

SOURCEWELL CUSTOMER COPY

90705 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®, PLACES®, UniGroup® Too Adaptable Components					\$1-\$100,000 \$100,001 or More	71% Negotiable
Rush**						\$1 or More	61%
II Regular Lead Time	PREMISE®, Compose®, IF					\$1-\$100,000 \$100,001 or More	68% Negotiable
Rush**						\$1 or More	53%
III Regular Lead Time			Beside® X Series® Casegoods V Series® Casegoods			\$1-\$50,000 \$50,001 or More	63% Negotiable
Rush**						\$1 or More	57%
IV Regular Lead Time		Monaco®, Improv®				\$1-\$25,000 \$25,001 or More	63% Negotiable
V Regular Lead Time		X99®				\$1-\$25,000 \$25,001 or More	60% Negotiable
Rush**						\$1 or More	54%
VI Regular Lead Time	Patterns™ Reside® Desking Intuity®, Active Components™, Be_Hold Storage					\$1-\$50,000 \$50,001 or More	53% Negotiable
Rush**						\$1 or More	41%
VII Regular Lead Time	Pip™ Tables	Hello®, ToDo®, Openest®, Poppy™, Riverbend™, Pebble™, Cabana Lounge™, Resonate™				\$1-\$25,000 \$25,001 or More	53% Negotiable
Rush**						\$1 or More	41%
VIII Regular Lead Time				Masters Series®		\$1-\$100,000 \$100,001 or More	53% Negotiable
Rush**						\$1 or More	41%
IX Regular Lead Time		Candor®				\$1-\$25,000 \$25,001 or More	55% Negotiable
Rush**						\$1 or More	41%
X Regular Lead Time	Planes®, Upside		Compose® Storage			\$1-\$50,000 \$50,001 or More	58% Negotiable
Rush**						\$1 or More	55%
XI Regular Lead Time	Belong™ & Jump@stuff Work Tools					\$1-\$10,000 \$10,001 or More	48.75% Negotiable

Product Group	Systems, Tables and Healthcare Products	Seating	Freestanding	Wood Caseloads & Wood Tables	Flooring/Electrical Architectural Interiors	List Dollar Value	Customer Discount Product Only
XII Regular Lead Time	Haworth Collection-Haworth®					\$1-\$50,000 \$50,001 or More	41% Negotiable
XIII Regular Lead Time		Very® Very® Task Zody®				\$1-\$25,000 \$25,001 or More	55% Negotiable
Rush**						\$1 or More	50%
XIV Regular Lead Time					Enclose® Walls Glass	\$1-\$100,000 \$100,001 or More	55% Negotiable
XV Regular Lead Time	Haworth Collection - Poltrona Frau®, Cappellini®, Cassina®					\$1 or More	15%
XVI Regular Lead Time	Haworth Collection-Pablo Designs					\$1 or More	15%
XVII Regular Lead Time		Harbor Work Lounge®				\$1-\$50,000 \$50,001 or More	50% Negotiable
XVIII Regular Lead Time	Haworth® Health Environments, Atwell™					\$1-\$50,000 \$50,001 or More	57.2% Negotiable
XVIII Regular Lead Time			A Series®			\$1-\$50,000 \$50,001 or More	53% Negotiable
XX Regular Lead Time		Soji®, Soji®XL				\$1-\$25,000 \$25,001 or More	50% Negotiable
Rush**						\$1 or More	41.8%
XXI Regular Lead Time	Workware®, Technology Products					\$1-\$10,000 \$10,001 or More	55% Negotiable
XXII Regular Lead Time	Everyday Office (Hop®, Jump®) Jive®, Swivel™					\$1-\$50,000 \$50,001 or More	50% Negotiable
Rush**						\$1 or More	45%
XXIII Regular Lead Time	Ergotron					\$1-\$10,000 \$10,001 or More	47.5% Negotiable
XXIV Regular Lead Time		Fern®				\$1-\$25,000 \$25,001 or More	50% Negotiable
XXV Regular Lead Time	Cultivate™					\$1-\$50,000 \$50,001 or More	58% Negotiable
XXVI Regular Lead Time	Haworth Collection-JANUS et Cie					\$1-\$50,000 \$50,001 or More	15% Negotiable
XXVII Regular Lead Time	Haworth Collection-GAN					\$1 or More	10%
XXVIII Regular Lead Time	BuzziSpace					\$1-\$50,000 \$50,001 or More	35% Negotiable

