

**HAWORTH, INC. – NATIONAL SALES AGREEMENT SUMMARY SHEETS
STATE OF OHIO**

N071059 for orders shipping to continental U.S. locations, accessing product only price list.

N071223 for orders shipping to continental U.S. locations, accessing installed only price list.

Product Group	Systems Products	Seating Products	Freestanding Products	Wood Casegoods	List Dollar Value	Customer Discount Product Only	Customer Discount Installed Only
I Regular Lead Time	UniGroup® NW/WT PLACES® NW/WT UniGroup® Too Adaptable Components				\$1-\$100,000 \$100,001-\$300,000 \$300,001	68% 70% Negotiable	64% 66% Negotiable
Rush					\$1 or more	61%	57%
II Regular Lead Time	if®				\$1-\$100,000 \$100,001-\$300,000 \$300,001+	68% 70% Negotiable	64% 66% Negotiable
Rush					\$1 or more	53%	49%
III Regular Lead Time	PLACES® FW				\$1-\$100,000 \$100,001-\$300,000 \$300,001+	51% 53% Negotiable	47% 49% Negotiable
IV Regular Lead Time	RACE® PREMISE® NW/WT Moxie™				\$1-\$100,000 \$100,001-\$300,000 \$300,001+	64% 66% Negotiable	60% 62% Negotiable
Rush					\$1 or more	53%	49%
V Regular Lead Time	Compose				\$1-\$100,000 \$100,001-\$300,000 \$300,001+	62% 64% Negotiable	58% 60% Negotiable
Rush						58%	54%
VI Regular Lead Time		Accolade®, Monaco® System 58			\$1-\$50,000 \$50,001-\$100,000 \$100,001+	61% 63% Negotiable	58% 60% Negotiable
Rush					\$1 or more	57%	54%
VII Regular Lead Time		Improv®, System12 X99®			\$1-\$50,000 \$50,001-\$100,000 \$100,001+	62% 62.84% Negotiable	59% 59.84% Negotiable
Rush					\$1 or more	54%	51%
VIII Regular Lead Time		Zoey Chu			\$1-\$25,000 \$25,001-\$100,000 \$100,001+	56% 58% Negotiable	53% 55% Negotiable
Rush					\$1 or more	53%	50%
IX Regular Lead Time		Look™			\$1-\$50,000 \$50,001-\$100,000 \$100,001+	61.75% 62.84% Negotiable	58.75% 59.84% Negotiable
Rush					\$1 or more	54%	51%
X Regular Lead Time			950 Series Files, PLACES® Freestanding Steel PREMISE® Casegoods NW/WT Moxie™ FS Storage, Beside X Series™ Files and Pedestals V Series™ Files and Pedestals		\$1-\$50,000 \$50,001-\$100,000 \$100,001+	62% 64% Negotiable	59% 61% Negotiable
Rush					\$1 or more	54%	51%

Product Group	Systems Products	Seating Products	Freestanding Products	Wood Casegoods	List Dollar Value	Customer Discount Product Only	Customer Discount Installed Only
XI Regular Lead Time	Patterns Reside	Composites™, Forenze™, Galerie™, Hello™, Prescott™, Tally™, Tuxedo™, ToDo® Cassis, Candor		PLACES® Wood Casegoods Varia™, Orlando™, Tripoli™ Vancouver™, Series K™, York, Masters	\$1-\$25,000 \$25,001-\$100,000 \$100,001+	51% 53% Negotiable	47% 49% Negotiable
Rush					\$1 or more	41%	37%
XII Regular Lead Time	Planes	Kinetics®			\$1-\$25,000 \$25,001-\$100,000 \$100,001+	57% 59% Negotiable	54% 56% Negotiable
Rush					\$1 or more	53%	50%
XIII Regular Lead Time	Jump® Stuff BRAZO, Belong Boogie® Board				\$1-\$25,000 \$25,001-\$100,000 \$100,001	40% 40% Negotiable	37% 37% Negotiable
XIV Regular Lead Time		Zody Very, Very Task			\$1-\$25,000 \$25,001-\$100,000 \$100,001+	52% 55% Negotiable	49% 52% Negotiable
XVI Regular Lead Time	Enclose				\$1-\$100,000 \$100,001-\$300,000 \$300,001+	51% 53% Negotiable	46% 48% Negotiable
XVII Regular Lead Time				Power Web® Power Base AI	\$1-\$100,000 \$100,001-\$300,000 \$300,001+	53% 57% Negotiable	N/A N/A N/A
XVIII Regular Lead Time				TecCrete® TecBase® Pedestal Heads and Bases	\$1-\$500,000 \$500,001+	62% Negotiable	N/A N/A
XVII Regular Lead Time				LifeSPACE	\$1-\$100,000 \$100,001-\$300,000 \$300,001+	37% 40% Negotiable	N/A N/A N/A

Price List: Current pricing applies.

**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.

LEGACY DISCOUNT SCHEDULE

Description	List Value	Customer Discount
Legacy	\$1-\$55,555	50%
	\$55,556 - \$150,000	51%
	\$150,001- \$500,000	52.0%
	\$500,001-\$1,000,000	53.0%
	\$1,000,001 or More	54.0%