



Environmental Responsibility

Our Commitment. How we can help Designers, Dealers & End-Users.





Who is AIS?

Growing. Stronger.

- AIS boasts one of the most impressive stories of growth & success in the systems furniture market.
- While certainly smaller in size than the big 6 brands in the office furniture industry, AIS is no less successful on all fronts.
 - Award winning manufacturing
 - Most extensive Quick ship product offering in the industry
 - Production flexibility is second to none
- Founded in 1989, AIS evolved from a regionally based company, to an established national and international manufacturer.
- We've built a solid reputation rooted in a commitment to exceed customer expectations by remaining true to who we are, and what we do best.



Who is AIS?

The Facts

- **Manufacturing**
 - Winner of the prestigious Shingo Prize for excellence in lean manufacturing
 - Recognized by Industry Week as one of the top 25 plants in the US.
- **Quality**
 - AIS has a undisputed reputation for quality
 - 99.7% defect free 3-year track record
- **Speed**
 - AIS can ship up to 500 workstations in 10 working days
 - 95% of all products on quick-ship
- **Low cost**
 - AIS consistently offers exceptional pricing, even on smaller projects
 - High automated manufacturing, and superior sourcing strategies make AIS the low cost leader in the industry – uncompromising quality.

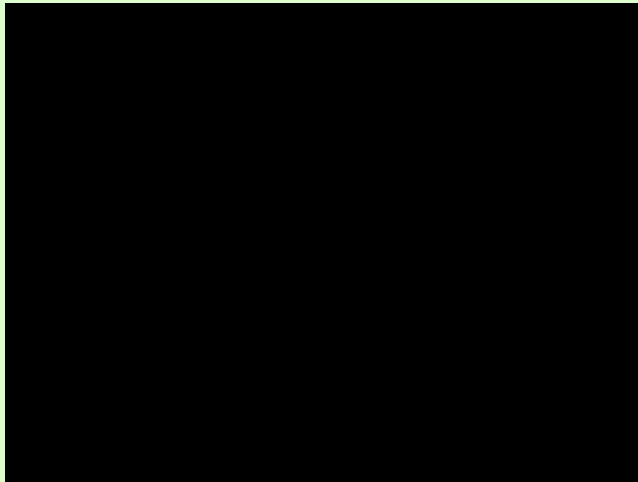




Who is AIS?

Manufacturing & The Shingo Prize

- AIS' manufacturing processes are second to none.
 - Our commitment to lean manufacturing has enabled AIS to build workstations faster than anyone in the industry.
- In 2003, our focus on excellence earned AIS the prestigious Shingo Prize.
 - Considered to be the Nobel Prize in Manufacturing.
 - AIS is the only small business and systems manufacturer to ever receive The Shingo Prize.
 - Joining the ranks of Toyota & Lockheed Martin
 - AIS was featured on NECN for this achievement.





AIS Commitment

ENVIRONMENTAL COMMITMENT

- In 2004 AIS made a strong environmental commitment.
- AIS committed to manufacturing its products with environmental **sustainability** in mind, while still providing a low-cost, yet increasingly higher quality product.
 - Engineering products for re-use.
 - Seeking greener suppliers.
 - Using more recycled content.
 - Paying attention to indoor air quality concerns.
 - Learning every day and educating our suppliers.





Lean & Green

ENVIRONMENTAL COMMITMENT

- AIS has been a leader in Lean Initiatives for Years!
 - With AIS' Lean initiatives, we had already implemented sustainable processes.
 - Minimizing waste each step of the way in our manufacturing process
 - Re-using scraps for Pallets and Packaging Materials
 - Shipping with minimal packaging
 - Recycling where we can – and using recycled materials.
- The story has now expanded to include:
 - Indoor Air Quality
 - Helping Designers/End-Users Gain LEED Credits
 - Product Re-Use





Indoor Air Quality

What's it all about.

