

## Fellowes, Inc. Sit Stand MAP Policy

To protect the investment of our resellers and the reputation of the Extend™ and Lotus™ Sit Stand products (“Products”), Fellowes, Inc. (“Fellowes”) has instituted this **MINIMUM ADVERTISED PRICING POLICY (“MAP Policy”)**. This policy does not constitute an agreement between you and Fellowes, and Fellowes is not seeking a response from you. The purpose of this MAP Policy is to avoid degradation or damage to, the high standards and image of these Products.

Although you remain free to resell the Products at the price of your choosing, Fellowes will only sell these Products to authorized customers that do not advertise the Products below the Minimum Advertised Price set forth in this policy (“Preferred Reseller”). Fellowes, at its sole discretion may choose to enforce this policy through action up to and including termination, as a distributor of these Products, of any Preferred Reseller that advertises these Products below the stated minimum advertised price as set forth below.

1. The minimum advertised price (“MAP”) for each Extend™ and Lotus™ Sit Stand Product can be obtained by accessing [http://sites.fellowes.com/terms/Sit\\_Stand\\_MAP\\_Pricing.pdf](http://sites.fellowes.com/terms/Sit_Stand_MAP_Pricing.pdf). Any price advertised below the MAP is a violation of this MAP Policy.

The below prices are as of February 1, 2017 and are subject to change.

<b>Extend™ and Lotus™ Sit Stand Products</b>	<b>List Price</b>	<b>Street/MAP</b>
Extend Sit Stand Featuring Humanscale Technology - Single	\$629.98	\$499.99
Extend Sit Stand Featuring Humanscale Technology – Dual	\$679.98	\$549.99
Lotus Sit Stand Workstation – White	\$629.98	\$499.99
Lotus Sit Stand Workstation – Black	\$629.98	\$499.99
Lotus Dual Monitor Arm Kit	\$149.99	\$119.99

2. This MAP Policy applies equally to Fellowes’ Preferred Resellers as well as those who purchase Products from any Preferred Reseller.
3. Preferred Resellers who provide Products to other resellers are responsible for ensuring that the reseller’s pricing complies with this MAP Policy. Preferred Resellers that continue to provide Products to resellers that are known to disregard the MAP Policy will be in violation of this Policy.
4. Fellowes reserves the right to modify or terminate the MAP Policy at any time. All changes to MAP policy will be posted on the above referenced website. It is the responsibility of every reseller to monitor the website for updates.
5. This MAP Policy applies to any and all forms of print and electronic media, direct mail, and audio and video communications.
6. The MAP Policy does not apply to advertisements that announce discounts, rebates, coupons, and other promotions that do not include an advertised price for Active MAP Products. An advertisement only violates the MAP Policy if (1) an advertised price for one or more MAP Products is specified in the advertisement or (2) the value of the discount, rebate, coupon or other promotion results in a displayed, netted-down price that is below the MAP Price for the Products.
7. It shall not be a violation of this MAP Policy to advertise in general that the Preferred Reseller has the “lowest prices”, “will match or beat its competitors’ prices”, or to use

similar phrases; so long as the Preferred Reseller does not include any advertised prices below MAP and otherwise complies with this MAP Policy.

8. The MAP Policy only applies to advertised prices of Products, and not the prices at which Products are actually sold. The Preferred Reseller or its downstream resellers are free to resell Products at any price of their choosing.
9. The MAP Policy does not establish maximum advertised prices at which Products can be sold. All Resellers may advertise Products at any price in excess of the MAP established by Fellowes.
10. If a Preferred Reseller or its reseller advertises prices below those required by this MAP Policy, Fellowes may take one or more of the following actions:
  - Notify the violating entity of the non-compliant advertisement with a reminder of this MAP Policy.
  - Suspend the Preferred Reseller's right to resell Active Map Products for a period of not less than ninety (90) days.
  - Terminate this Agreement or other relevant agreement between Fellowes and the Preferred Reseller who has violated this MAP Policy.
  - Fellowes Preferred Resellers are solely responsible to ensure that their resellers understand and comply with this Map Policy.
11. If you become aware of any violations of this MAP Policy, please let us know by sending an email to our Minimum Advertised Price Policy Administrator at [MAPPolicy@fellowes.com](mailto:MAPPolicy@fellowes.com).