

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®					\$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™, Wyn				\$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			A Series®			\$1-\$50,000 \$50,001 or More	53% Negotiable
XIX Regular Lead Time		Soji®, Soji®XL				\$1-\$25,000 \$25,001 or More	50% Negotiable
Rush**						\$1 or More	41.8%
XX Regular Lead Time	Jive®					\$1-\$50,000 \$50,001 or More	50% Negotiable
Rush**						\$1 or More	45%
XXI Regular Lead Time	Ergotron					\$1-\$10,000 \$10,001 or More	47.5% Negotiable
XXII Regular Lead Time		Fern®				\$1-25,000 \$25,001 or More	50% Negotiable
XXIII Regular Lead Time	Cultivate™					\$1-\$50,000 \$50,001 or More	58% Negotiable
XXIV Regular Lead Time	Haworth Collection-JANUS et Cie					\$1-\$50,000 \$50,001 or More	15% Negotiable
XXV Regular Lead Time	Haworth Collection-GAN					\$1 or More	10%
XXVI Regular Lead Time	BuzziSpace					\$1-\$50,000 \$50,001 or More	35% Negotiable
XXVII Regular Lead Time					Pergola	\$1 or More	60%
XXVIII Regular Lead Time		Veda				\$1 or more	55%

Product Group	Systems, Tables and Healthcare Products	Seating	Freestanding	Wood Caseloads & Wood Tables	Flooring/Electrical Architectural Interiors	List Dollar Value	Customer Discount Product Only
XXIX Regular Lead Time	Compose Echo					\$1 or more	53%
XXX Regular Lead Time		Zody®II				\$1 or more	50%
XXXI Regular Lead Time	HushOffice					\$1 or more	51.5%
XXXII Regular Lead Time		Emeco				\$1 or more	35%
XXXIII Regular Lead Time	Benson					\$1 or more	57.2%
XXXIV Regular Lead Time		Breck				\$1 or more	54.88%
XXXV Regular Lead Time					4Space	\$1 or more	55%
XXXVI 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.

AIS GPO PRICING - CUSTOMER COPY

Product	End-User Discount
Office Seating (Task and Guest)	57%
Lounge	54%
Calibrate Series, Tables, Oxygen, Encounter PowerBeam/PowerBench, Calibrate Community, Screens, Divi, Matrix, AO2, Support & Storage, Worksurfaces, Accessories	74%
Divi Fast Track	76%

SOURCEWELL DEALER 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	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®					\$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™, Wyn				\$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%
XVI Regular Lead Time	Haworth Collection-Pablo Designs					\$1 or More	30%	15%	17.647%
XVII Regular Lead Time		Harbor Work Lounge®				\$1-\$50,000 \$50,001 or More	58.6% Negotiable	50% Negotiable	17.2%
XVIII Regular Lead Time			A Series®			\$1-\$50,000 \$50,001 or More	61% Negotiable	53% Negotiable	17.021%
XIX 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%
XX Regular Lead Time	Jive®					\$1-\$50,000 \$50,001 or More	60% Negotiable	50% Negotiable	20%
Rush**						\$1 or More	55%	45%	18.182%
XXI Regular Lead Time	Ergotron					\$1-\$10,000 \$10,001 or More	58% Negotiable	47.5% Negotiable	20%
XXII Regular Lead Time		Fern®				\$1-\$25,000 \$25,001 or More	58% Negotiable	50% Negotiable	16%
XXIII Regular Lead Time	Cultivate™					\$1-\$50,000 \$50,001 or More	64% Negotiable	58% Negotiable	14.286%
XXIV Regular Lead Time	Haworth Collection- JANUS et Cie					\$1-\$50,000 \$50,001 or More	45% Negotiable	15% Negotiable	35.294%
XXV Regular Lead Time	Haworth Collection- GAN					\$1 or More	30%	10%	22.22%

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	BuzziSpace					\$1-\$50,000 \$50,001 or More	50% Negotiable	35% Negotiable	23.077%
XXVII Regular Lead Time					Pergola	\$1 or More	60%	51.5%	17.526%
XXVIII Regular Lead Time		Veda				\$1 or More	63%	55%	17.526%
XXIX Regular Lead Time	Compose Echo					\$1 or More	64%	53%	23.404%
XXX Regular Lead Time		Zody II				\$1 or More	62%	50%	24%
XXXI Regular Lead Time	Hush Office					\$1 or More	61%	51.5%	19.588%
XXXII Regular Lead Time		Emeco				\$1 or More	50%	35%	23.077%
XXXIII Regular Lead Time	Benson					\$1 or More	64%	57.2%	15.888%
XXXIV Regular Lead Time		Breck				\$1 or More	63%	54.88%	17.996%
XXXV Regular Lead Time					4Space	\$1 or More	63%	55%	17.778%
XXXVI 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.

