

YOUR ALL-IN-ONE DESIGN AND MANUFACTURING PARTNER

ERGOTRON[®]
CUSTOM SOLUTIONS



ERGOTRON®

CUSTOM SOLUTIONS



OUR PROCESS

YOU'LL HAVE A UNIQUE EXPERIENCE WITH US

Thank You For Considering Ergotron!

Our primary goal is to make your experience with us as smooth as possible. You're busy enough with the challenges of your own product! For over 30 years, we've learned by working with some of the best companies in the world what is needed to make the process virtually hiccup-free for you. Here's what you'll find:



1 Let's Talk

It all begins with listening to you. You'll have the pleasure of working with our very experienced and talented national sales team. They'll help you choose from a proven stock product, quick modification of a stock product, or a one-of-a-kind tailor-made solution. Should you decide on any level of custom, we engage immediately to ensure you get exactly the right product—quickly and on budget.

2 Nailing the Idea

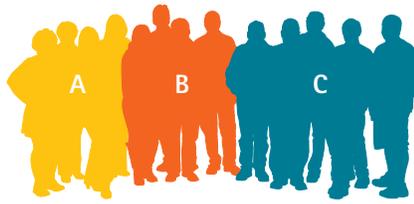
Our in-house Design & Engineering Team then steps in and does an amazing job of translating your ideas into solutions that are right for your budget, your equipment and your customers. Their initial designs involve roughing in of major components, material selection, and general styling. At the end of this phase, you'll participate in a Design Review to select the direction.



3 Modeling Phase

After the initial Design Review, we utilize 3D CAD software to develop component parts and integrate them into assemblies. Bought-out parts are sourced and their lead times are factored into production requirements – you'll have input on selections that affect price, performance and lead time. A Design Review and drawing approval cap off this stage, prior to release for manufacture of a first article prototype.





The entire Ergotron family is poised to make your experience with us as smooth as possible, as represented by members of our **(A) Sales Team**, **(B) Design & Engineering Team**, and **(C) Manufacturing Teams**.



4 The Prototype Brings Your Design To Life

After you approve the design drawings, your custom cart project shifts from the studio onto our state-of-the-art manufacturing floor. Your approved drawings are transformed into manufacturing programs, and your prototype is fabricated so you'll know precisely how your new design will look and handle in the field. Our designers work closely with our production teams to make sure your first article prototype is done to your specifications and right on time.



6 Ongoing Service

We can help you react quickly to your customers' needs, from additional parts to updated designs. We're happy to jump through hoops for you.

5 ISO-certified Manufacturing

Once your production run begins, our manufacturing teams are familiar with your product and know the ins-and-outs of producing it. Our worldwide facilities work together to pinpoint the tooling and materials needed for your production run, in the quantity and timeline you need. The process is efficient, exact, and designed to exceed your expectations.





IN A PERFECT WORLD,
WHAT WOULD MAKE
YOUR PROJECT
COMPLETE?



IT'S EASY TO IMAGINE

We can help you configure the solution you've been imagining. Whether it's a cart, table, bench, stand or "whatchamacallit", here are some of the most requested features and accessories to accommodate your ideal solution.

Weight Capacities

Larger weights require heavy-duty solutions. Some of our stock products hold up to 500 lbs!



Storage and Security

Choose from locking enclosures, drawers, metal bins and additional shelves to provide space for your equipment and peripherals.



Cable Management

Protect your cords from yanking and snagging with cable troughs, bins, pass-throughs and hooks.



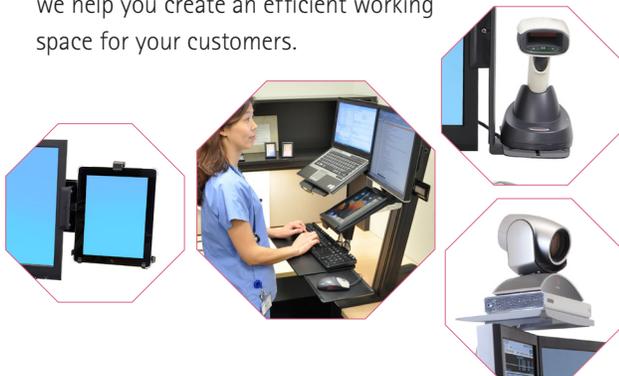
Handles and Casters

The right handle and casters make your cart easier to maneuver. We'll help you select the best options.



