

# PRODUCT DEVELOPMENT AND PRICE ADJUSTMENT BULLETIN

## PRODUCT DEVELOPMENT, UPDATES, & CHANGES

1) New freight rates for all orders < \$15,000 List (systems and parts)

	<b>Zone 1</b>	<b>Zone 2</b>	<b>Add'l Offer</b>
All LTL Orders:	12.5%(min. \$85)	17.5%(min. \$150)	Customer may request collect or 3 <sup>rd</sup> party
All UPS Orders:	Actual Compatico package rates will apply		

Conditions:

Zone 2 includes California, Arizona, Utah, Nevada, Washington, Oregon, Idaho, Montana, and Wyoming.  
 Compatico will determine based on size and damage-free concerns whether an item is shippable via LTL or UPS.  
 Partial shipments requested by the customer will be on separate orders and be subject to the above conditions.  
 If a partial shipment is UPS-able the customer will be billed actual Compatico rates.  
 Freight on Back Order shipments (due to delays by Compatico) will not be charged beyond the original freight charge.  
 All UPS shipments are Ground Rates and all LTL freight shipments are at standard lead times –  
 Additional charges apply on expedited freight requests.  
 Standard Compatico Packaging and Handling terms & conditions as noted in our price books will apply.

2) Laminated panel pricing based on Vertical Grade Laminates. See website for Vertical Grade Laminate options. HPL laminate surfaces are available at an up charge.

3) Worksurfaces with Self Edge is available with corner grommet only (not scallops).

4) See Table 1 that follows this bulletin for fabric required per panel if ordering COM.

5) HMP341.28 is 2 Way 180 degree connector kit (page 47 of Compatico Workspaces Price Catalog).

6) “Value” Worksurface Supporting Peds (ONP) are available in DT, MT, HT, LT, & BU (not HF as listed in catalog).

<u>Product Line</u>	<u>Description</u>	<u>Part #</u>	<u>Effective Date</u>
AO	Transition Jumper #2 Series 15”	HMP559.1500	No longer available
	Transition Jumper #2 Series 18.5”	HMP559.1800	No longer available
AO	27" panel heights	Call for quote	Now Available
Genesis	Laminate End Panels (Specify size and color-Two levelers per end panel)	Call for Part	Now Available
CMW	Laminated Panel	Call for quote.	Now Available
All lines	Guilford Southside Fabric	Call for quote	Now Available as Value Fabric
All lines	Burch Fabrics Chain Link & Midway	Call for quote	Now Available as Value Fabric
All lines	Easy Assist or Soft Down Flipper Mechanism	Call for quote	Now Available

**SYSTEMS PRODUCT PRICE ADJUSTMENTS NOT NOTED IN PRINT CATALOG**

<u>Product Line</u>	<u>Part #</u>	<u>New Price</u>	<u>Effective Date</u>
CMW Panels-Fabric Value Panel (no raceway)	STA041.18	\$237	Immediately
	STA041.24	241	
	STA041.30	252	
	STA041.36	321	
	STA041.42	333	
	STA041.48	345	
	STA041.60	364	

AO2 Panels-Fabric Covered Panels Non-powered base  
HMB167.42 \$431 Immediately

AO2 PolyPanel List Prices on Pages 26 and 27 are reversed.

AO1, AO2, and CMW Fabric Covered Tackboards  
Deductions for COM & Value Fabrics and Up Charge for Grade 2, 3, 4 fabrics are incorrect on page 130. See AO1 Fabric Covered Tackboard on page 39 for correct prices to be applied to all Tackboard lines.

**INSTALLATION NOTES**

- Genesis Condition: Straight panel runs of more than 48" without supporting work surface and pedestal or end panel may act as a area divider, but if handled may result in panel sway from the near attached focal point.  
Solutions: Compatico recommends using a "T" connection with another perpendicular frame and tile and center-mounted (to the perpendicular frame and tile) wall-starter bracket. Note contact Compatico Sales Representatives for new news as we are always reviewing new product alternatives (i.e. floor-flat support legs, or an end of panel run weighted stabilizer.
  
