

ATTACHMENT A
Discount Schedule
CALIFORNIA STATE UNIVERSITY

62472 AA for orders shipping to continental U.S. locations, accessing U.S. price list

Product Group	Systems and Tables Products	Seating Products	Freestanding Products	Wood Casegoods & Wood Tables	Architectural Interiors	List Dollar Value	Customer Discount Product Only
I Regular Lead Time	UniGroup® NW/WT PLACES® NW/WT UniGroup Too, Adaptable Components,					\$1-\$100,000 \$100,001 or More	71% Negotiable
RUSH**						\$1 or More	61%
II Regular Lead Time	if®, RACE®, Compose PREMISE® NW/WT Moxie™, Components					\$1-\$100,000 \$100,001 or More	68% Negotiable
RUSH**						\$1 or More	53%
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	63% Negotiable
RUSH**						\$1 or More	57%
IV Regular Lead Time		X99®				\$1-\$50,000 \$50,001 or More	60% Negotiable
RUSH**						\$1 or More	54%
V Regular Lead Time	Intuity Patterns, Reside	Composites™, Forenze™, Galerie™, Hello™, Prescott™, Tally™, Tuxedo™, ToDo®		PLACES® Wood Casegoods, Series K™, Orlando™, Orlando LS™, Tripoli™. Vancouver™, York, Masters		\$1-\$25,000 \$25,001 or More	53% Negotiable
RUSH**						\$1 or More	41%
VI Regular Lead Time	Tactics®, 450 Series, Tempo, Planes Compose Storage	Tempo				\$1-\$25,000 \$25,001 or More	58% Negotiable
RUSH**						\$1 or More	55%
VII Regular Lead Time	The Haworth Collection BRAZO, Lim, Belong, Jump® Stuff, Boogie® Board Workware					\$1-\$10,000 \$10,001 or More	41% Negotiable
VIII Regular Lead Time		Very™, Very Task™, Zody				\$1-\$25,000 \$25,001 or More	55%
IX Regular Lead Time					Enclose	\$1-\$100,000 \$100,001-\$500,000 \$500,001 or More	55% 57% Negotiable

HAWORTH®

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X Regular Lead Time					Powerweb Power Base AI	\$1-\$100,000 \$100,001-\$500,000 \$500,001 or More	60% 62% Negotiable
XI Regular Lead Time		Cassis, Candor, Lively				\$1-\$25,000 \$25,001 or More	55% Negotiable
RUSH**						\$1 or More	41%
XII Regular Lead Time					TecCrete Floor TecBase Floor	\$1-\$100,000 \$100,001 or More	62% Negotiable
XIII Regular Lead Time	Poltrona Frau					\$1 or More	15%
XIV Regular Lead Time	Harbor Work Lounge					\$1 or More	50%

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, fabric and finishes included in these programs.

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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