



Products and Capabilities

Access Floors OnSite

2018



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OBJECTIVE

Our objective is to deliver the best value directly to our customers for raised access flooring and associated products and services.

AFO Resurfacing is the obvious choice for older sites with viable access flooring in need of upgrade or decommissioned sites with access flooring that can be re-conditioned to virtually new and employed elsewhere. AFO provides the absolute highest and best value, lowest carbon footprint and best guarantee in the industry.

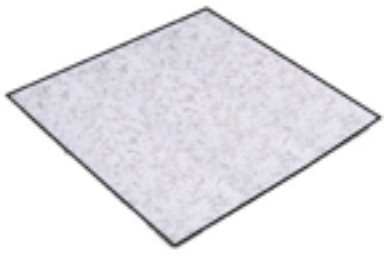
Lean Six Sigma Value Adding Manufacturing: Our Mobile Factories are able to produce our own line of concrete-filled panels for new construction, replacement or expansion.

One Face To Our Customers: By utilizing lean principles throughout the supply chain process, we deliver value from the core product through its installation, circumventing middlemen and excessive management. Use AFO as your single source for material, installation and accessories nationwide and beyond.

ON-SITE REFURBISH AND REINSTALL

Our Core Business Since 1997:

- We come to you to recondition and reinstall your raised access flooring.
- Floor grade, anti-static, high-pressure, laminate-wear surface. (We can match all colors and trim conditions. See below for alternate and custom finishes.)
- Proprietary methods and equipment for stripping existing finishes
- High solid content, pressure sensitive adhesives insure a permanent bond
- 5-point quality control to Six-Sigma standards
- Industry best 5-year warranty on the adhesive bond (wear surface is warranted by the manufacturer)
- Waterproof QR labeling on each panel with production date/time, M.O.D. name and contact, OEM panel loading information and AFO warranty information
- On-site refurbishing and installation from one source



OFF-SITE REFURBISH AND REPLACEMENT

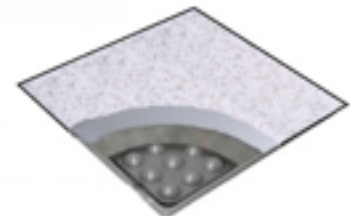
- Large inventory
- Refurbish and swap programs.
- Replacement panels from all manufacturers



AFO CONCRETE FILLED STEEL RAISED ACCESS FLOOR

New Raised Floor Panels:

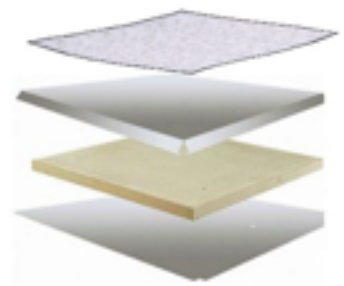
- Certified Six-Sigma, BAA compliant, value adding manufacturer
- Precision-sheared, cold-rolled, steel top-sheet
- Cementitious annular space in-fill
- Robotically welded isotropic die formed steel bottom pan
- Powder coated anti-corrosive finish
- Floor-grade, anti-static, high-pressure laminate-wear surface. (We can match all colors and trim conditions. see below for alternate and custom finishes.)
- Industry-best 5-year warranty



Independent test reports in accordance with CISCA standards are available upon request

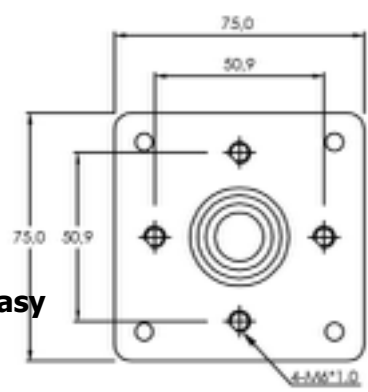
GALVANIZED STEEL CLAD WOOD-CORE PANEL

- Routed trim laminate surface, no trim edges
- Fits most existing wood core installations
- Reverse-design, die-formed top Pan
- High-density particleboard core
- Adhesive-bonded and mechanically seamed bottom sheet