- All Systems Condition: Straight panel runs of more than 6' without supporting work surface and pedestal or end panel should not be specified. A focal point of attachment for panel runs should not exceed 6' without some connections at top and bottom.  
Solutions: Use a two or three way connection adding additional frame and tile for stability at the end of the run. Or use a "T" connection with another perpendicular frame and tile, for example center-mount a wall starter bracket to the middle of an additional perpendicular frame and tile set up.
  
- All Systems Condition: Straight worksurface spans of 52" or more may bow with weight loads  
Solution: Must be supported with Worksurface Spanner

- All Systems      Condition: Attaching frame to wall prior to attaching shroud if using as a wall track excess space filler.  
Solution: Use elongated toggle bolts with double stick tape or self-tapping screws prior to inserting frame tiles.
- Genesis            Condition: Doorframe is meant for in-line panel situations only. However, modifications can be made to allow it to come off from a two or three way post.  
Solution: Drill out the threads on the corner blocks.
- AO                 Condition: Hanger frames, rods, blocks are standard in DT. You need a special finish.  
Solution: 1) Dealer must obtain a price quote from Customer Service Representative  
              2) Customer Service Rep must note on customer order the items to be painted with special finish.

**Yards Required per Panel for COM Fabric**

AO1 FABRIC COVERED PANEL			YDS REQ
34H	12W	HMA134.12	1.19
	24W	HMA134.24	1.19
	30W	HMA134.30	1.19
	36W	HMA134.36	2.33
	42W	HMA134.42	2.33
	48W	HMA134.48	2.33
60W	HMA134.60	2.33	
<hr/>			
42H	12W	HMA142.12	1.4
	24W	HMA142.24	1.4
	30W	HMA142.30	1.4
	36W	HMA142.36	2.79
	42W	HMA142.42	2.79
	48W	HMA142.48	2.79
60W	HMA142.60	2.79	
<hr/>			
48H	12W	HMA148.12	1.58
	24W	HMA148.24	1.58
	30W	HMA148.30	1.58
	36W	HMA148.36	3.15
	42W	HMA148.42	3.15
	48W	HMA148.48	3.15
60W	HMA148.60	3.15	
<hr/>			
62H	12W	HMA162.12	1.97
	24W	HMA162.24	1.97
	30W	HMA162.30	1.97
	36W	HMA162.36	3.96
	42W	HMA162.42	3.96
	48W	HMA162.48	3.96
60W	HMA162.60	3.96	
<hr/>			
80H	12W	HMA180.12	2.5
	24W	HMA180.24	2.5
	30W	HMA180.30	2.5
	36W	HMA180.36	5.01
	42W	HMA180.42	5.01
	48W	HMA180.48	5.01
60W	HMA180.60	5.01	

			ACOUSTICAL	TACKABLE	YDS REQ
48H	12W	12W	HMA348.12	HMA248.12	1.58
	24W	24W	HMA348.24	HMA248.24	1.58
	30W	30W	HMA348.30	HMA248.30	1.58
	36W	36W	HMA348.36	HMA248.36	3.15
	42W	42W	HMA348.42	HMA248.42	3.15
	48W	48W	HMA348.48	HMA248.48	3.15
60W	60W	HMA348.60	HMA248.60	3.15	
<hr/>					
62H	12W	12W	HMA362.12	HMA262.12	1.97
	24W	24W	HMA362.24	HMA262.24	1.97
	30W	30W	HMA362.30	HMA262.30	1.97
	36W	36W	HMA362.36	HMA262.36	3.96
	42W	42W	HMA362.42	HMA262.42	3.96
	48W	48W	HMA362.48	HMA262.48	3.96
60W	60W	HMA362.60	HMA262.60	3.96	
<hr/>					
80H	12W	12W	HMA380.12	HMA280.12	2.5
	24W	24W	HMA380.24	HMA280.24	2.5
	30W	30W	HMA380.30	HMA280.30	2.5
	36W	36W	HMA380.36	HMA280.36	5
	42W	42W	HMA380.42	HMA280.42	5
	48W	48W	HMA380.48	HMA280.48	5
60W	60W	HMA380.60	N / A	5	

