



AIS to Acquire CAF Contract Seating

Company now boasts extensive seating line

Media Contacts:

Erin Torres – Marketing Director – 978.562.7500 – etorres@ais-inc.com

Rob Lazarus – EVP of Sales & Marketing – 978.562.7500 – rlazarus@ais-inc.com

Hudson, MA – June 9, 2011 – AIS and CAF Contract Seating, a manufacturer of executive, task, conference, stacking and lounge seating solutions, have agreed in principle to AIS acquiring the seating company. Final details and implementation will occur over the next few months and the acquisition provides the company with a strong seating line to further increase its competitive offering.

CAF Contract Seating (CAF) was founded in 1990, inspired by the rapid growth of computer usage in the workplace. The company manufactured well-built ergonomic seating with strong engineering integrity. CAF also found success in the architectural and design community. The seating solutions were designed with sleek, clean lines, receiving acclaimed awards for excellence in North America & Europe.

“AIS is very excited about this acquisition. We pride ourselves on simplifying the furniture buying process for our dealers and end-users. Offering a broad line of seating options that meet individual needs allows our end-users to purchase their workstations, ergonomic accessories and seating from one manufacturer. It’s a win for everyone,” said Bruce Platzman, CEO, AIS.

AIS just ended a banner growth year with sales increasing 42%. The company sought new and innovative ways to increase dealer profitability and fuel the market demand for high-quality, value-oriented office furniture and found tremendous success in an overall down economy. 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.

The company will manufacture the newly added seating lines in Massachusetts and plans to begin taking dealer orders in September 2011.

“This is such an exciting addition for AIS. We are working hard to collateralize our final offering and we’ve planned an extensive showcase in our Chicago Showroom during NeoCon, June 13-15. Our goal is to get all new materials in our dealer’s hands by August to begin taking orders in September 2011,” said Rob Lazarus, Executive Vice President, Sales & Marketing, AIS.

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.