Device Mounts

From displays to tablets to peripherals, we help you create an efficient working space for your customers.



Adjustable Height

Need an ergonomic sit-stand workspace that can accommodate users of different heights? We can integrate lift capabilities in a number of different ways: electric legs, pneumatic columns, or our patented Constant Force™ technology.



Your Custom Components

Send us your wiring, displays, labels, mounting devices, or literature — we'll include them when we build your carts. One customer sends us 30 components that we integrate into their cart during manufacturing.



Finished Product

Our Team works with you every step of the way to ensure your project is truly complete. Once we know exactly what you're looking for, we can work with you on a tailor-made (pg 8) or a stock solution (pg 10).





One Medical Cart Conceptualized Four Different Ways

TAILOR-MADE SOLUTIONS

Our custom & ODM experience covers hundreds of markets including:

- Healthcare
- Technology
- Retail
- Education
- Laboratories

All of our design and engineering decisions are based on helping your customers make the most of your product – with a process that’s simple and hassle-free.



Test Workstations



Motorized Touchscreen Tables



Ticketing Enclosures



Ventilated Enclosures



Display Stands



Clean Room Workstations

Which Designs are Renderings and Which Are Actual Photos?

Thanks to powerful CAD tools, our Design & Engineering Team can show you a breadth of photorealistic project designs that utilize different virtual components to achieve your desired look and feel before proceeding with manufacturing.

(If you thought the touchscreen table and the kiosk are the only actual photos, you're right! All other products are renderings.)



Device Locking Systems



Equipment and Instrument Carts



Mobile Tablet Stands

STOCK PRODUCTS



StyleView® Carts



WorkFit®



AnthroCart®



AnthroBench

Our standard product line is spread across diverse product families, so one of our proven solutions might be just what you need:

- Small Carts
- Heavy-duty Benches
- Sit/Stand Desks
- Wall Mounts
- Charging Carts & Cabinets
- Monitor Arms



eNook®

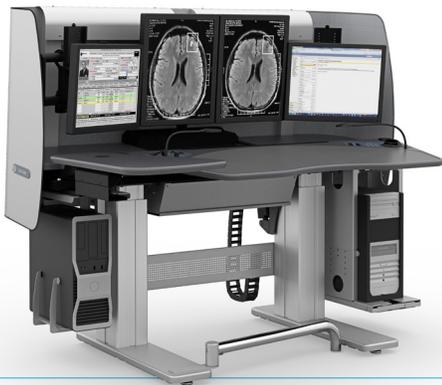


Elevate™ II



Zido®

You can also use our standard products as building blocks for designs that are more tailored to your equipment and application. Whether you choose a standard or custom product, our engineering and materials are of exceptional quality – that's why we offer a **Limited Lifetime Warranty** on most items!



Carl's Table®



Shop About®



Device Charging
Cabinets and Carts

DESIGN & ENGINEERING

- Product Ideation
- Parametric Solid Modeling
- Photorealistic Renderings
- FEA and Stress Testing
- Concept to Model
- Plus, we can incorporate your existing production files.



We'll quickly show you different products or component ideas through sketches, CAD files, and photorealistic renderings.



Prototypes are created on-site in a short timeframe using your desired materials.