- Indoor Air Quality has been a concern in the furniture world for years.
 - Furniture emits VOCS, Formaldehydes, Aldehydes
 - These toxins can compromise health for employees and contribute to indoor air pollution.
- Because of this industry wide concern, AIS has invested in testing our products to ensure we are not compromising human health or contributing to Indoor Air pollution.
- This is where GREENGUARD Certification comes into play.
 - GREENGUARD Test measures all the above toxins to allowable limits as defined by the USGBC
 - LEED CI





LEED

A way to “measure” Green buildings

- US Green Building Council has developed the LEED rating system
- LEED stands for Leadership in Energy & Environmental Design
- There are many LEED Standards, only a few that we are concerned with:
 - LEED-CI – Commercial Interiors
 - LEED-NC – New Construction

Info about the USGBC:

- *USGBC was formed in 1993*
- *Advocacy group which sets/creates industry standards, design practices and tools, policy advocacy, info exchange and tools.*
- *Members include: product manufacturers, environmental groups, building owners, city gov'ts, research institutions and universities.*





AIS Can Help

LEED ADDS UP- Here is how AIS can help end users gain credits

Materials Resources	Description	How AIS meets requirement
MR 4.1/4.2	Recycled Content 10% & 20%	Choose 100% recycled Terratex fabrics from Guilford of Maine and worksurfaces with recycled particle board.
MR 6	Rapidly Renewable Materials – 5% of total value of all materials and products used in the entire project.	Use Terratex fabrics made from renewable sources, integrate bamboo, wheatboard or cork as alternative worksurface materials.
Indoor Environmental Quality		
EQ 4.1	Low Emitting Materials, Adhesives/Sealants	All AIS adhesives meet the required VOC limits.
EQ 4.2	Low Emitting Materials, Paints and Coatings	All AIS products are powdercoat painted eliminating all VOCs.
*EQ 4.5	Low Emitting Materials, Systems Furniture and Seating	Use AIS Matrix, or Segmented DiVi, which are both GREENGUARD Certified Tile Systems.
EQ 6.1 / EA 1.1	Controllability of Systems, Lighting / Optimize Energy Performance	Use individual adjusted Tasklights. Reducing Power.
EQ 8.1/8.2/8.3	Daylight and Views, Daylight 75% & 80% of Spaces – and 90% of Seated Spaces.	Integrate a variety of Glass options to allow light throughout the office. Also consider lower panel heights.

*Highlighted Credit is not used in LEED-NC



Product Breakdown

Environmental Testing Data



BIFMA Typical Workstation: Recycled Content by Weight							
Material	Total System Weight	%	Post-Consumer		Pre-Consumer		System Total
			%	Weight	%	Weight	%
AO2	833.39	100%	3.80%	32	55.70%	464.43	59.60%
DiVi Monolithic	885.3	100%	2.80%	24.75	55.30%	489.14	58.00%
DiVi Segmented	885.3	100%	2.90%	24.75	55.30%	439.44	54.10%
Matrix	885.97	100%	4.80%	42.79	41.10%	364.26	45.90%
MWall	854.394	100%	4.10%	34.8	55.10%	470.38	59.10%

Post-Consumer material- Waste material generated by households, or commercial, industrial, & institutional facilities in their role as end-users of the product, which can no longer be used for its intended purpose.

Pre-Consumer Material- Material diverted from the waste stream during the manufacturing process. Excluded is reutilization of materials such as rework, regrind, or scrap generated in a process and capable of being reclaimed within the same process that generated it.



Green Projects

HOW CAN WE ASSIST?

- AIS DiVi, Matrix, MWall, & AO2 are GREENGUARD Certified
 - Guaranteed point in LEED-CI
- AIS offers some of the most cost-efficient GREENGUARD Certified Systems on market
 - Matrix was certified May, 2005.
 - DiVi, MWall, & AO2 were certified January, 2007.
- All AIS metal storage options are GREENGUARD Certified.



DiVi™





LEED Projects

Who have chosen AIS

Project Name: Alliance to Save Energy
Architect/Design Firm: Fox Architects
Dealer: Maryland Office Interiors
Location: Washington, DC
Product: Matrix
LEED Level: LEED-CI



Project Name: WECC
Dealer: Affordable Office Interiors
Location: Madison, WI
Product: Matrix
Number of Stations: 100
LEED Level: Gold LEED-NC





AIS Advantage

- Small business
- Leaders in Lean Manufacturing
- GREENGUARD Certified products
- Low cost provider.