TACKBOARDS			YDS REQ
11.5H	24W	ALL	0.5
	30W	ALL	0.5
	36W	ALL	0.5
	42W	ALL	0.5
	48W	ALL	0.5
	60W	ALL	0.5
<hr/>			
15.5H	24W	ALL	0.66
	30W	ALL	0.66
	36W	ALL	0.66
	42W	ALL	0.66
	48W	ALL	0.66
	60W	ALL	0.66

PARTIAL GLAZED PANELS			YDS REQ
62H	24W	ALL	1.3
	30W	ALL	1.3
	36W	ALL	2.6
	48W	ALL	2.6
<hr/>			
80H	24W	ALL	1.3
	30W	ALL	1.3
	36W	ALL	2.6
48W	ALL	2.6	

HALF GLAZED PANELS			YDS REQ
62H	24W	ALL	1
	30W	ALL	1
	36W	ALL	2
	48W	ALL	2
<hr/>			
80H	24W	ALL	1
	30W	ALL	1
	36W	ALL	2
	48W	ALL	2

**Yards Required per Panel for Com Fabric**

**AO2 COVERED PANELS**

	<b>POWERED</b>	<b>NON-POWERED</b>	<b>YDS REQ</b>
39H	12W HMC139.12	HMB139.12	1.19
	24W HMC139.24	HMB139.24	1.19
	30W HMC139.30	HMB139.30	2.33
	36W HMC139.36	HMB139.36	2.33
	42W HMC139.42	HMB139.42	2.33
	48W HMC139.48	HMB139.48	2.33
	60W HMC139.60	HMB139.60	2.33
<hr/>			
47H	12W HMC147.12	HMB147.12	1.19
	24W HMC147.24	HMB147.24	1.19
	30W HMC147.30	HMB147.30	2.37
	36W HMC147.36	HMB147.36	2.37
	42W HMC147.42	HMB147.42	2.37
	48W HMC147.48	HMB147.48	2.37
	60W HMC147.60	HMB147.60	2.37
<hr/>			
53H	12W HMC153.12	HMB153.12	1.58
	24W HMC153.24	HMB153.24	1.58
	30W HMC153.30	HMB153.30	3.15
	36W HMC153.36	HMB153.36	3.15
	42W HMC153.42	HMB153.42	3.15
	48W HMC153.48	HMB153.48	3.15
	60W HMC153.60	HMB153.60	3.15
<hr/>			
67H	12W HMC167.12	HMB167.12	1.97
	24W HMC167.24	HMB167.24	1.97
	30W HMC167.30	HMB167.30	3.96
	36W HMC167.36	HMB167.36	3.96
	42W HMC167.42	HMB167.42	3.96
	48W HMC167.48	HMB167.48	3.96
	60W HMC167.60	HMB167.60	3.96
<hr/>			
85H	12W HMC185.12	HMB185.12	2.5
	24W HMC185.24	HMB185.24	2.5
	30W HMC185.30	HMB185.30	5
	36W HMC185.36	HMB185.36	5
	42W HMC185.42	HMB185.42	5
	48W HMC185.48	HMB185.48	5
	60W HMC185.60	HMB185.60	5

**HALF GLAZED PANELS**

		<b>YDS REQ</b>
62H	24W ALL	1
	30W ALL	1
	36W ALL	2
	48W ALL	2
<hr/>		
80H	24W ALL	1
	30W ALL	1
	36W ALL	2
	48W ALL	2

**PARTIAL GLAZED PANELS**

		<b>YDS REQ</b>
62H	24W ALL	1.3
	30W ALL	1.3
	36W ALL	2.6
	48W ALL	2.6
<hr/>		
80H	24W ALL	1.3
	30W ALL	1.3
	36W ALL	2.6
	48W ALL	2.6