Product Group	Systems, Tables and Healthcare Products	Seating	Freestanding	Wood Caseloads & Wood Tables	Flooring/Electrical Architectural Interiors	List Dollar Value	Customer Discount Product Only
XIX Regular Lead Time					Pergola	\$1 or More	60%
XX Regular Lead Time		Veda				\$1 or more	55%
XXI Regular Lead Time	Compose Echo					\$1 or more	53%
XXII Regular Lead Time		Zody®II				\$1 or more	50%
XXIII Regular Lead Time	HushOffice					\$1 or more	51.5%
XXIV Regular Lead Time		Emeco				\$1 or more	35%
XXV Regular Lead Time	Benson					\$1 or more	57.2%
XXV Regular Lead Time		Bowi				\$1 or more	50%
XXVI Regular Lead Time		Breck				\$1 or more	54.88%
XXVII Regular Lead Time					4Space	\$1 or more	55%
XXVIII Regular Lead Time		Maari				\$1-\$25,000 \$25,001 or More	54% Negotiable

**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.

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Product Group	Systems, Tables and Healthcare Products	Seating	Freestanding	Wood Casegoods & Wood Tables	Flooring/ Electrical Architectural Interiors	List Dollar Value	Dealer Discounts Product Only	Customer Discount Product Only	Dealer Margin
I Regular Lead Time	UniGroup®, PLACES®, UniGroup® Too Adaptable Components					\$1-\$100,000 \$100,001 or More	77.5% Negotiable	71% Negotiable	22.414%
Rush**						\$1 or More	67.15%	61%	15.769%
II Regular Lead Time	PREMISE®, Compose®, if®					\$1-\$100,000 \$100,001 or More	73.45% Negotiable	68% Negotiable	17.031%
Rush**						\$1 or More	60.4%	53%	15.745%
III Regular Lead Time			Beside® X Series® Casegoods V Series® Casegoods			\$1-\$50,000 \$50,001 or More	68.5% Negotiable	63% Negotiable	14.865%
Rush**						\$1 or More	62.65%	57%	13.14%
IV Regular Lead Time		Monaco®, Improv®				\$1-\$25,000 \$25,001 or More	68.5% Negotiable	63% Negotiable	14.865%
Rush**						\$1 or More	62.65%	57%	13.14%
V Regular Lead Time		X99®				\$1-\$25,000 \$25,001 or More	67.6% Negotiable	60% Negotiable	19%
Rush**						\$1 or More	59.95%	54%	12.935%
VI Regular Lead Time	Patterns™ Reside® Desking Intuity®, Active Components™,Be_Hold Storage					\$1-\$50,000 \$50,001 or More	62.2% Negotiable	53% Negotiable	19.574%
Rush**						\$1 or More	55%	41%	19.574%
VII Regular Lead Time	Pip™ Tables	Hello®, ToDo®, Openest®, Poppy™, Riverbend™, Pebble™, Cabana Lounge™, Resonate™				\$1-\$25,000 \$25,001 or More	62.2% Negotiable	53% Negotiable	19.574%
VIII Regular Lead Time				Masters Series®		\$1-\$100,000 \$100,001 or More	62.2% Negotiable	53% Negotiable	19.574%
Rush**						\$1 or More	55%	41%	23.729%
IX Regular Lead Time		Candor®				\$1-\$25,000 \$25,001 or More	64% Negotiable	55% Negotiable	20%
Rush**						\$1 or More	55%	41%	23.729%
X Regular Lead Time	Planes®,Upside		Compose® Storage			\$1-\$50,000 \$50,001 or More	66.25% Negotiable	58% Negotiable	19.643%
Rush**						\$1 or More	61.3%	55%	14%

