



**Why Global Matters.** Italy is synonymous with great design. German engineering is respected the world over. China has cost-effective, efficient manufacturing locked up. These broad strokes just scratch the surface, but the point is clear — in serving global businesses, it makes sense to draw on the best resources worldwide.

Every day, Haworth members around the world apply our insight, experience, and intelligence to help clients make informed decisions. At the same time, we're always learning — collecting ideas and inspiration from other countries and cultures and adapting them to our customers' needs.

While our innovative, inquisitive nature encourages us to explore new concepts and solutions, our strategic focus never varies: Haworth strives to deliver interior solutions that help drive your organization's success.

A global reach allows us to work in partnership with clients and resources around the world, through:

- More than 8,000 Haworth members in over 120 countries
- 600 local dealers
- 50 showrooms
- 32 manufacturing locations

## Haworth's Global Strengths:

### Sourcing

- Our products are designed to satisfy global requirements for consistent quality standards. Haworth is the first U.S. office furniture manufacturer to be registered to the International Standards Organization (ISO) 9001 standards.
- Customers enjoy lower costs through simplified logistics and minimized transportation and duty fees.

### Science + Design

- Haworth designs furniture to accommodate design preferences in each country, and ensures compliance with local codes and standards.

- Haworth products adapt to specific needs. For example, the International Power Base was the first to adapt to different power requirements worldwide. Unlike products from other manufacturers, you can specify the same system for countries with different voltages.
- Haworth designs to the strictest global standards. For example, northern Europe has the highest ergonomic requirements and Zody meets them.

### **Research and Development**

Haworth is continually developing product incorporating workspace knowledge in four key global locations:

- Ahlen, Germany
- Bologna, Italy
- Shanghai, China
- Holland, Michigan

### **Manufacturing**

- Rather than relying on outsourcing, Haworth is the only contract furniture manufacturer that owns all its manufacturing facilities abroad.
- Clients enjoy faster lead-times because furniture is shipped directly from nearby facilities.

### **Sustainability**

- Our adaptable, integrated products help minimize waste and costs as business needs change.
- Haworth products meet European sustainability requirements — the most stringent in the world.

### **Sales Presence**

- Haworth maintains showrooms in key international markets and a strong network of full-service dealerships to service global customers at the local level.
- Haworth representatives are well versed in local customs, design preferences, and business requirements.
- Haworth can provide a consistent buying experience anywhere in the world.
- One-third of our 7,500+ Haworth members are located in key markets outside North America. Their training and experience allows them to directly serve our local customers using their knowledge, skills, and cultural insights to provide effective office solutions.

### **Global Insight**

- All Haworth services are customized for the local language and currency.
- International specialists at our corporate headquarters ensure consistently high quality and service on all global orders.
- In Asia and Middle East, wholly owned sales offices manage all aspects of an order from specification and design to service, delivery, and installation.

These offices provide consistency and expertise developed and backed by the corporation.

**ONE FACT** European nations have the highest sustainability and ergonomics requirements. By meeting them, Haworth often exceeds other countries' requirements.