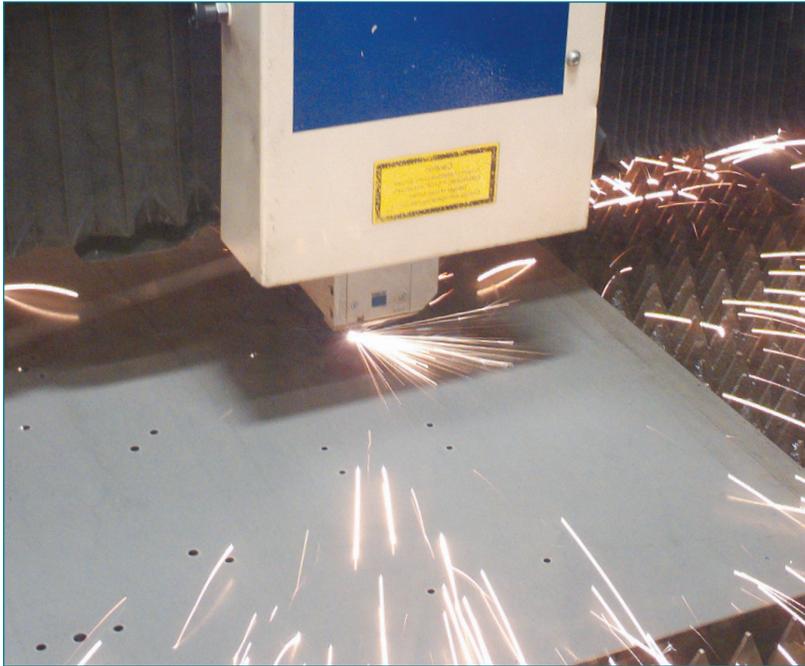
| ITEM | PART NUMBER | DESCRIPTION | QTY |
|------|--------------------|--|-----|
| 1 | 555-1552-02 | 23" dia column (inclined) 100" | 1 |
| 2 | 525-5259-05 | NUT - IN-LOCK - TRON - 1/4-20 | 4 |
| 3 | 525-1985-05 | NUT - IN-LOCK - 1/4-20 | 4 |
| 4 | 525-4216-12-03-FBI | CLAMP - METAL - SHAF | 1 |
| 5 | 555-4118-12-01-01 | CLAMP - METAL - SHAF | 1 |
| 6 | 555-5595-02 | 25mm Dia wheel locking from wheel 238-16 | 4 |
| 7 | 525-5595-02 | 25mm Dia wheel locking from wheel 238-16 | 4 |
| 8 | 525-5595-02 | 25mm Dia wheel locking from wheel 238-16 | 4 |
| 9 | 525-5595-02 | 25mm Dia wheel locking from wheel 238-16 | 4 |
| 10 | 525-5595-02 | 25mm Dia wheel locking from wheel 238-16 | 4 |
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| 34 | 525-5595-02 | 25mm Dia wheel locking from wheel 238-16 | 4 |
| 35 | 525-5595-02 | 25mm Dia wheel locking from wheel 238-16 | 4 |
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| 48 | 525-5595-02 | 25mm Dia wheel locking from wheel 238-16 | 4 |
| 49 | 525-5595-02 | 25mm Dia wheel locking from wheel 238-16 | 4 |
| 50 | 525-5595-02 | 25mm Dia wheel locking from wheel 238-16 | 4 |

| Rev. History | |
|--------------|-----------------|
| Rev. | Description |
| 1 | Initial Release |
| 2 | Design Change |
| 3 | Design Change |
| 4 | Design Change |
| 5 | Design Change |
| 6 | Design Change |
| 7 | Design Change |
| 8 | Design Change |
| 9 | Design Change |
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| 47 | Design Change |
| 48 | Design Change |
| 49 | Design Change |
| 50 | Design Change |

After your design approval, technical documents and a prototype are created.

One of Ergotron's advantages over design firms is the ability to "design for manufacturing". Due to the seamless integration of enterprise management software and CAD/CAM, our team of talented engineers and designers can pivot from concept to prototype to production in less time and lower costs than a design house.

On-site Industrial Designers know how to get the most out of our cutting edge equipment by working directly with machine operators on the shop floor. And as active players in the ECO process, manufacturing teams regularly suggest improvements to make products easier to manufacture, reduce costs, increase efficiency and save time.