UNDERSTRUCTURE & SEISMIC BRACING

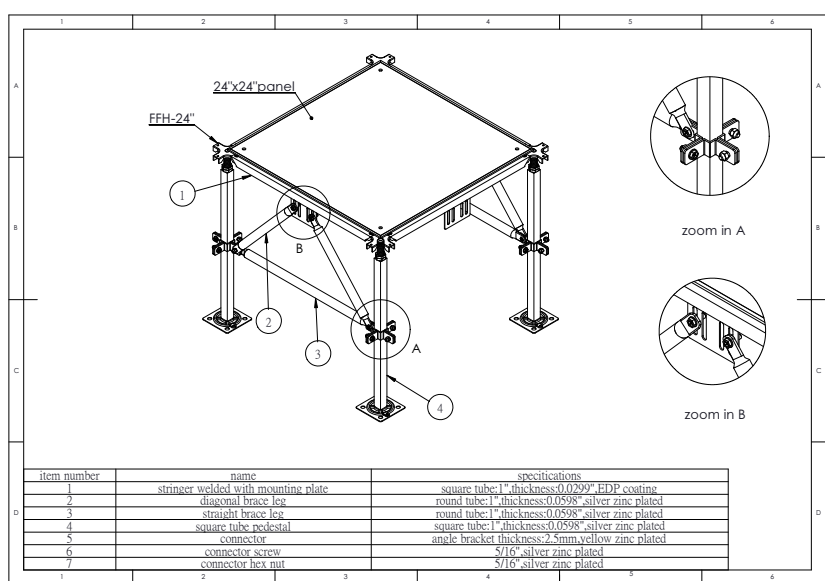
- Universal head for corner bolt or bolted stringer installations any F.F.H.:



- Multiple seismic configurations and easy structural upgrades:

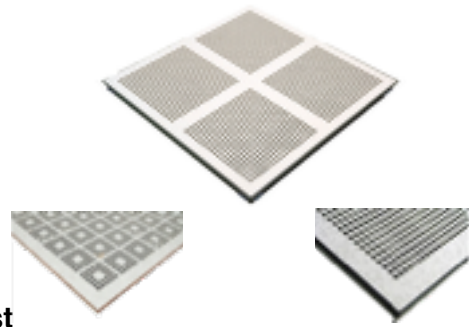


- Custom engineering and design:



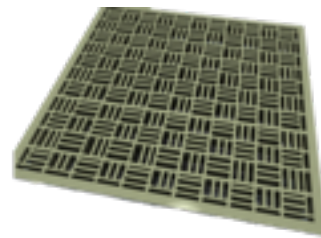
PERFORATED AIR FLOW PANELS

- ***Perforated panels are the first to de-laminate, save those laminates!*** AFO can re-laminate your existing components returning the highest and best value. And/Or...
- We match most perforated patterns with new laminate to match your existing floors with onsite re-lamination of your existing panels. And/or...
- We can provide full replacement perforations in most patterns.
- Industry best 5-year warranty on the adhesive bond (wear surface is warranted by the manufacturer).
- Waterproof QR labeling on each panel with production date/time, M.O.D. name and contact, O.E.M. panel loading information and AFO warranty information.



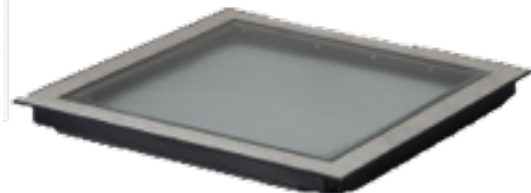
CAST ALUMINUM GRATES

- 55% free area
- 2000 lb. load bearing capability
- Fits or adapts to most grids
- Fastest and best cold aisle air delivery
- Available in a wide selection of powder coat finishes or are available with an unpainted textured surface

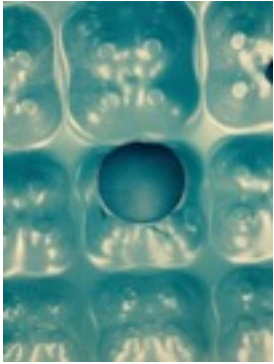


MACHINED CAST ACRYLIC VISION PANELS

- Custom made for any access floor panel/grid
- Quick visual underfloor status
- Check gauges, meters, airflow
- Available in many configurations and sizes



HOLE REPAIR

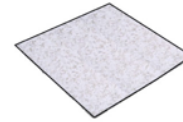


- Save loads vs buying a new panel.
- Repair bolt and grommet holes up to 2.5" .
- Load test verified to O.E.M. specifications.



