

HON

GOVERNMENT

VALUE FOR GOVERNMENT



**HON
Best
Value**

Customer-
Inspired
Solutions

Cross-
Functional
Team of
Experts

Strong Past
Performance

Customer-
Focused
Distribution
Network

A Culture
of Lean

Sustainable
Leadership

HON Value for Government

Guided by timeless values, a culture of membership and a commitment to service, The HON Company is a leading designer and manufacturer of workplace furniture for the government.

With World War II drawing to a close, our founder C. Maxwell Stanley foresaw a postwar housing boom. He had the idea to start a manufacturing company that would put returning GIs to work making steel kitchen cabinets for use in new homes. Stanley based his business philosophy on a belief that success would come to a company that treated its customers, partners, suppliers and employees with fairness, honesty, integrity and respect.

Founded in 1944, The HON Company is headquartered in Muscatine, Iowa, and has manufacturing facilities strategically located throughout the United States. HNI Corporation (NYSE: HNI), our parent company, focuses on solutions for the home and workplace, and has grown to become the second largest office furniture manufacturer in North America.





CUSTOMER-INSPIRED SOLUTIONS

The HON Company is North America's office furniture brand of choice for small to large-scale government projects. Inspired by practicality and invested in understanding the needs of these customers, we offer a full line of product solutions – including workstations, desking, seating, tables and storage.

At HON, we understand that product alone just isn't enough – that's why we hold service to such a high standard. We have a team in place to listen and understand your specifications, and then create the very best solution for you to be successful.

CROSS-FUNCTIONAL TEAM OF EXPERTS

Since 1982, HON has been a leading federal contractor for office furniture. We have an experienced and dedicated cross-functional Government team that includes sales, service, marketing, finance, technology and contract management. We are member-owners and are empowered to serve, which means our customers receive professional, dedicated and expert service customized to meet their needs.

STRONG PAST PERFORMANCE

HON's commitment to serving our customers is deeply rooted in reliable performance and backed by our member-owner culture. You'll find our product installed across the United States, on most bases and in most agencies. That's because we keep the promises we make – and are frequently recognized for it!

CUSTOMER-FOCUSED DISTRIBUTION NETWORK

Our production, distribution and logistics network has capacity to support hundreds of truckloads daily, seven days a week, shipped nationally or internationally. We have experience in coordinating major projects, as well as delivering a single piece of furniture.

Our whole network is structured to achieve top performance, and provide the most reliable delivery experience in the industry. This is possible in part because we have a strong nationwide network of loyal dealers. We value our dealer relationships because we are both working towards a common goal: to deliver an exceptional experience to our customers.

You'll find that HON is a versatile manufacturer. There are multiple ways to work with us, making it easy for our customers to receive only the services they need creating an easy, hassle-free, tailored experience. For example, as part of the GSA contract, you can take advantage of relocation, reconfiguration, design, layout and installation services, just to name a few.



The HON brand co-exists with other manufacturers at a dealer level and is often leveraged to satisfy unique project requirements. With a strong history of value, The HON Company has become a leader in teaming agreements which maximizes the ability to satisfy every customer's need without sacrificing quality, time or budget.

A CULTURE OF LEAN MANUFACTURING

Since our founding in 1944, we have embraced the philosophy of "finding a better way." In 1992, HON introduced Rapid Continuous Improvement (RCI), which empowers members to develop more efficient production processes and eliminate waste throughout our company. HON's commitment to continuous improvement sets up a win-win situation. Our lean manufacturing process helps conserve resources, reduce waste and produce better products at a lower total cost.

SUSTAINABLE LEADERSHIP

Environmental responsibility is a journey, not a destination. The HON Company embarked on its journey more than 65 years ago, when we crafted one of our first product lines out of recycled scrap metal. From this innovative beginning, The HON Company has continued to examine our processes to identify areas where we can improve the sustainability of our products. Our "waste not" philosophy grew into a formal environmental management program by the 1980s, and is deeply rooted into our culture.

In fact, GSA recognized our leadership in 2003 with an Evergreen Furniture Award for Innovation and Environmentally Preferred Products. Read further to see how HON is making a difference for the environment.

THE BEST SOLUTION

At HON, your success is our success. We're ready to help you create an environment that works as hard as you do. With solutions ranging from beautiful veneer desking to panel-based workstations, and from durable storage cabinets to high-performance ergonomic work chairs, HON provides a single source to support Government buyers and the changing environments they support.





SUSTAINABILITY: IT'S PART OF OUR CULTURE

We recognize our role in helping you meet your environmental goals. We would like the opportunity to find out more about your environmental needs and how we can customize a package to meet those needs. Here are just a few ways that HON is making a difference (we'd love to share more with you!):

- Many of HON's products contribute to one or more LEED for Commercial Interiors credits (LEED-CI).
- In 2006, The HON Company became the world's first office furniture manufacturer to have products certified by the Indoor Advantage™ program. Virtually all manufactured products emit chemical compounds into the air. Indoor Advantage evaluates these compounds to help improve the air quality within enclosed indoor environments.
- Developed by Scientific Certification Systems (SCS), the Indoor Advantage program certifies that products meet the emission limits specified by BIFMA's Furniture Emission standards. Further, Indoor Advantage tests individual components as well as overall assemblies, and provides a detailed analysis of a comprehensive range of chemicals

rather than a simple pass/fail for only the most common. This enables us to help our suppliers reduce the environmental impact of their products and processes, too.

- The HON Company's headquarter building, Washington D. C. Resource Center and Chicago Resource Center have earned LEED-CI Silver certification from the U.S. Green Building Council.
- The HON Company was the first manufacturer to render kenaf suitable for workstation panels. Fire-retardant materials are natural and meet UL Class "A" fire rating.
- level is the multi-attribute sustainability standard and third-party certification program for the furniture industry. Created by BIFMA, level certification scores a product, and the organization and facilities that produced it. Many of our products have earned the BIFMA level 2 certification.

ACCOLADES

The HON Company has been recognized as an industry leader for operational excellence, as well as numerous design, manufacturing and distribution awards, most notably:

- 2013 Industry of the Year award for HON's Cedartown manufacturing facility
- Fortune magazine's list of America's Most Admired Companies in the furniture industry
- Forbes magazine's list of the 400 Best Big Companies in America

- IndustryWeek magazine's 50 Best Manufacturing Companies and 10 Best Manufacturing Facilities in North America
- Ethisphere's Ethics Inside certification for ethical practices and compliance processes
- Shingo Prize for Excellence in Manufacturing
- The Coalition for Government Procurement Green's Excellence in Partnership Award (Industry)

For additional information please visit www.hon.com or www.GSAadvantage.com, contract # GS-27F-0015S.



Selected products are available for direct online sale at GSAadvantage.gov.

The HON Company Showroom Locations

Headquarters
200 Oak Street
Muscatine, IA 52761
Phone 800.553.8230
or 563.272.7100

Washington D.C.
1101 Connecticut Ave. NW
Suite 300
Washington D.C. 20036
Phone 202.223.1411

Chicago
222 Merchandise Mart
Suite 1130
Chicago, IL 60654
Phone: 312.467.0725

New York
162 Fifth Avenue
Fifth Floor
New York, NY 10010
Phone 212.242.8903

Atlanta
1100 Peachtree Street NE
Suite 600
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