

HON

QUARTERLY



FEATURING THE NEW
VENEER DESK FROM HON
CENTERPIECE™

Q1
2017

HON.

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Product News

NEW! Centerpiece Veneer Desk



AVAILABLE NOW!

What does your workspace say about you? Centerpiece sends a message that brand, culture and quality are your top priorities.

- Hand-selected hardwood veneer
- Skilled craftsmanship
- Variety of configurations, storage solutions and personalization options
- Supports any work style, including sit-to-stand

Enjoy the warmth and richness of wood grains, the freedom of adaptable layouts, and the enduring quality of upscale design - make Centerpiece the highlight of your office.



Visit the HON Ready Portal Spotlight page

Product News

NEW! 101 Series™ Laminate Desk

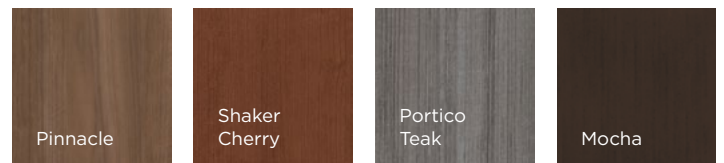


AVAILABLE NOW!

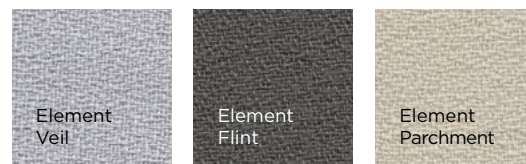
101 Series is the perfect addition to the HON laminate desk portfolio - it fits right in between 10500 Series™ and *basyx* by HON.

- 18 models
- 4 laminate finishes
- 3 tackboard options

LAMINATES



TACKBOARD FABRICS



Product News

NEW!

Build™ Table Options

AVAILABLE NOW!

Working, learning, sharing, training—today's active spaces are constantly adapting to the new ways people use them, and now Build brings you more reasons to specify this great table line!

New Shape

The new 48" x 72" Arc shape allows the user to sit in the recess, making interaction easier with those around the table.



Markerboard Laminate Standard Special

To order a markerboard top on a Build table, simply enter a special request for Markerboard laminate through Tailored Solutions to receive a Build model number with the markerboard option to use when ordering. The model number can then be used on all orders placed for the same shape going forward. This request is considered a pre-approved, standard special with a 20% upcharge.

Additional Height-Adjustability

To accommodate students from upper grades down to kindergarten classrooms, we are working on a solution to modify the Build leg adjustability starting at the lower dimension of 22" rather than the current 25" dimension. Stay tuned for more communications around this great new change coming soon!

Here's what makes Build so great:

- 6 interchangeable table shapes
- Mix and match tables for collaboration or individual work
- 25" - 34" adjustable 4-leg bases with casters or glides
- 22 woodgrain, solid or pattern laminates
- 14 T-Mold colors
- Platinum or Black leg paint options

NEW!

ComfortSelect™ Task Chairs

COMING IN FEBRUARY

Every self-starter needs a comfortable office chair to stay productive. Introducing the ComfortSelect task chairs, built specifically for smaller business needs and budgets.



A9 High-Back Chair
(Model HACCTMM)



B6 High-Back Chair
(Model HSUR2TMM)



K3 Mid-Back Chair
(Model HXCL2TMM)



Product News

NEW! *basyx* by HON Perch

AVAILABLE NOW!

There's a new way to work, and it's simply brilliant. Perch supports seated and standing-height positions, while keeping you energized and productive all day.

Key Features:

- Pivoting base tilts forward to bring you closer to your work when desired
- Enables you to maintain a healthier posture at all times
- Waterfall seat edge improves lower body circulation, balance and strength
- Seat contours align with the body's natural curves to provide active support while perching



NEW! *basyx* by HON HVL205

AVAILABLE NOW!

Meet HVL205. This armless, mesh back task chair provides a generous scale and a comfortable seat cushion at an affordable price.



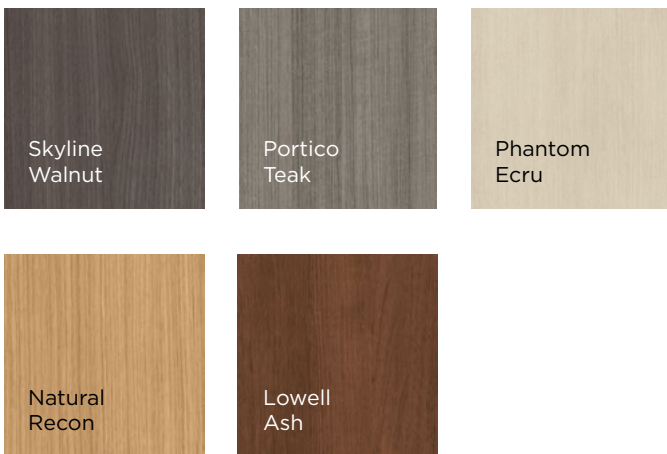
Product News

NEW! Laminate Grades & Textured Laminates

AVAILABLE NOW!

