



## HOW WE GOT HERE: A STORY OF INNOVATION.

We believe that good ideas will get you everywhere. We've evolved from a start-up more than 30 years ago with 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.

### **Tremendous growth and recognition.**

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, service-oriented 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 from 2010 - 2018, when the program ended. Today, with sales teams across North America and 900+ employees at our 600,000-square-foot factory and headquarters, we've risen to annual sales of more than \$250 million. One thing, however, will never change—our commitment to superior products with industry-beating lead times and attractive prices.

## A series of successes.

1989	Founded	2018	Day-to-Day Tables product launch
1992	Lean manufacturing facility	2019	Worcester Business Journal's Manufacturing General Excellence Award
1996	MWall and AO2 product launch	2019	MassHire Central Region Growing and Ready Our Workforce (GROW) Award
2001	Post-9/11 Pentagon refurbish	2019	800+ employees and \$220 million in sales (representing MA & TX locations)
2002	Matrix product launch	2020	MassEcon – 2020 Corporate Hero Award
2003	Shingo Prize for Excellence in Lean Manufacturing	2020	New Product Launch - Calibrate Community®
2003	Named as Industry Week's Top 25 Manufacturing Plants in North America	2020	Sew the Masks program donates 600,000 face coverings nationwide in 31 states
2005	AIS launches first seating lines	2019-22	Boston Business Journal's Corporate Citizenship Award
2007	Divi product launch	2021	Named Silver Medalist in Inc. Magazine's Best in Business – Manufacturing Category
2007	First GREENGUARD® certification	2021	BIFMA e3 level® 3 certification
2011	Calibrate Casegoods & Storage product launch	2021	AIS forms collaborative partnerships, hiring individuals with intellectual and physical challenges.
2012	BIFMA e3 level® 2 certification	<b>Ongoing recognition from the Office Furniture Dealers Alliance</b>	
2013	Best of NeoCon Silver - Oxygen Benching	2008	OFDA Bronze
2014	MassEcon Economic Gold Award	2009	OFDA Silver
2015	Best of NeoCon Silver - Aloft Height-Adjustable Benching	2010-18	OFDA Manufacturer of the Year
2017	AIM Sustainability Award	2022	Best of NeoCon Silver and Innovation Award– PET Wire Manager
2018	750+ employees and \$200 million in sales (representing MA & TX locations)	2023	900+ employees. New laminate lines added to factory
2018	Selected Manufacturer of the Year by the State of Massachusetts		
2018	Calibrate Conferencing product launch		

## More than providers. True partners.

AIS has established itself as a partner of choice throughout our robust network of expert dealers. Whether furnishing a start-up space or fulfilling a new vision for a Fortune 500® firm, AIS is dedicated to create beautiful and productive workspaces for our esteemed dealers and customers. Since our inception, we've valued collaborating and evolving with our dealer partners.

Our passionate and service-driven employees strive to continually break new ground with inventive products and processes, and unwavering dedication to our customers and community.