SOURCEWELL CIF - CUSTOMER COPY

90705 CC for orders shipping to Non-continental U.S. and overseas International 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	68% Negotiable
Rush**						\$1 or More	58%
II Regular Lead Time	PREMISE® Compose®					\$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™, Wyn				\$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 Caseloads & 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%
XVI Regular Lead Time	Haworth Collection - Pablo Design					\$1 or More	12%
XVII Regular Lead Time	Harbor Work Lounge®					\$1-\$50,000 \$50,001 or More	47% Negotiable
XVIII Regular Lead Time			A Series®			\$1-\$50,000 \$50,001 or More	50% Negotiable
XIX Regular Lead Time		Soji® Soji®XL				\$1-\$25,000 \$25,001 or More	47% Negotiable
XX Regular Lead Time	Jive®					\$1-\$50,000 \$50,001 or More	47% Negotiable
XXI Regular Lead Time	Ergotron					\$1-\$10,000 \$10,001 or More	44.5% Negotiable
XXII Regular Lead Time		Fern®				\$1-\$25,000 \$25,001 or More	47% Negotiable
XXIII Regular Lead Time	Cultivate™					\$1-\$50,000 \$50,001 or More	55%
XXIV Regular Lead Time	Haworth Collection- JANUS et Cie					\$1-\$50,000 \$50,001 or More	12% 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	Haworth Collection-GAN					\$1 or More	7%
XXVI Regular Lead Time	BuzziSpace					\$1-\$50,000 \$50,001 or More	32% Negotiable
XXVII Regular Lead Time					Pergola	\$1 or More	47%
XXVIII Regular Lead Time		Veda				\$1 or More	50.4%
XXXIX Regular Lead Time	Compose Echo					\$1 or More	48.5%
XXX Regular Lead Time		Zody II				\$1 or More	45.5%
XXXI Regular Lead Time	Hush Office					\$1 or More	57%
XXXII Regular Lead Time		Emeco				\$1 or More	30.5%
XXXIII Regular Lead Time	Benson					\$1 or More	52.7%
XXXIV Regular Lead Time		Breck				\$1 or More	50.38%
XXXV Regular Lead Time					4Space	\$1 or More	50.5%
XXXVI Regular Lead Time		Maari				\$1-\$25,000 \$25,001 or More	51% Negotiable

SOURCEWELL CIF - DEALER COPY

90705 CC for orders shipping to Non-continental U.S. and overseas International 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	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®					\$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™, Wyn				\$1-\$25,000 \$25,001 or More	59.2% Negotiable	50% Negotiable	18.4%
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%

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
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			A Series®			\$1-\$50,000 \$50,001 or More	58% Negotiable	50% Negotiable	16%
XIX Regular Lead Time		Soji® Soji®XL				\$1-\$25,000 \$25,001 or More	57% Negotiable	47% Negotiable	18.868%
XX Regular Lead Time	Jive®					\$1-\$50,000 \$50,001 or More	57% Negotiable	47% Negotiable	18.868%
XXI Regular Lead Time	Ergotron					\$1-\$10,000 \$10,001 or More	55% Negotiable	44.5% Negotiable	18.919%

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		Fern®				\$1-\$25,000 \$25,001 or More	55% Negotiable	47% Negotiable	15.094%
XXIII Regular Lead Time	Cultivate™					\$1-\$50,000 \$50,0001 or More	61%	55%	13.333%
XXIV Regular Lead Time	Haworth Collection-JANUS et Cie					\$1-\$50,000 \$50,001 or More	42% Negotiable	12% Negotiable	34.091%
XXV Regular Lead Time	Haworth Collection-GAN					\$1 or More	27%	7%	21.5%
XXVI Regular Lead Time	BuzziSpace					\$1-\$50,000 \$50,001 or More	47% Negotiable	32% Negotiable	22.059%
XXVII Regular Lead Time					Pergola	\$1 or More	55.5%	47%	16.505%
XXVIII Regular Lead Time		Veda				\$1 or More	58.4%	50.4%	16.129%
XXIX Regular Lead Time	Compose Echo					\$1 or More	59.5%	48.5%	21.359%
XXX Regular Lead Time		Zody II				\$1 or More	57.5%	45.5%	22.018%
XXXI Regular Lead Time	Hush Office					\$1 or More	56.5%	47%	17.925%
XXXII Regular Lead Time		Emeco				\$1 or More	45.5%	30.5%	21.583%
XXXIII Regular Lead Time	Benson					\$1 or More	59.5%	52.7%	14.376%
XXXIV Regular Lead Time		Bowi				\$1 or More	55.5%	45.5%	18.349%
XXXV Regular Lead Time		Breck				\$1 or More	58.5%	50.38%	16.364%
XXXVI Regular Lead Time					4Space	\$1 or More	58.5%	50.5%	16.162%
XXXVII Regular Lead Time		Maari				\$1-\$25,000 \$25,001 or More	59% Negotiable	51% Negotiable	16.327%