**AO2**

	<b>NON-POWERED</b>	<b>ACOUSTICAL</b>	<b>TACKABLE</b>	<b>YDS REQ</b>
53H	12W HMB353.12	HMB253.12		1.58
	24W HMB353.24	HMB253.24		1.58
	30W HMB353.30	HMB253.30		3.15
	36W HMB353.36	HMB253.36		3.15
	42W HMB353.42	HMB253.42		3.15
	48W HMB353.48	HMB253.48		3.15
	60W HMB353.60	HMB253.60		3.15
<hr/>				
67H	12W HMB367.12	HMB267.12		1.97
	24W HMB367.24	HMB267.24		1.97
	30W HMB367.30	HMB267.30		3.96
	36W HMB367.36	HMB267.36		3.96
	42W HMB367.42	HMB267.42		3.96
	48W HMB367.48	HMB267.48		3.96
	60W HMB367.60	HMB267.60		3.96
<hr/>				
85H	12W HMB385.12	HMB285.12		2.5
	24W HMB385.24	HMB285.24		2.5
	30W HMB385.30	HMB285.30		5
	36W HMB385.36	HMB285.36		5
	42W HMB385.42	HMB285.42		5
	48W HMB385.48	HMB285.48		5
	60W HMB385.60	HMB285.60		5

**POWERED**

53H	24W HMC353.24	HMC253.24	1.58
	30W HMC353.30	HMC253.30	1.58
	36W HMC353.36	HMC253.36	3.15
	42W HMC353.42	HMC253.42	3.15
	48W HMC353.48	HMC253.48	3.15
	60W HMC353.60	HMC253.60	3.15
	<hr/>		
67H	24W HMC367.24	HMC267.24	1.97
	30W HMC367.30	HMC267.30	1.97
	36W HMC367.36	HMC267.36	3.96
	42W HMC367.42	HMC267.42	3.96
	48W HMC367.48	HMC267.48	3.96
	60W HMC367.60	HMC267.60	3.96
	<hr/>		
85H	24W HMC385.24	HMC285.24	2.5
	30W HMC385.30	HMC285.30	2.5
	36W HMC385.36	HMC285.36	5
	42W HMC385.42	HMC285.42	5
	48W HMC385.48	HMC285.48	5
	60W HMC385.60	N / A	5

**TACKBOARDS**

		<b>YDS REQ</b>
11.5H	24W ALL	0.5
	30W ALL	0.5
	36W ALL	0.5
	42W ALL	0.5
	48W ALL	0.5
	60W ALL	0.5
<hr/>		
15.5H	24W ALL	0.66
	30W ALL	0.66
	36W ALL	0.66
	42W ALL	0.66
	48W ALL	0.66
	60W ALL	0.66

**Yards Required per Panel for COM Fabric**

CMW

		FABRIC VALUE PANEL	TACKABLE VALUE PANEL	YDS REQ
53H	18W	STA153.18	STA253.18	1.7
	24W	STA153.24	STA253.24	1.7
	30W	STA153.30	STA253.30	1.7
	36W	STA153.36	STA253.36	3.38
	42W	STA153.42	STA253.42	3.38
	48W	STA153.48	STA253.48	3.38
	60W	STA153.60	STA253.60	3.38
65H	18W	STA165.18	STA265.18	1.7
	24W	STA165.24	STA265.24	1.7
	30W	STA165.30	STA265.30	1.7
	36W	STA165.36	STA265.36	3.38
	42W	STA165.42	STA265.42	3.38
	48W	STA175.48	STA265.48	3.38
	60W	STA171560	STA265.60	3.38

