



Specials

Product: Combo Lateral with 9" Locker

Dimensions:

65 $\frac{7}{8}$ " High x 51" Wide x 18" Deep

Why is this a special?

This combination of product is entirely unique to anything that we offer. Great Openings does offer a combo lateral file/storage cabinet, as well as a 12" wide locker.

Price:

Every special product is quoted per-project. The price will depend on the number of special cabinets ordered, the number of Great Openings' standard products included in the same shipment, and the design engineering and/or tooling required.



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Specials Capabilities: Where's our "Sweet Spot"?

Great Openings builds dozens of special product designs each year. These specials allow us to solve many installation puzzles for our customers, and match many of our competitors' products at a lower cost.

But that doesn't mean we say "yes" to every request. In a nutshell, here are the general guidelines we use when deciding whether or not a special product request is in our sweet spot:

- A. The order includes 200+ units per shipment from our standard product offering, along with at least 50 of the specially-designed cabinets. A \$100/hour engineering charge will apply. Or...
- B. If the order does not include any of GO's standard products, then we need at least 100 special cabinets included per shipment. Again, a \$100/hour engineering charge will apply.

Lastly there are the intangible factors: the extent to which the product fits our manufacturing core competency and market focus, the degree of design difficulty, the current backlog of other special products in our system, insufficient lead-time to meet the customer's install requirements, and the dealer's credit history.

If you have an opportunity for a product special that may meet the above requirements, give us a call. Our Design Engineers are ready to roll-up their sleeves and get to work. **1-888-712-8582**