



AIS Sales Increase 42%

Company ends the year at \$93M

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Hudson, MA – May 10, 2011 – AIS has completed its fiscal year 2011, ending with over \$93 Million in sales volume, a 42% growth over the previous year. Bottom line profits increased 68%.

While the last few years were trying for most in the furniture industry, AIS was able to maintain momentum, seeking new and innovative ways to increase dealer profitability and fuel the market demand for high-quality, value-oriented office furniture. The company was not only able to compete against the used arena but also with large manufacturers that struggled with hitting the price point of today's buyers.

"AIS moves fast. We saw the market changing. We knew that in order to compete we had to deliver products and programs that helped increase dealer profitability and allowed them to offer end-users tangible value," said Bruce Platzman, CEO, AIS. "We are very optimistic about the future. The dust has settled from this economic downturn and we couldn't be more excited to show what AIS has in store."

In May 2010, AIS became the first systems furniture manufacturer to achieve CarbonNeutral® certification, a great compliment to AIS' environmental initiatives which were well received by the dealer and architectural and design community. The company was also awarded the OFDA Gold Non-Aligned Manufacturer of the Year award at NeoCon 2010, a testament to AIS' commitment to dealer satisfaction.

"Last year, AIS worked diligently to keep our brand strong and to support our dealers with whatever they needed to land the sale. With the launch of our competitive Select and MORE dealer programs, we saw a tremendous amount of business gravitate to these offerings," said Rob Lazarus, Executive Vice President of Sales and Marketing, AIS. "Exceeding our dealer's expectations and keeping them profitable is our main priority. They are the reason for our success and we are very thankful."

ABOUT AIS:

AIS is a rapidly growing manufacturer of commercial office furniture and boasts one of the most impressive stories of growth and success in the systems furniture market. The company is known for offering feature-rich product lines that entice designers and meet immediate and future needs of end-users while offering exceptional value. AIS is an innovator that leads the industry in sustainable, lean manufacturing, lead-time and manufacturing flexibility. AIS employs 320 people, with over 500,000 sq. feet of manufacturing and operations at three locations. For more information, visit the AIS website at www.ais-inc.com.

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