As we look to expand our laminate offering and include partnership laminates in the future, we will be adding laminate grades to our offering in February 2017. All existing HON laminates will become grade L1.

In addition, we are excited to introduce you to 5 new textured laminates (grade L2) that are coming in February.



The textured laminates feature:

- Authentic texture
- Matte finish
- 5X more scuff and scratch resistant
- 3X more wear resistant

Available on:

Casegoods

- 10500 Series™
- Concinnity™
- Voi®

Tables

- Arrange™
- Coordinate™
- Huddle
- Motivate®
- Preside®

Storage

- Contain®

Seating

- Endorse® (tables)
- Flock® (tables, tablets, side tables, minis)
- Grove (inset tables)

Systems

- Worksurfaces
- Abound® (hardsurface tiles)

NEW! Seating & Panel Fabrics

AVAILABLE NOW!

Our fabric offering is expanding to include:

- New Grade A Reflections and Coast
- New Grade B Attire
- New Grade 2 Seed and Clyde
- New Grade 3 Purl

Plus we're adding colors to Refuge, Landscape and Whisper Vinyl.



Product News

Momentum Silica

AVAILABLE NOW!

We are excited to announce that Momentum Silica Prints has been added to our Carded Partnership offering. Silica Prints offer all of the environmental, cleaning and performance benefits of Silica with endless design possibilities.



Customer's Own Material (COM) FAQs

We have dramatically improved the COM process and online experience, making it easier to use COM fabric on HON products. Here are a few FAQs to help guide you through the process:

How do I price out COM fabrics?

That depends. Is it HON-to-Supply or Dealer-to-Supply?

HON-to-Supply	Dealer-to-Supply
Fabric supplied by HON	Fabric supplied by Dealer
Grades 1 through 22 depending on the fabric	Grade 4 + price to purchase the fabric from the mill and send to HON

Is it possible to search for COM fabrics that have already been tested and approved?

Absolutely! Check out our new [COM Search Tool](#) on the HON Ready Portal. Don't forget! You can also take a look at our [fabrics and finishes](#) - the fabric you are looking for may be part of our partner program.

What if a fabric is approved, but not in the colorway that I want?

Simply visit the [COM Search Tool](#), select Request COM Test, and fill out the form. We will get back to you quickly with a code so you can place your order.

If I select Dealer-to-Supply, where do I send the fabric for testing?

We will send you an email that will include the address. If the fabric passes testing, we will follow up with another email on where to send the required yardage.



Vertical Markets

2017 National IPA Catalog

COMING IN Q1

We are excited to continue to provide our National IPA-TCPN authorized dealers with a catalog that helps create the very best solutions for Non-Profit, Public Sector, Education, and Government customers. The catalog features tier 1 net pricing for all of the solutions, including new products that are available on the contract.



NEW! Education Brochures

COMING IN Q1

Be on the lookout for two brand new pieces that will support your K12 and Higher Education selling efforts. Each brochure will focus on HON's broad portfolio and how it can be used to meet the customer's requirements in new, creative applications.