**CANOE PROCUREMENT GROUP OF CANADA
91611**

Product Line Name	Super Class	Pricing Tier (List \$)	Option BB - Shipments to Canada	
			End User Discount	
Worksystems - Panel Based	Adaptable Components™	CAO	\$1 plus	69.0%
	Unigroup@TOO	ACO		
	Systems Fabric	GAO		
	UniGroup®	AAO		
	Compose®/Connections/Beam	BCO	\$1 plus	66.0%
Worksystems - Non-Panel Based	Active Components™	INO	\$1 plus	51.0%
	Intuity	INO		
	Compose Echo	TRO	\$1 plus	51.0%
	Belong & Belong Plus Screens	YA1	\$1 plus	46.75%
	Belong™ Work Tools	YAO		
	Jump Stuff Worktools	YA1		
	Ergotron®	ERO	\$1 plus	45.5%
Storage - Metal	V Series®	VSO	\$1 plus	61.0%
	X Series® Desks	FM1		
	X Series Files	FM0		
	X Series Peds	FPO		
	X Series Towers & Lockers	FM2		
Storage - Laminate	A Series®	ATO	\$1 plus	51.0%
	Be_Hold®	BHO	\$1 plus	51.0%
	Be_Hold Be	BHO		
	Beside®	BDO	\$1 plus	61.0%
	Locks	HAO		
	Compose Storage	TAO		
Private Office	Masters Series®	RAO	\$1 plus	51.0%
Tables - Height Adjustable	Planes® Height Adjustable Tables	TAO	\$1 plus	56.0%
	Upside®	USO		

	Product Line Name	Super Class	Pricing Tier (List \$)	Option BB - Shipments to Canada
				End User Discount
Seating - Task	Fern®	FNO	\$1 plus	48.0%
	Improv®	JA0	\$1 plus	61.0%
	Seating Fabric	LA0	\$1 plus	53.0%
	Soji®,Soji®XL	ST0	\$1 plus	48.0%
	Veda™	VE0	\$1 plus	53.0%
	Very® Task	VT0		
	Zody®	ZD0		
Zody II & LX	ZD1	\$1 plus	48.0%	
Seating - Ancillary	Cabana Lounge™	CBO	\$1 plus	51.0%
	Candor®	SA0	\$1 plus	53.0%
	Maari	MRO	\$1 plus	52.0%
	Hello®	QA0	\$1 plus	51.0%
	Harbor Work Lounge®	QA0		
	Openest®	QA0		
	Pebble®	QA0		
	Poppy™	QA0		
	Resonate™ Lounge	RLO		
	WYN	QA0		
	Riverbend®	QA0		
	ToDo®	QA0		
	Very	VY0	\$1 plus	53.0%
	Breck	BRO	\$1 plus	52.88%
	X99®	X90	\$1 plus	58.0%
	Larkin™	CHO	\$1 plus	39.0%
	Lyda™	CHO		
	Windowseat®	CHO		

Product Line Name	Super Class	Pricing Tier (List \$)	Option BB - Shipments to Canada	
			End User Discount	
Tables - Fixed Height	Cultivate®	CLO	\$1 plus	56.0%
	Immerse®	CLO		
	Jive®	JVO	\$1 plus	48.0%
	Pip™ Tables	QA6	\$1 plus	51.0%
	Planes Fixed Height Tables	TA1	\$1 plus	56.0%
	PopUp®	CLO	\$1 plus	56.0%
Architectural Interiors	Enclose®	ENO	\$1 plus	52.0%
	Trivati®	TVO	\$1 plus	53.0%
	Walls Adaptable Components	WAO	\$1 plus	52.0%
	Pergola®	PRG	\$1 plus	48.0%
	HushOffice	HOF	\$1 plus	43.0%
	Walls Glass	WGO	\$1 plus	52.0%
Brands - Ancillary	Cappellini®	PFO	\$1 plus	13.0%
	Cassina®	PFO		
	Poltrona Frau®	PFO		
	BuzziSpace	BZO	\$1 plus	10.0%
	Emeco®	EMO		
	GAN®	GNO	\$1 plus	8.0%
	Pablo® Lighting	PDO	\$1 plus	13.0%
	4Space	FQF	\$1 plus	53.0%
	Janus et Cie®	JCO	\$1 plus	13.0%
Haworth Health	Benson™	HC2	\$1 plus	36.0%

Haworth Sales Person: Tim Hodges

Notes:

- 1) Discounts for all products will be based on the total list value of a Haworth order. If the list value of the order is more than tier one, the second-tier discounts will apply. If the list value of the order is less than tier two, the first-tier discounts will apply.
- 2) All orders are subject to [Haworth North American Terms of Sale](#).