Product Group	Systems, Tables and Healthcare Products	Seating	Freestanding	Wood Casegoods & Wood Tables	Flooring/ Electrical Architectural Interiors	List Dollar Value	Dealer Discounts Product Only	Customer Discount Product Only	Dealer Margin
XI Regular Lead Time	Belong™ & Jump@stuff Work Tools					\$1-\$10,000 \$10,001 or More	61.75% Negotiable	48.75% Negotiable	25.366%
XII Regular Lead Time	Haworth Collection-Haworth®					\$1-\$50,000 \$50,001 or More	55.9% Negotiable	41% Negotiable	25.254%
XIII Regular Lead Time		Very® Very® Task Zody®				\$1-\$25,000 \$25,001 or More	62.65% Negotiable	55% Negotiable	17%
Rush**						\$1 or More	57.25%	50%	14.5%
XIV Regular Lead Time					Enclose® Walls Glass	\$1-\$100,000 \$100,001 or More	62.65% Negotiable	55% Negotiable	17%
XV Regular Lead Time	Haworth Collection - Poltrona Frau®, Cappellini®, Cassina®					\$1 or More	43%	15%	32.941%
XV Regular Lead Time	Haworth Collection-Pablo Designs					\$1 or More	30%	15%	17.647%
XVI Regular Lead Time		Harbor Work Lounge®				\$1-\$50,000 \$50,001 or More	58.6% Negotiable	50% Negotiable	17.2%
XVII Regular Lead Time	Haworth® Health Environments, Atwell™					\$1-\$50,000 \$50,001 or More	63.2% Negotiable	57.2% Negotiable	14.019%
XVIII Regular Lead Time			A Series®			\$1-\$50,000 \$50,001 or More	61% Negotiable	53% Negotiable	17.021%
XX Regular Lead Time		Soji® Soji®XL				\$1-\$25,000 \$25,001 or More	60%	50%	20%
Rush**						\$1 or More	53.5%	41.8%	20.103%
XXI Regular Lead Time	Workware®, Technology Products					\$1-\$10,000 \$10,001 or More	61.75% Negotiable	55% Negotiable	15%
XXII Regular Lead Time	Everyday Office (Hop®, Jump®) Jive®, Swivel™					\$1-\$50,000 \$50,001 or More	60% Negotiable	50% Negotiable	20%
Rush**						\$1 or More	55%	45%	18.182%
XXIII Regular Lead Time	Ergotron					\$1-\$10,000 \$10,001 or More	58% Negotiable	47.5% Negotiable	20%
XXIV Regular Lead Time		Fern®				\$1-\$25,000 \$25,001 or More	58% Negotiable	50% Negotiable	16%
XXV Regular Lead Time	Cultivate™					\$1-\$50,000 \$50,001 or More	64% Negotiable	58% Negotiable	14.286%

Product Group	Systems, Tables and Healthcare Products	Seating	Freestanding	Wood Casegoods & Wood Tables	Flooring/ Electrical Architectural Interiors	List Dollar Value	Dealer Discounts Product Only	Customer Discount Product Only	Dealer Margin
XXVI Regular Lead Time	Haworth Collection- JANUS et Cie					\$1-\$50,000 \$50,001 or More	45% Negotiable	15% Negotiable	35.294%
XXVII Regular Lead Time	Haworth Collection- GAN					\$1 or More	30%	10%	22.22%
XXVIII Regular Lead Time	BuzziSpace					\$1-\$50,000 \$50,001 or More	50% Negotiable	35% Negotiable	23.077%
XIX Regular Lead Time					Pergola	\$1 or More	60%	51.5%	17.526%
XX Regular Lead Time		Veda				\$1 or More	63%	55%	17.526%
XXI Regular Lead Time	Compose Echo					\$1 or More	64%	53%	23.404%
XXII Regular Lead Time		Zody II				\$1 or More	62%	50%	24%
XXIII Regular Lead Time	Hush Office					\$1 or More	61%	51.5%	19.588%
XXIV Regular Lead Time		Emeco				\$1 or More	50%	35%	23.077%
XXV Regular Lead Time	Benson					\$1 or More	64%	57.2%	15.888%
XXVI Regular Lead Time		Bowi				\$1 or More	60%	50%	20.000%
XXVII Regular Lead Time		Breck				\$1 or More	63%	54.88%	17.996%
XXVIII Regular Lead Time					4Space	\$1 or More	63%	55%	17.778%
XXIX Regular Lead Time		Maari				\$1-\$25,000 \$25,001 or More	62% Negotiable	54% Negotiable	17.391%

