				
	<b>Monthly Fee Include any additional options offered</b>					
Storage (per cubic square foot)	\$0.95	\$1.60				
<b>Other Related Services and Solutions</b>						
	<b>Hourly Rates</b>					
Reconfiguration	\$28	\$36				
After Hours Installation	\$39	\$54				
Holidays and Sunday Installation	\$56	\$72				

**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**