

Product Line	Tiers are Based on List Product Value of Each Order -- Inclusive of all products												
	\$ 1 - \$ 100,000 (List)						\$ 100,001 - \$ 400,000 (List)						\$ 400K +
	Customer			Dealer			Customer			Dealer			
Drop Ship	Inside Del.	Basic Install	Exp'd Install	All Serv Opts	Prod. Only Margin	Drop Ship	Inside Del.	Basic Install	Exp'd Install	All Serv Opts	Prod. Only Margin		
* reference the service tab for service option definitions													
Action Office, Etho, Quad, B&F Frt. Peds (BP&BQ), HM Eames (F) & Avive Tables (DL), Energy (C), Acc's (8), Lighting (A), C-Style OH's (CS)	69	67	64	62	74.75	18.55%	71	69	66	64	76	17.24%	
Canvas Office Landscape; Walls (FT), Private Office (FV), Filing & Storage (FM, FF), Dock Based (FD), Beam & Group Based (FR, FW), Vista (FX)	69	67	64	62	74.75	18.55%	71	69	66	64	76	17.24%	
Thrive Portfolio (ZZ, Z2, Z3), Public (BV) Overlay (MN)	54	52	49	47	62.5	18.48%	56	54	51	49	63.5	17.05%	
Layout Studio (LS), Prospect (CB)	51	49	46	44	60.25	18.88%	53	51	48	46	61.25	17.55%	
Exclave (EX), Arrio (SK), Reslove (RS), Intersect (CP), Intent (CF)	53	51	48	46	61.75	18.62%	55	53	50	48	62.75	17.22%	
Locale (BR)	58	56	53	51	65.75	18.45%	60	58	55	53	66.75	16.88%	
Meridian; Storage (MS), Towers (MG), Quad. B & F Frt Lats (2, 2A)	52	50	47	45	61	18.75%	54	52	49	47	62	17.39%	
Meridian; Peds (MP), Lateral (MF) & Vert. Files (MV)	54	52	49	47	62.5	18.48%	56	54	51	49	63.5	17.05%	
Aeron (EC), Cosm (FC), Celle (TR), Mirra 2 (LF), Sayl (AV), Setu (RV & RY), Lino (MI) & Verus (PI)	51	49	48	46	60	18.37%	53	51	50	48	61	17.02%	
Keynet Seating (TV), Embody Chair (CN)	49	47	46	44	58.5	18.63%	51	49	48	46	59.5	17.35%	
Caper Chairs (WC), Limerick (PO), Aside (PD)	53	51	50	48	61.5	18.09%	55	53	52	50	62.75	17.22%	
Everywhere (IV), Renew (IE) & Bench (IB), Molta (AH), Nevi Tbls (ID) & Bench (IL)	67	65	62	60	73	18.18%	69	67	64	62	74.5	17.74%	
Classical (E), Collection (ER), Celeste (CL), Swoop Furn (OA), Plex (XX)	46	44	43	41	56	18.52%	48	46	45	43	57	17.31%	
Eames; Aluminum (H), Shell (I), Tandem (L), Innovative (IP), Burdick Group (Y)	46	44	43	41	56	18.52%	48	46	45	43	57	17.31%	
HayHM (2C)	46	44	43	41	57	20.37%	48	46	45	43	57	17.31%	
Eames Tables - Stone Tops (ET only), International Collection (IK)	46	44	43	41	60	25.93%	48	46	45	43	60	23.08%	
Tu Storage; (UP, UL, UT, US, UF, UG, UH, UJ, UJ, UJW)	65	63	60	58	71.5	18.57%	67	65	62	60	72.5	16.67%	
Foamwork (CY)	40	38	37	35	60	33.33%	42	40	39	37	60	31.03%	
Magis (CW), Mattiazzi (CX)	40	38	37	35	53	21.67%	42	40	39	37	53.5	19.83%	
Eames Molded Plastic & Wire (VT), Goetz Sofa (GS), the HermanMiller Collection	40	38	37	35	52.5	20.83%	42	40	39	37	52.5	18.10%	
Co-Struc (S), Action Lab (D), Mora (CH)	51	49	46	44	60	18.37%	53	51	48	46	61	17.02%	
Compass (TW)	54	n/a	n/a	n/a	60.5	14.13%	55	n/a	n/a	n/a	61.5	14.44%	
Healthcare Carts (SA)	12	10	7	5	31	21.59%	12	10	7	5	31	21.59%	
Domino Storage	40	38	35	33	52.5	20.83%	42	40	37	35	52.5	18.10%	
Ward Bennett	43	41	38	36	55	21.05%	45	43	40	38	55	18.18%	
Geiger Case Goods & Seating Products	51	49	46	44	58.5	15.31%	52	50	47	45	59.25	15.10%	
Nemschoff Products, excluding furniture with motion mechanisms	48	47	46	45	57.7	18.65%	48	47	46	45	57.7	18.65%	
Naughtone Lounge Furniture	46	44	43	41	56	18.52%	46	44	43	41	56	18.52%	

1) Purchase Orders must be issued to the local authorized Herman Miller dealer.

2) List prices include freight within the 48 contiguous United States. Shipments outside of the contiguous United States are shipped freight prepaid to point of embarkation with freight costs beyond that point shipped collect.

3) A line item charge may be used with the drop ship discount for services, however the line item charge must NEVER exceed the service charge per the discount schedule (% of list) and the allowable additional charges.

4) Std. payment terms are Net 30, the dealer may negotiate alternate terms with customer approval.

5) Returns are allowed only with HMI approval under HMI's std. change/cancellation policy.

6) Additional discounts may be negotiated for single source agreements. Herman Miller product standards, long term commitments, large historical/projected volume.