**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.

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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® PLACES® UniGroup® Too Adaptable Components					\$1-\$100,000 \$100,001 or More	68% Negotiable
Rush**						\$1 or More	58%
II Regular Lead Time	PREMISE® Compose®, IF					\$1-\$100,000 \$100,001 or More	65% Negotiable
Rush**						\$1 or More	50%
III Regular Lead Time			Beside® X Series® Casegoods V Series® Casegoods			\$1-\$50,000 \$50,001 or More	60% Negotiable
Rush**						\$1 or More	54%
IV Regular Lead Time		Monaco®, Improv®				\$1-\$25,000 \$25,001 or More	60% Negotiable
Rush**						\$1 or More	54%
V Regular Lead Time		X99®				\$1-\$25,000 \$25,001 or More	57% Negotiable
Rush**						\$1 or More	51%
VI Regular Lead Time	Patterns™ Reside® Desking Intuity®, Active Components™,Be_Hold Storage					\$1-\$50,000 \$50,001 or More	50% Negotiable
Rush**						\$1 or More	38%
VII Regular Lead Time	Pip™ Tables	Hello®, ToDo®, Openest®, Poppy™, Riverbend™, Pebble™, Cabana Lounge™, Resonate™				\$1-\$25,000 \$25,001 or More	50% Negotiable
VIII Regular Lead Time				Masters Series®		\$1-\$100,000 \$100,001 or More	50% Negotiable
Rush**						\$1 or More	38%
IX Regular Lead Time		Candor				\$1-\$25,000 \$25,001 or More	52% Negotiable
Rush**						\$1 or More	38%

Product Group	Systems, Tables and Healthcare Products	Seating	Freestanding	Wood Caseworks & Wood Tables	Flooring/Electrical Architectural Interiors	List Dollar Value	Customer Discount Product Only
X Regular Lead Time	Planes®, Upside		Compose® Storage			\$1-\$50,000 \$50,001 or More	55% Negotiable
Rush**						\$1 or More	52%
XI Regular Lead Time	Belong™ & Jump®stuff Work Tools					\$1-\$10,000 \$10,001 or More	45.75% Negotiable
XII Regular Lead Time	Haworth Collection- Haworth®					\$1-\$50,000 \$50,001 or More	38% Negotiable
XIII Regular Lead Time		Very® Very® Task Zody®				\$1-\$25,000 \$25,001 or More	52% Negotiable
Rush**						\$1 or More	47%
XIV Regular Lead Time					Enclose® Walls Glass	\$1-\$100,000 \$100,001 or More	54% Negotiable
XV Regular Lead Time	Haworth Collection - Poltrona Frau®, Cappellini®, Cassina®					\$1 or More	12%
XV Regular Lead Time	Haworth Collection - Pablo Design					\$1 or More	12%
XVI Regular Lead Time	Harbor Work Lounge®					\$1-\$50,000 \$50,001 or More	47% Negotiable
XVII Regular Lead Time	Haworth® Health Environments, Atwell™					\$1-\$50,000 \$50,001 or More	54.2% Negotiable
XVIII Regular Lead Time			A Series®			\$1-\$50,000 \$50,001 or More	50% Negotiable
XX Regular Lead Time		Soji® Soji®XL				\$1-\$25,000 \$25,001 or More	47% Negotiable
XXI Regular Lead Time	Workware®, Technology Products					\$1-\$10,000 \$10,001 or More	52% Negotiable
XXII Regular Lead Time	Everyday Office (Hop®, Jump®) Jive®, Swivel™					\$1-\$50,000 \$50,001 or More	47% Negotiable
XXIII Regular Lead Time	Ergotron					\$1-\$10,000 \$10,001 or More	44.5% Negotiable
XXIV Regular Lead Time		Fern®				\$1-\$25,000 \$25,001 or More	47% Negotiable