Ideal for small production runs, the straight laser utilizes nesting software. This software fits a variety of different parts together snugly on each sheet of metal to maximize materials and reduce your costs.



From press brakes to lasers, CNC machines cover a wide range of functions to meet all of your metal fabrication needs.



The CNC Laser Punch slot punches entire sheets of metal to produce a high volume of parts quickly for you.

METAL FABRICATION

- CNC Laser and Punch
- Tube Fabrication
- Extrusion
- Tool Maintenance
- Rotary Laser for Cutting
- 6-axis CNC Press Brakes
- Hardware Insertion
- Welding (Tig, Mig and Spot)
- Roll and Corner Forming



The latest technology allows us to accurately bend and precisely shape each part to your specifications.



Operators use 3D graphic programs to provide step-by-step instructions to maintain quality control.

Ergotron's management team travels the world to study new processes, research the latest metal fabrication technologies and buy only the best equipment. We take pride in our commitment to utilize state-of-the-art machinery to produce quality parts for you, using the most advanced techniques available.

POWDER COATING

- Color Matching
- Auto and Manual Spray Booths
- Small Batch
- Quick Color Change
- 3-stage Wash
- Conveyor (Monorail)

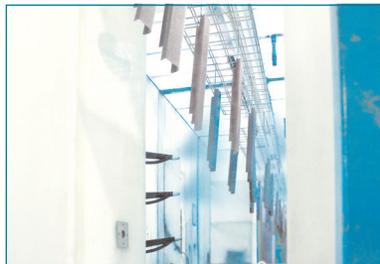
Streamlined processes are just the tip of the iceberg for Ergotron's Powder Coating department. From plugging and masking to changing out paint colors, fully cross-trained teams make sure each part is thoroughly coated. Routine quality control tests are run to confirm thickness, adhesion and curing requirements. We'll ensure each component surpasses your expectations.



Inside our Powder Kitchen, cross contamination is eliminated with rows of dedicated paint canisters and their own hoses.



Parts are hung individually so that each area of the component receives a complete and thorough coating.



Our auto-booth enables us to process high volumes of parts efficiently.



For small batches or quick color changes, we use our manual powder booth for faster application.

Do you have a signature color scheme? We can match it! We offer a wide variety of stock colors, but custom colors are easily integrated into our powder process.





Unlike traditional methods, thermoplastic laminate with contoured thermal forming provides complete coverage even into recessed edges.

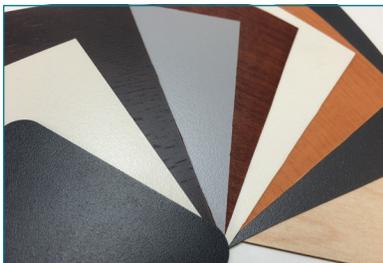
PANEL PROCESSING



With the ability of the membrane press to fully envelope any shape and size of board, your products look elegant and polished with their seamless edges.

- Membrane Press Lamination
- Cold Press Lamination
- CNC Routing
- Contour Edge Banding

Our innovative membrane press and CNC equipment are state-of-the-art and run by experienced and trained technicians. So whether you want traditional laminate surfaces with edge banding, prefer the more advanced thermoplastic and contoured edges, or need a different panel material altogether, we can easily make it happen, in the color and style that you want.



Our membrane press easily handles any color assortment in any quantity, whether you need a small batch or a large volume.



Twin-head routers with 8-position auto tool changers cut a high volume of your parts quickly and efficiently.

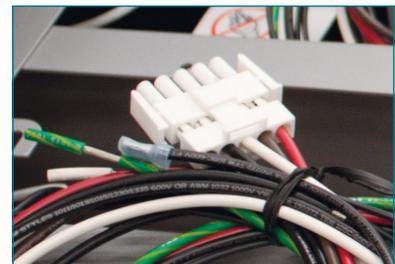
We process panels in a variety of shapes, edges, colors, and materials — including phenolic, acrylic and glass.