**CMW FABRIC PANEL**

		NON-POWERED	POWERED	YDS REQ
41H	18W	STB141.18	N / A	1.3
	24W	STB141.24	STC141.24	1.3
	30W	STB141.30	STC141.30	2.77
	36W	STB141.36	STC141.36	2.77
	42W	STB141.42	STC141.42	2.77
	48W	STB141.48	STC141.48	2.77
	60W	STB141.60	STC141.60	2.77
53H	18W	STB153.18	N / A	1.7
	24W	STB153.24	STC153.24	1.7
	30W	STB153.30	STC153.30	1.7
	36W	STB153.36	STC153.36	3.38
	42W	STB153.42	STC153.42	3.38
	48W	STB153.48	STC153.48	3.38
	60W	STB153.60	STC153.60	3.38
65H	18W	STB165.18	N / A	2
	24W	STB165.24	STC165.24	2
	30W	STB165.30	STC165.30	2
	36W	STB165.36	STC165.36	4
	42W	STB165.42	STC165.42	4
	48W	STB165.48	STC165.48	4
	60W	STB165.60	STC165.60	4
80H	18W	STB180.18	N / A	2.47
	24W	STB180.24	STC180.24	2.47
	30W	STB180.30	STC180.30	4.9
	36W	STB180.36	STC180.36	4.9
	42W	STB180.42	STC180.42	4.9
	48W	STB180.48	STC180.48	4.9

**CMW TACKABLE & ACCOUSTICAL**

		TACKABLE NON-POWER	TACKABLE W/ POWER	ACCOUSTICAL NON-POWER	JUSTICAL W/ POWER	YDS REQ
53H	18W	STB253.18	N / A	STB353.18	N / A	1.7
	24W	STB253.24	STC253.24	STB353.24	STC353.24	1.7
	30W	STB253.30	STC253.30	STB353.30	STC353.30	1.7
	36W	STB253.36	STC253.36	STB353.36	STC353.36	3.38
	42W	STB253.42	STC253.42	STB353.42	STC353.42	3.38
	48W	STB253.48	STC253.48	STB353.48	STC353.48	3.38
	60W	STB253.60	STC253.62	STB353.60	STC253.62	3.38
65H	18W	STB265.18	N / A	STB365.18	N / A	2
	24W	STB265.24	STC265.24	STB365.24	STC365.24	2
	30W	STB265.30	STC265.30	STB365.30	STC365.30	2
	36W	STB265.36	STC265.36	STB365.36	STC365.36	4
	42W	STB265.42	STC265.42	STB365.42	STC365.42	4
	48W	STB265.48	STC265.48	STB365.48	STC365.48	4
	60W	STB265.60	STC265.60	STB365.60	STC365.60	4
80H	18W	STB280.18	N / A	STB380.18	N / A	2.47
	24W	STB280.24	STC280.24	STB380.24	STC380.24	2.47
	30W	STB280.30	STC280.30	STB380.30	STC380.30	2.47
	36W	STB280.36	STC280.36	STB380.36	STC380.36	4.9
	42W	STB280.42	STC280.42	STB380.42	STC380.42	4.9
	48W	STB280.48	STC280.48	STB380.48	STC380.48	4.9

**HALF GLAZED PANELS**

			YDS REQ
65H	24W	ALL NON POWER & POWER	1.33
	36W	ALL NON POWER & POWER	2
	48W	ALL NON POWER & POWER	2.66
80H	24W	ALL NON POWER & POWER	1.33
	36W	ALL NON POWER & POWER	2
	48W	ALL NON POWER & POWER	2.66

### Yards Required per Panel for COM Fabric

GENESIS TILES		NON TACKABLE	TACKABLE/ACCOUSTICAL	YDS REQ
9H	23 5/8W	PSNT0924	N / A	0.3
	29 5/8W	PSNT0930	N / A	0.3
	35 5/8W	PSNT0936	N / A	0.6
	47 5/8W	PSNT0948	N / A	0.6
<hr/>				
13 7/16H	23 5/8W	PSNT1424	PST1424	0.3
	29 5/8W	PSNT1430	PST1430	0.3
	35 5/8W	PSNT1436	PST1436	0.6
	47 5/8W	PSNT1448	PST1448	0.6
<hr/>				
18 1/8H	23 5/8W	PSNT1824	PST1824	0.35
	29 5/8W	PSNT1830	PST1830	0.35
	35 5/8W	PSNT1836	PST1836	0.7
	47 5/8W	PSNT1848	PST1848	0.7
<hr/>				
23 1/2H	23 5/8W	PSNT2424	PST2424	0.45
	29 5/8W	PSNT2430	PST2430	0.45
	35 5/8W	PSNT2436	PST2436	0.9
	47 5/8W	PSNT2448	PST2448	0.9