Product Group	Systems, Tables and Healthcare Products	Seating	Freestanding	Wood Casegoods & Wood Tables	Flooring/Electrical Architectural Interiors	List Dollar Value	Customer Discount Product Only
XXV Regular Lead Time	Cultivate™					\$1-\$50,000 \$50,001 or More	55%
XXVI Regular Lead Time	Haworth Collection-JANUS et Cie					\$1-\$50,000 \$50,001 or More	12% Negotiable
XXVII Regular Lead Time	Haworth Collection-GAN					\$1 or More	7%
XXVIII Regular Lead Time	BuzziSpace					\$1-\$50,000 \$50,001 or More	32% Negotiable
XIX Regular Lead Time					Pergola	\$1 or More	47%
XX Regular Lead Time		Veda				\$1 or More	50.4%
XXI Regular Lead Time	Compose Echo					\$1 or More	48.5%
XXII Regular Lead Time		Zody II				\$1 or More	45.5%
XXIII Regular Lead Time	Hush Office					\$1 or More	57%
XXIV Regular Lead Time		Emeco				\$1 or More	30.5%
XXV Regular Lead Time	Benson					\$1 or More	52.7%
XXVI Regular Lead Time		Bowi				\$1 or More	45.5%
XXVII Regular Lead Time		Breck				\$1 or More	50.38%
XXVIII Regular Lead Time					4Space	\$1 or More	50.5%
XXIX Regular Lead Time		Maari				\$1-\$25,000 \$25,001 or More	51% Negotiable

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Product Group	Systems, Tables and Healthcare Products	Seating	Freestanding	Wood Casegoods & Wood Tables	Flooring/Electrical Architectural Interiors	List Dollar Value	Dealer Discount Product Only	Customer Discount Product Only	Dealer Margin
I Regular Lead Time	UniGroup® PLACES® UniGroup® Too Adaptable Components					\$1-\$100,000 \$100,001 or More	74.5% Negotiable	68% Negotiable	20.313%
Rush**						\$1 or More	64.15%	58%	14.643%
II Regular Lead Time	PREMISE® Compose®, IF					\$1-\$100,000 \$100,001 or More	70.45% Negotiable	65% Negotiable	15.571%
Rush**						\$1 or More	57.4%	50%	14.8%
III Regular Lead Time			Beside® X Series® Casegoods V Series® Casegoods			\$1-\$50,000 \$50,001 or More	65.5% Negotiable	60% Negotiable	13.75%
Rush**						\$1 or More	59.65%	54%	12.285%
IV Regular Lead Time		Monaco®, Improv®				\$1-\$25,000 \$25,001 or More	65.5% Negotiable	60% Negotiable	13.75%
Rush**						\$1 or More	59.65%	54%	12.283%
V Regular Lead Time		X99®				\$1-\$25,000 \$25,001 or More	64.6% Negotiable	57% Negotiable	17.674%
Rush**						\$1 or More	56.95%	51%	12.143%
VI Regular Lead Time	Patterns™ Reside® Desking Intuity®, Active Components™ Be_Hold Storage					\$1-\$50,000 \$50,001 or More	59.2% Negotiable	50% Negotiable	18.4%
Rush**						\$1 or More	55%	38%	27.419%
VII Regular Lead Time	Pip™ Tables	Hello®, ToDo®, Openest®, Poppy™, Riverbend™, Pebble™, Cabana Lounge™, Resonate™				\$1-\$25,000 \$25,001 or More	59.2% Negotiable	50% Negotiable	18.4%

Product Group	Systems, Tables and Healthcare Products	Seating	Freestanding	Wood Casegoods & Wood Tables	Flooring/Electrical Architectural Interiors	List Dollar Value	Dealer Discount Product Only	Customer Discount Product Only	Dealer Margin
Rush**						\$1 or More	55%	38%	27.419%
VIII Regular Lead Time				Masters Series®		\$1-\$100,000 \$100,001 or More	59.2% Negotiable	50% Negotiable	18.4%
Rush**						\$1 or More	55%	38%	27.419%
IX Regular Lead Time		Candor				\$1-\$25,000 \$25,001 or More	61% Negotiable	52% Negotiable	18.75%
Rush**						\$1 or More	55%	38%	27.419%
X Regular Lead Time	Planes®, Upside		Compose® Storage			\$1-\$50,000 \$50,001 or More	63.25% Negotiable	55% Negotiable	18.333%
Rush**						\$1 or More	58.3%	52%	13.125%
XI Regular Lead Time	Belong™ & Jump®stuff Work Tools					\$1-\$10,000 \$10,001 or More	58.75% Negotiable	45.75% Negotiable	23.963%
XII Regular Lead Time	Haworth Collection-Haworth®					\$1-\$50,000 \$50,001 or More	52.9% Negotiable	38% Negotiable	24.032%
XIII Regular Lead Time		Very® Very® Task Zody®				\$1-\$25,000 \$25,001 or More	59.65% Negotiable	52% Negotiable	15.938%
Rush**						\$1 or More	53.25%	47%	11.792%
XIV Regular Lead Time					Enclose® Walls Glass	\$1-\$100,000 \$100,001 or More	60.55% Negotiable	54% Negotiable	14.239%
XV Regular Lead Time	Haworth Collection - Poltrona Frau®, Cappellini®, Cassina®					\$1 or More	40%	12%	31.818%
XVI Regular Lead Time	Haworth Collection - Pablo Design					\$1 or More	30%	12%	17.647%
XVII Regular Lead Time	Harbor Work Lounge®					\$1-\$50,000 \$50,001 or More	55.6% Negotiable	47% Negotiable	16.226%
XVIII Regular Lead Time	Haworth® Health Environments, Atwell™					\$1-\$50,000 \$50,001 or More	60.2% Negotiable	54.2% Negotiable	13.1%
XVIII Regular Lead Time			A Series®			\$1-\$50,000 \$50,001 or More	58% Negotiable	50% Negotiable	16%