WIRING ASSEMBLIES

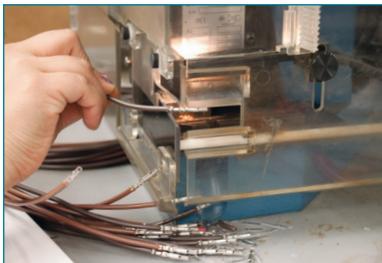


- Cutting, Stripping, Wire Crimping
- Hand and Machine Soldering
- Wiring Assemblies

Our knowledgeable team of wiring operators can produce your wire components, harness and sub-assemblies from your schematic drawings and wiring diagrams. Each assembly is inspected carefully by engineering staff to ensure absolute compliance.



We'll build and attach a wide range of connectors to suit your needs.



From crimping to soldering, we make integrated systems in-house for lighting, cooling fans, sensors and much more.



Ergotron's PCB expertise means we know how to handle and integrate many types of systems, sub-assemblies and modules.

KITTING

- Part Quantity Accuracy
- Bar Code Labeling
- Inventory Management with Consistent Cycle Counts
- Recyclable Packaging

The devil is in the details. You want to be confident that no piece or part is missing from any kit we do for you. Our kitting machines, bar code inventory control processes and our focused Kitting Team will make it right for you each and every time.



With uniform product identification, every part of your kit is labeled so it's easy to recognize and inventory.



Our auto bagging process reduces potential customer service issues due to count accuracy.



Rigorous package design organizes your RTA product and makes sure it ends at point B undamaged.



For your customers' convenience, we can kit together and assemble components that you supply.



Ergotron is your turnkey solution from component fabrication to finished assembly.

ASSEMBLY

- Fast and Accurate
- Trained Assemblers
- Experienced in Assembling Large Quantities

No project is too large or small for our experienced Assembly Team. They move quickly to meet tight deadlines. From simple component assembly to complex designs, every employee takes great pride in making sure every "i" is dotted and every "t" is crossed for you.



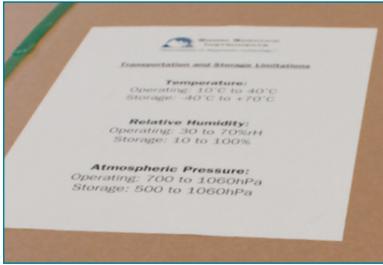
We can source lower-cost components internationally while still providing a high-quality Assembled In The USA finished configuration.



You'll benefit from our full spectrum of assembly capabilities — whether partial assembly to control shipping costs or full assembly so customers can use your product straight out of the box.



Ship us your custom components and materials — we can integrate them into a complete solution.



Whether you use direct or drop shipping methods, vendor compliance labels ensure efficient processing upon delivery.



The ability to serialize your products means you have traceability on each and every product.



You can choose from a variety of shipping methods including LTL, FTL and parcel to fit your customer's needs.

LOGISTICS

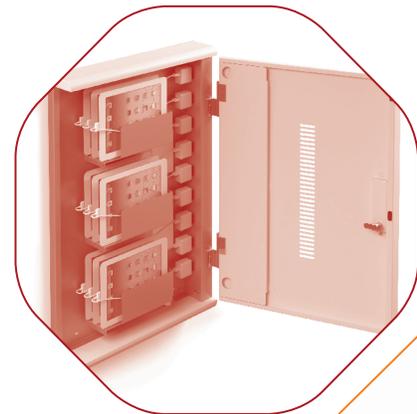
- Stock and Ship
- Direct / Drop Shipping
- Vendor Compliance Labeling

Our job isn't done until it's delivered on-time and damage-free. We carefully select freight vendors who balance excellent customer service with competitive shipping rates. Whether your project is standard delivery or requires a few extras, Ergotron provides "white-glove service" to make sure your product delivers domestically or internationally as directed and expected.



Each box and pallet-based unit is carefully labeled with proper shipment instructions to ensure safe transit.

WE HAVE A HISTORY OF SUCCESSFUL PARTNERSHIPS



LET US EXCEED YOUR EXPECTATIONS

Tell us about your project at custom@ergotron.com or call 844.379.4545.

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