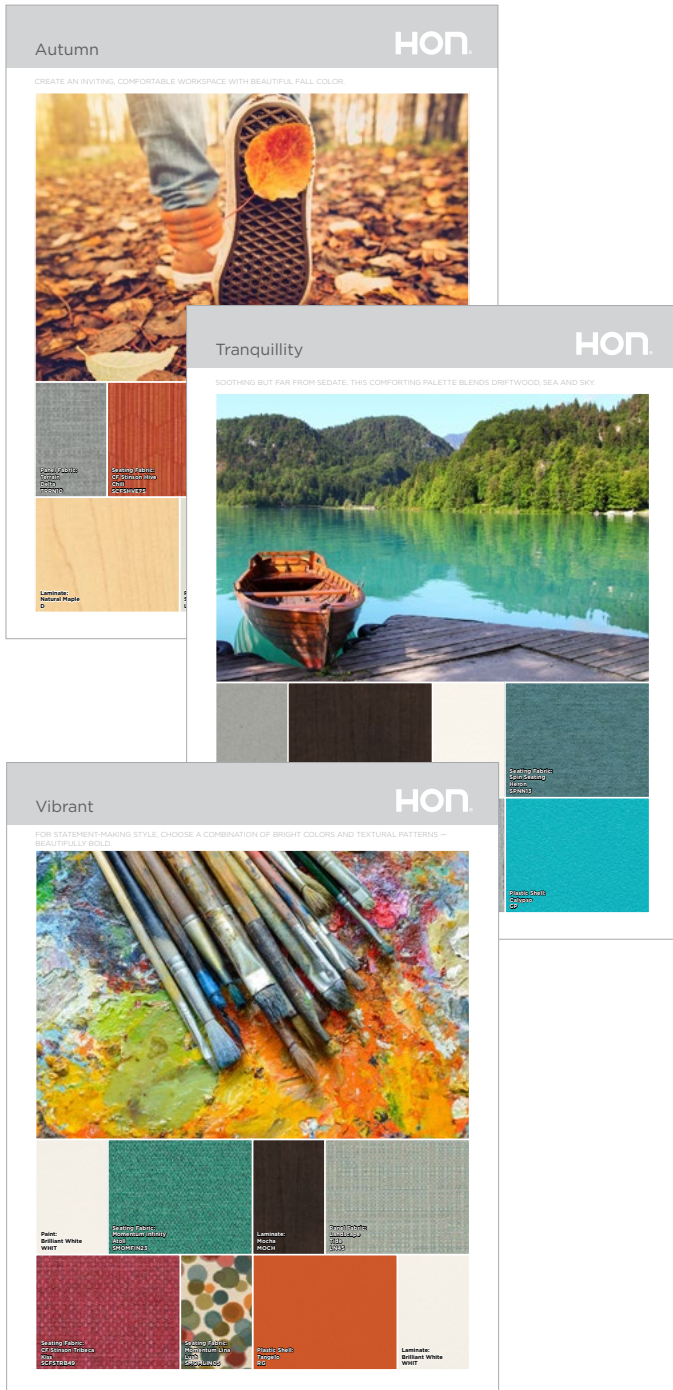


Resources

Fabric Inspiration Guide

AVAILABLE NOW!

Explore our new Fabric Inspiration Guide for color ideas and design creativity.



NEW! hon.com

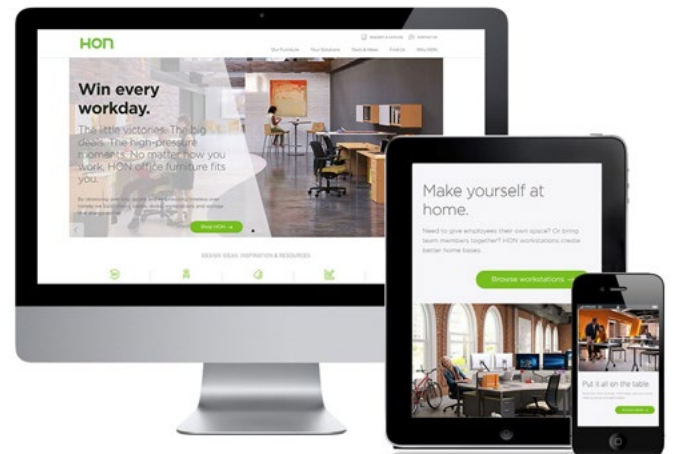
AVAILABLE NOW!

Welcome to the new hon.com!

We've transformed your online browsing experience with a new, streamlined look, and added dimension and customizable interactions that create an experience worthy of the HON brand.

Here are the 5 coolest things about the new hon.com:

- **Findability:** With updated page structures, useful tools and enhanced search capabilities, you can find what you need quickly and easily so you can get back to doing what you do best.
- **Usability:** To make it even easier to do business with HON, we've created user-friendly product navigation to accommodate your needs more effectively and efficiently.
- **Flexibility:** We know you're busy, so we've made it easier than ever to check us out however and wherever it works best for you - on your phone, tablet or desktop.
- **Visibility:** We like to focus on the small things, and now you can get a 360° view of all HON and *basyx* by HON products to really see those fine details.
- **Inspire-ability:** To help you win every workday, we've built a site with an authentic, genuine feel designed to connect with you and your customers.



Timeline

Watch for these in Q1!

DECEMBER



Centerpiece Veneer Desk
It's here!

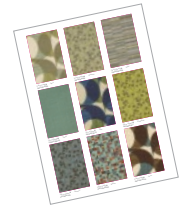


Directional™
It's here!

101 Series Laminate Desk
It's here!



Momentum Silica
It's here!



JANUARY



basyx by HON HVL205
It's here!

basyx by HON Perch
It's here!



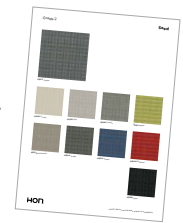
Build
It's here!

FEBRUARY



L2 Laminates
They're here!

Seating & Panel Fabrics
They're here!



ComfortSelect Task Chairs



MARCH



National IPA-TCPN Catalog

Education Catalogs