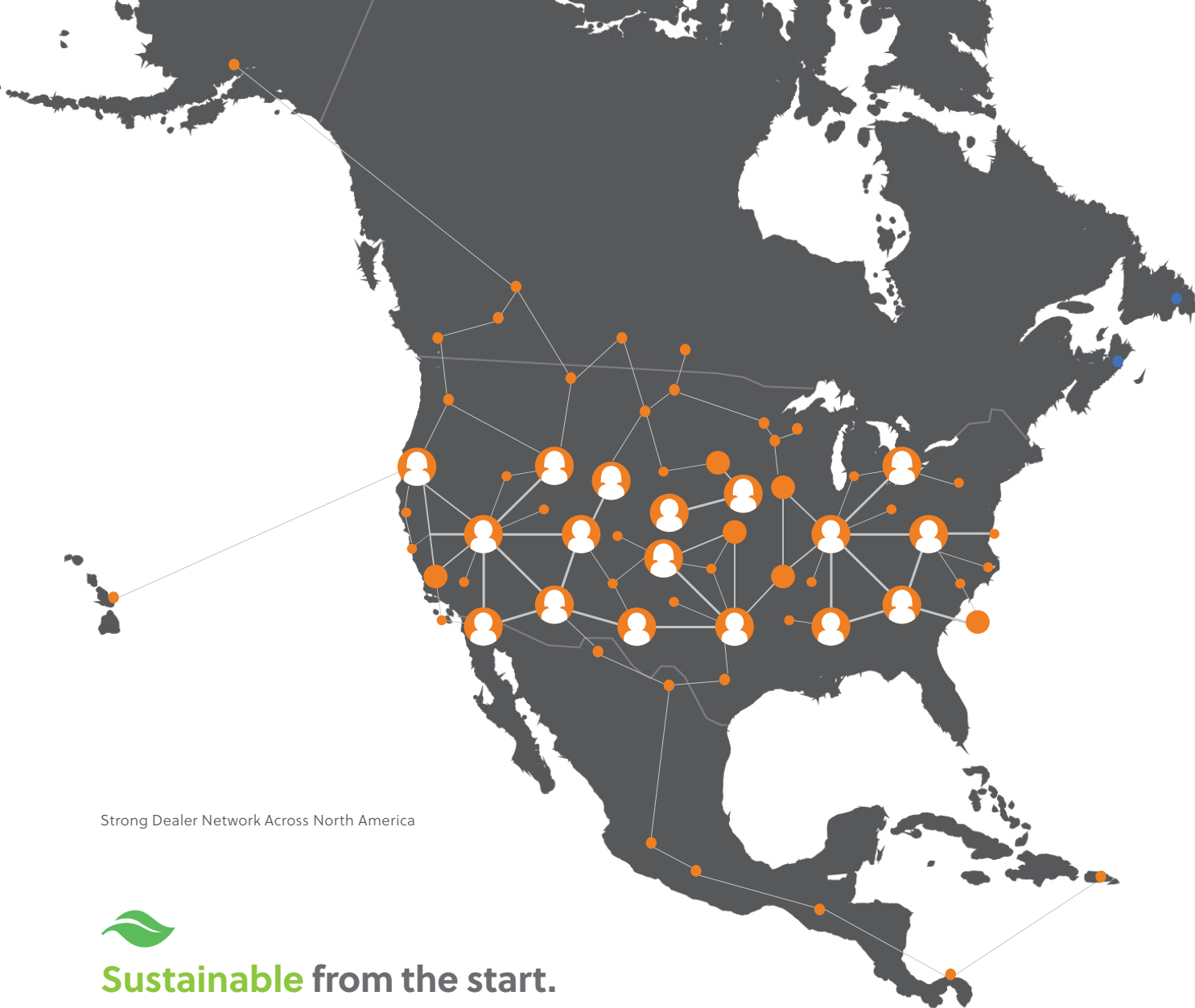
While office furniture is what we make, serving and supporting our dealers is really at the heart of what we do. From customer service and design, to specials, project management, and engineering, we're dedicated to ensuring our dealers are successful year after year.



2003: AIS groundbreaking ceremony in Hudson, MA.



Leominster, MA headquarters.



Strong Dealer Network Across North America



## Sustainable from the start.

Since the beginning, AIS has led the way in sustainability. We make social responsibility and our environment a top priority. Our visionary team recognized early on that efficient manufacturing is more sustainable, requiring fewer resources and less energy. We've invested in alternative energy and moved toward carbon neutrality. As a lean manufacturer, we have successfully implemented innovative processes in waste reduction. As a privately held organization, AIS has greater freedom to explore innovative processes and equipment. Through our leadership, we strive to inspire others towards a greener industry.

AIS is committed to the production of high quality, durable products that conserve resources. Our Design for Environment team strives to incorporate sustainable elements into our design process including materials choice, end-of-life management, water and power efficiency.

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 33% of the power used in our state of the art facility is returned to the grid each year 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.