HOW WE GOT HERE: A STORY OF INNOVATION.

We believe that good ideas will get you everywhere. In less than 30 years, we’ve evolved from a start-up based on the simple intent to adopt lean manufacturing to become one of the most highly regarded names in the industry. AIS has earned acclaim for product design, ground-breaking manufacturing and unparalleled sustainability across the industry and within our local and regional communities. And, our deep roots in New England are a great source of pride for us.

AIS set out to disrupt the industry through true innovation and sustainability—a vision that has consistently paid off for our company and our customers. The talented, enthusiastic AIS team has virtually reinvented product development and manufacturing processes, helping us grow far faster than industry benchmarks and earning OFDA Manufacturer of the Year nine times since 2008.

Today, with sales teams across North America and 750 employees at our new 600,000-square-foot factory and headquarters, we’ve risen to annual sales of more than $200 million. One thing, however, will never change—our commitment to superior products with industry-beating lead times and attractive prices.
More than providers. True partners.

Through a robust network of expert dealers, our employees drive to continually break new ground with inventive products and processes, and unwavering dedication to our customers and community. AIS has established itself as a partner of choice—whether furnishing a start-up space or fulfilling a new vision for a Fortune 500® firm.

A series of successes.

1989  Founded
1992  Lean manufacturing facility
1996  MWall and AO2 product launch
2001  Post-9/11 Pentagon refurbish
2002  Matrix product launch
2003  Shingo Prize for Excellence in Lean Manufacturing
2003  Named as Industry Week’s Top 25 Manufacturing Plants in North America
2005  AIS launches first seating lines
2007  Divi product launch
2007  First GREENGUARD® certification
2011  Calibrate Casegoods & Storage product launch
2012  BIFMA e3 level® 2 certification
2013  Best of NeoCon Silver - Oxygen Benching
2014  MassEcon Economic Gold Award
2015  Best of NeoCon Silver - Aloft Height-Adjustable Benching
2017  AIM Sustainability Award
2018  750+ employees and $200 million in sales
2018  Selected Manufacturer of the Year by the State of Massachusetts
2018  Calibrate Conferencing product launch
2018  Day-to-Day Tables product launch
2019  Worcester Business Journal’s Manufacturing General Excellence Award
2019  MassHire Central Region Growing and Readying Our Workforce (GROW) Award
2019  Day-to-Day PowerBeam product launch

Ongoing recognition from the Office Furniture Dealers Alliance

2008  OFDA Bronze
2009  OFDA Silver
2010-2018  OFDA Manufacturer of the Year
2017  AIM Sustainability Award
2018  750+ employees and $200 million in sales
2018  Selected Manufacturer of the Year by the State of Massachusetts
2018  Calibrate Conferencing product launch
2018  Day-to-Day Tables product launch
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2019  Day-to-Day PowerBeam product launch

More than providers. True partners.
Sustainable from the start.

Since the beginning, AIS has led the way in sustainability—making social responsibility and our environment a top priority. Our visionary team recognized early on that efficient manufacturing is naturally more sustainable, requiring fewer resources and less energy. We’ve invested in alternative energy and moved toward carbon neutrality. And as a privately held firm, AIS has greater freedom to explore innovative processes and equipment, as well as ways to eliminate wasted time, steps, inventory and resources, as we strive to inspire a greener industry overall.

Today, all AIS products are SCS Indoor Advantage™ Gold certified for air quality, and AIS systems contain at least 40% recycled materials. What’s more, we’ve achieved BIFMA e3 level™ certification on our products, and more than 50% of the power used in our state of the art facility is returned to the grid through our rooftop solar panels.

How can we help?

From the talent we hire to the way we design, manufacture and distribute our products, AIS has always thought differently.

Let us put some of that thinking to work for you.