CUSTOM FINISHES

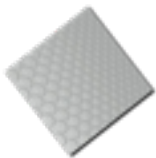
- Floor Grade, Highly Conductive HPL custom colors



- E.S.D. and Conductive Carpet, Rubber, Solid Vinyl



- Tacky Mat panels with black vinyl trim



- Raised dot rubber tile



"Be Safe" Safety Floor



- Safety Floor Laminates for ramp-heads, doorways, drop zones and active aisles
- Welded seam rubber ramp surfaces, ADA compliant coefficient of friction with a 3-year compressive warranty



RAISED FLOOR ACCESSORIES

- Custom made-to-fit “plenum-saver” cable guards



- Fixed and custom cable trim and grommets



- Underfloor cable tray, multiple configurations



- Electrical boxes and covers

- Modular wiring/voice and data components



- Panel lifters



RAISED FLOOR INSTALLATION

- New access floor installation and renovation

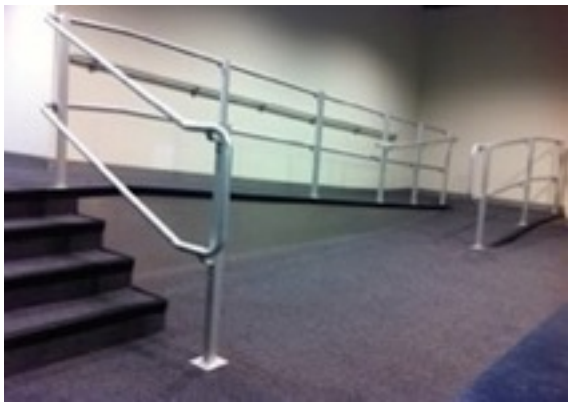


- Proprietary equipment for bulk stripping bonded carpets and laminates



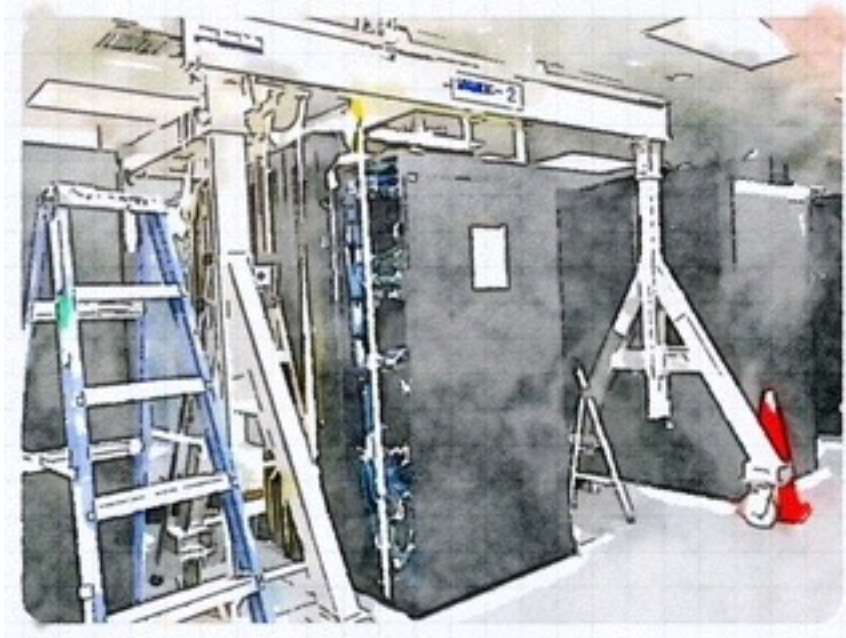
CUSTOM ENGINEERED SOLUTIONS

- **Dedicated aisles**
- **ADA Compliant ramps, steps, handrails**
- **Modular wiring/voice data/cable tray**
- **Underfloor plenum dividers and conditioned air management**
- **Colocation and server security cages**



“HOTSITE” UPTIME FLOOR REPLACEMENT

AFO Proprietary Method for Suspending Cabinets



AFO has successfully designed and deployed a patented system that can suspend multiple cabinets and individual pieces of equipment while operating in order to facilitate removal and reinstallation of old and failing access floor systems.

A large Government agency was operating a 15k sq. ft. data site built on a failing forty year old raised access floor system. The problem was (and is for most) this is mission critical site serving multiple agencies simply could not come out of service.