Product Group	Systems, Tables and Healthcare Products	Seating	Freestanding	Wood Casegoods & Wood Tables	Flooring/Electrical Architectural Interiors	List Dollar Value	Dealer Discount Product Only	Customer Discount Product Only	Dealer Margin
XX Regular Lead Time		Soji® Soji®XL				\$1-\$25,000 \$25,001 or More	57% Negotiable	47% Negotiable	18.868%
XXI Regular Lead Time	Workware®, Technology Products					\$1-\$10,000 \$10,001 or More	58.75% Negotiable	52% Negotiable	14.063%
XXII Regular Lead Time	Everyday Office (Hop®, Jump®) Jive®, Swivel™					\$1-\$50,000 \$50,001 or More	57% Negotiable	47% Negotiable	18.868%
XXIII Regular Lead Time	Ergotron					\$1-\$10,000 \$10,001 or More	55% Negotiable	44.5% Negotiable	18.919%
XXIV Regular Lead Time		Fern®				\$1-\$25,000 \$25,001 or More	55% Negotiable	47% Negotiable	15.094%
XXV Regular Lead Time	Cultivate™					\$1-\$50,000 \$50,001 or More	61%	55%	13.333%
XXVI Regular Lead Time	Haworth Collection- JANUS et Cie					\$1-\$50,000 \$50,001 or More	42% Negotiable	12% Negotiable	34.091%
XXVII Regular Lead Time	Haworth Collection- GAN					\$1 or More	27%	7%	21.5%
XXVIII Regular Lead Time	BuzziSpace					\$1-\$50,000 \$50,001 or More	47% Negotiable	32% Negotiable	22.059%
XXIX Regular Lead Time					Pergola	\$1 or More	55.5%	47%	16.505%
XXIXI Regular Lead Time		Veda				\$1 or More	58.4%	50.4%	16.129%
XXIXII Regular Lead Time	Compose Echo					\$1 or More	59.5%	48.5%	21.359%
XXIXIII Regular Lead Time		Zody II				\$1 or More	57.5%	45.5%	22.018%
XIX Regular Lead Time	Hush Office					\$1 or More	56.5%	47%	17.925%
XX Regular Lead Time		Emeco				\$1 or More	45.5%	30.5%	21.583%
XXI Regular Lead Time	Benson					\$1 or More	59.5%	52.7%	14.376%

Product Group	Systems, Tables and Healthcare Products	Seating	Freestanding	Wood Casegoods & Wood Tables	Flooring/Electrical Architectural Interiors	List Dollar Value	Dealer Discount Product Only	Customer Discount Product Only	Dealer Margin
XXII Regular Lead Time		Bowi				\$1 or More	55.5%	45.5%	18.349%
XXIII Regular Lead Time		Breck				\$1 or More	58.5%	50.38%	16.364%
XXIX Regular Lead Time					4Space	\$1 or More	58.5%	50.5%	16.162%
XXX Regular Lead Time		Maari				\$1-\$25,000 \$25,001 or More	59% Negotiable	51% Negotiable	16.327%