


ATTACHMENT D  
PRICING INFORMATION: DISCOUNT MATRIX

  <b>Seating Products</b>	<b>Discount from List Price</b> <b>Tiers are based on Product Groups</b>		
	<b>\$1.00 - \$50,000</b>	<b>\$50,001 - \$150,000</b>	<b>\$150,001 or More</b>
	Accolade Seating Improv Seating Look Seating Monaco System 12	61.00%	63.00%
Tilt Very™ Very Task™ Zody	53.00%	55.00%	56.00%
Candor	53.00%	58.00%	58.00%
X99®	58.00%	60.00%	61.00%
Composites™ Forenze™, Galerie Collection Hello™ Openest Poppy Prescott Series ToDo® Tuxedo Series	51.00%	52.00%	54.00%
Lively	58.00%	58.00%	58.00%
K100 Series Scamps Tempo Series	56.00%	58.00%	59.00%
Fern Harbor Work Lounge	48.00%	48.00%	48.00%
Haworth Collection NA	39.00%	40.00%	41.00%
Haworth Health Environments	55.00%	55.00%	55.00%
Poltrona Frau Cappellini Cassina	13.00%	13.00%	13.00%
<b>NOTES:</b> <ul style="list-style-type: none"> <li>• Please note Alaska, Hawaii will have three (3) discount points less for all product collections and pricing tiers. Cost of insurance and freight (CIF) included.</li> <li>• Order must be issued to an authorized Haworth Dealer</li> <li>• Discounts are product only</li> <li>• Price List: March 2017</li> </ul>			

**ATTACHMENT D**

**PRICING INFORMATION: PRICE LIST**

To access the Price List for Haworth, please use the following link:

[http://media.haworth.com/asset/84600/Seating\\_NA-Price-List%20\(1\).pdf](http://media.haworth.com/asset/84600/Seating_NA-Price-List%20(1).pdf)