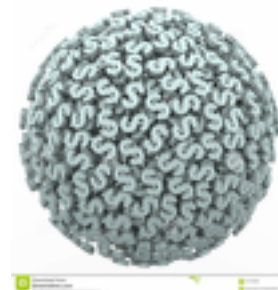
AFO Engineering provided the government a fool proof system for “suspending in place” operational equipment that included fully occupied cabinets as well as support equipment. The raised floor was systemically changed out and delivered to current CISCA specification throughout the facility.

Contact sales@accessflooronsite.biz for more information for this proprietary service which is available globally.

FISCAL ACCOUNTING

It takes two :

When considering the useful life of your access floor, it is important to recognize that a finished access floor panel is made from two components: the **structural panel** and the **finish/wearing surface** (see Custom Finishes below). For accounting purposes, their values and lifespan differ and can be broken down. The two products were originally bonded together where the panel was manufactured. Not anymore. Most raised floor distributors will want to sell you a new panel from the manufacturer they represent. This panel is often in an incompatible finish. Employ **AFO** to resurface your existing panels in exactly the same finish material originally installed instead of buying an entirely new panel.



Depreciation vs Expense

product/ service	Improvement	Maintenance	F.F.&E.	capitalization
Re-surface	7 years	Current Accounting Period	7 years	N/A
New Panel	N/A	N/A	7 years	39 years

In the CFO's office, re-conditioning your access floor panels can clearly be considered an **improvement**; a capitalized expenditure extending the useful life of an asset or improving it in some manner over and above the original asset. Thus if an expenditure adds years to an asset or improves its rate of output, it would be considered an improvement that is capitalized. In contrast, a maintenance or repair expense is not capitalized. AFO re-conditioning services could also be applied under **Maintenance and repair (M&R)**, especially when the floor is a safety issue. M&R would be periodic expenditures undertaken to preserve or retain an asset's operational status for its originally intended use. These expenditures do not improve or extend the life of the asset. **Maintenance is an expense** and is distinguished from capital improvements, which are capitalized. Depending upon its use and because it is not a structural part of your building your access floor is considered **Furniture, Fixtures, and Equipment (FF&E)**. Depending upon its use, your raised floor finish could wear out much more rapidly than other components of your building, so an owner or prospective buyer needs to establish the condition, cost, and frequency of replacement of FF&E.

CARBON ACCOUNTING

Green Mission :

“Committed to greening the IT industry, one raised floor panel at a time.”

With data center power consumption worldwide in excess of 30 billion watts of electricity, roughly equivalent to the output of 30 nuclear power plants and with banks of generators emitting diesel exhaust, data center operators are increasingly looking for ways to **offset carbon emissions**.

According to the Intergovernmental Panel on Climate Change (IPCC), the steel industry accounts for between 3-4% of total world greenhouse gas emissions. On average, 1.7 tons of carbon dioxide are emitted for every ton of steel produced. A Tate CNN2500 raised floor panel contains 31.73 lbs. of cold rolled steel. The below chart below estimates the tonnage of carbon dioxide gas that will be saved by re-employing your existing panels versus buying new ones.

The calculations below do not include emissions associated with the production of the panels themselves, concrete production, over-the-road trucking or installation waste of finished product. Tate Inc. as well as The Kingspan Group did not offer information regarding power consumption or carbon footprint associated with their manufacturing operations.

ENVIRONMENTAL REPORT CARD (1997-2017)

Panels Returned to Service	Tons of steel re-employed	BTU's saved	Tons of CO2 saved	bbls oil saved	O.T.R trucks
402366	6437.856	81116985600	10944.3552	17382.2112	402.366

* data compiled from US Steel Manufactures white paper on carbon emissions 2010

CIVIC AND SOCIAL ACCOUNTABILITY

“As an organization, AFO is strongly focused on the safety and concerns of the people who surround us.”

Those we employ, their families, our customers, their staff and outside vendors are equally important. AFO is willingly compliant with employment, health, hygiene, safety, and environmental laws. We respect basic civil and human rights. These are the principals which guide us.

Since our launch in 1997 :

- **No** workplace violations.
- **No** reportable injuries.
- **No** Workman’s Compensation Claims.
- **No** civil complaints filed against AFO.
- **Never** any claims of discrimination.

We take great pride in supporting the mission of our armed forces and government agencies and have delivered our unique brand of products and services as a SAM certified government contractor since 1997. When hiring for all of our projects, we always seek to employ our veterans.



“Thank you to those who serve and they who have sacrificed.”

