

**HAWORTH US COMMUNITIES SOLE SOURCE 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		Accolade®, Monaco®, Improv®, System12, Look	Beside, 950 Series Files 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™, Galerie™, Hello™, Prescott™, Tally™, Tuxedo™, ToDo®, Poppy		PLACES®Wood Casegoods Orlando™, Tripoli™, York, Vancouver™, Masters, Series K™ Orlando LS™, 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	Tempo				\$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%

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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.
- C. Price protection to the list price dated June 1, 2015 with a price increase multiplier of 2.11% to calculate the adjusted higher list price

**ATTACHMENT A  
PRICE SHEET - HAWORTH'S SOLE SOURCE 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 Adaptabe Components	\$1-\$100,000 \$100,001 and up	73% Negotiable	73% Negotiable	68% to 70.5% off list	66% to 70% off list	73% Negotiable
IF, RACE	\$1-\$100,000 \$100,001 and up	70% Negotiable	70% Negotiable	65% to 67.5% off list	63% to 67% off list	70% Negotiable
Accolade PLACES Storage, Beside, X Series Casegoods, Files & Storage	\$1-\$50,000 \$50,001 and up	65% Negotiable	65% Negotiable	60% to 62.5% off list	58% to 62% off list	65% Negotiable
X99	\$1-\$50,000 \$50,001 and up	62% Negotiable	62% Negotiable	57% to 59.5% off list	55% to 59% off list	62% Negotiable
Patterns, Reside, Composites Prescott PLACES Vancouver	\$1-\$25,000 \$25,001 and up	53% Negotiable	53% Negotiable	48% to 50.5% off list	46% to 50% off list	53% Negotiable
Tactics Tempo, Zoo Chu	\$1-\$25,000 \$25,001 and up	60% Negotiable	60% Negotiable	55% to 57.5% off list	53% to 57% off list	60% Negotiable
Jump The Haworth Collection, BRAZO, Lim	\$1-\$10,000 \$10,001 and up	41% Negotiable	41% Negotiable	36% to 38.5% of list	34% to 38% off list	41% Negotiable
Zody, Very	\$1-\$25,000 \$25,001 and up	57% Negotiable	57% Negotiable	52% to 54.5% off list	50% to 54% off list	57% Negotiable
Healthcare	\$1-\$100,000 \$100,001 and up	49% Negotiable	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	55%	55%	Architectural Products are quoted by project	Architectural Products are quoted by project	55%
	\$100,001-\$500,000 \$500,001 and up	57% Negotiable	57% Negotiable			57% Negotiable
Lifespace Walls	\$1-\$100,000	59%	59%	Architectural Products are quoted by project	Architectural Products are quoted by project	56%
	\$100,001-\$500,000 \$500,001 and up	61% Negotiable	61% Negotiable			58% Negotiable
TecCrete Flooring	\$1-\$100,000	62%	62%	Architectural Products are quoted by project	Architectural Products are quoted by project	62%
	\$100,000 and up	Negotiable	Negotiable			Negotiable
Powerweb	\$1-\$100,000	60%	60%	Architectural Products are quoted by project	Architectural Products are quoted by project	60%
	\$100,001-\$500,000 \$500,001 and up	62% Negotiable	62% Negotiable			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				
Mosaic Procurement Tool - Silver Level	No Charge	No Charge				
		<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:**
- 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**