

Q: Why is Approach expanding?

A: Allsteel is expanding Approach beyond the private office based on market feedback. We are adding design features and moving the Approach platform into the open plan where it will provide surprising utility and value for any style, footprint, and floorplan.

Q: What are the new Approach enhancements?

A: Enhancements include:

- Unitized desks (shell and w/15"W pedestal)
- Support pedestals
- Wardrobes (L/R, footed and to-the-floor)
- Full line of front- and side-access towers (L/R, footed and to-the-floor)
- No-trough credenzas
- Credenza for integrated height-adjustable tables
- Pull-out towers
- Splay legs
- Storage post foot
- Floating shelf
- Full-height modesty panels
- Hutches and tackboards
- Shortened end cap

Q: Are there visual differences between new Approach models and current Approach models?

A: There are a few visual differences:

- New no-trough credenzas have a top-over design and finished backs and current trough credenzas have inset tops and backs
- 30"W towers do not accept feet and have a top-inset design while other towers accept new post feet and have a top-over design
- New combination/side-access towers have touch-latch wardrobe doors

Q: Which Approach storage units have touch-latch doors? Am I able to specify touch-latch doors on all Approach models?

A: Approach towers with doors and drawers have touch latch on doors. Units with only doors or only drawers offer standard pull options.

Q: Which products are designed specifically for open-plan and workstation applications?

A: Credenzas for integrated height-adjustable tables, no-trough credenzas, towers/wardrobes, and pedestals are all applicable for this type of application. See the Approach price list for details on storage products that can be used with Allsteel panel systems.

Q: Will the Involve® panel-to-credenza bracket work with Approach credenzas?

A: Yes. The Involve bracket that allows storage units to support panels or gang credenzas will work with Approach. See the Approach price list for bracket models specific to Approach credenzas with finished backs and inset backs.

Q: What laminate finishes are available? Are they available on all Approach models?

A: Current standard Approach thermally fused laminates are available on all Approach products. This includes a total of 13 solid and woodgrain laminates with matching edges.

Q: What height-adjustable bases work with the Approach credenza for integrated height-adjustable tables?

A: Two-stage Altitude® A3, A5, and A6 bases (C or T legs) are compatible with this credenza.

Q: Does the Approach credenza for integrated height-adjustable tables have a unique worksurface?

A: Yes. The worksurface has a scalloped top to accept and hide one leg of the height-adjustable table. The configuration option for this application is an open credenza ganged with a file/file credenza to create a unitized credenza.

Q: What height-adjustable bases work with Approach shroud pedestals?

A: Currently, two-stage Altitude A5 C legs are compatible with the shroud. We are redesigning shroud pedestals to accommodate the new Altitude A6 base.

Q: Which Approach storage products require ganging?

A: All towers require additional support and come with ganging screws. The credenza for integrated height-adjustable tables has a bracket to gang the file/file unit to the open unit (open unit has cavity for the table leg) to create a unitized credenza. Standard modular credenzas can be specified with counterweights or ganged for support.

Q: Do towers align with panel system and gallery panel heights?

A: Yes. Footed and to-the-floor towers align with both system panels and gallery panels.

Q: When will splay legs be available?

A: Metal splay legs are available at launch and wood splay legs are available Q4 2020. Wood splay legs come in natural walnut and oak and metal splay legs are offered in all Allsteel standard paint colors.

Q: Do splay legs leave enough room for an Altitude A8 screen?

A: Yes. A worksurface can accommodate both an Altitude screen and splay legs by positioning the legs deeper into the worksurface.

Q: Are full-height modesty panels intended for runoff applications?

A: No. Full-height modesty panels are designed to allow modular building of shell desks and must be placed between two end panels.

Q: I was awarded XYZ% discount on Approach for a project. Does that discount apply to new Approach models that might be added to the project?

A: Yes. New models are set up in the same product series, so all discounts apply.

Q: Are there extended lead times for new Approach models?

A: No. Standard lead times apply to all Approach products.

Q: Can I request specials on the new Approach models?

A: Current Approach models are available as specials, but new models are not available as specials until late October 2020.