

**Product Exchange & Banking programs:** Davies can assist your organization with value engineered solutions to Re-use, Exchange or Bank existing furniture to capture it's maximum imbedded value, and to eliminate on going storage costs.

### The top 10 reasons you should consider Davies before buying new!

1. **Cost Savings:** SAVE 40-70% as opposed to buying new.
2. **Asset Recovery:** Davies will help you trade, bank or liquidate surplus workstations for cost avoidance on current or future projects.
3. **Recycle Existing Assets:** Davies can help you recycle existing assets or capture the imbedded value through "Product Exchange".
4. **Steelcase, Haworth, Herman Miller, Knoll, and more. . .** Davies remanufactures all major brands.
5. **Largest Remanufacturer:** Davies is the largest independent remanufacturer in the U.S. with a proven track record since 1948.
6. **Quality:** Davies 300,000 Sq. Ft. state of the art factory produces the highest quality remanufactured furniture in North America.
7. **Diversity Supplier:** Davies is a certified Woman Owned Business.
8. **Environmental Impact:** Each recycled workstation diverts approximately 800 lbs of waste from our National landfills.
9. **LEED Credits:** Remanufactured/Recycled office furniture can help build up LEED credits while saving you money at the same time.
10. **Support Services:** CAD Design, Project Management, Installation, Moving & Move management, Asset & Inventory management are available from Davies to assist you in successful turn key projects.

### Davies Environmental Study

Each year, remanufacturing office panels at Davies results in energy savings that could power 342 average U.S. households for one full year.

The energy savings from remanufacturing 1 office workstation (5 panels) could power 10 average American households for one whole day.

One year of office panel remanufacturing at Davies conserves approximately 8.5 million pounds of raw materials.

Remanufacturing 100 workstations could power 3 households for one year.

One year of office panel remanufacturing at Davies avoids the release of more than 6.9 million pounds of CO2 into the environment. Helping reduce the "Greenhouse" effect on Mother Earth.

Information prepared by: National Center for Remanufacturing and Resource Recovery (NC3R)  
Rochester Institute of Technology



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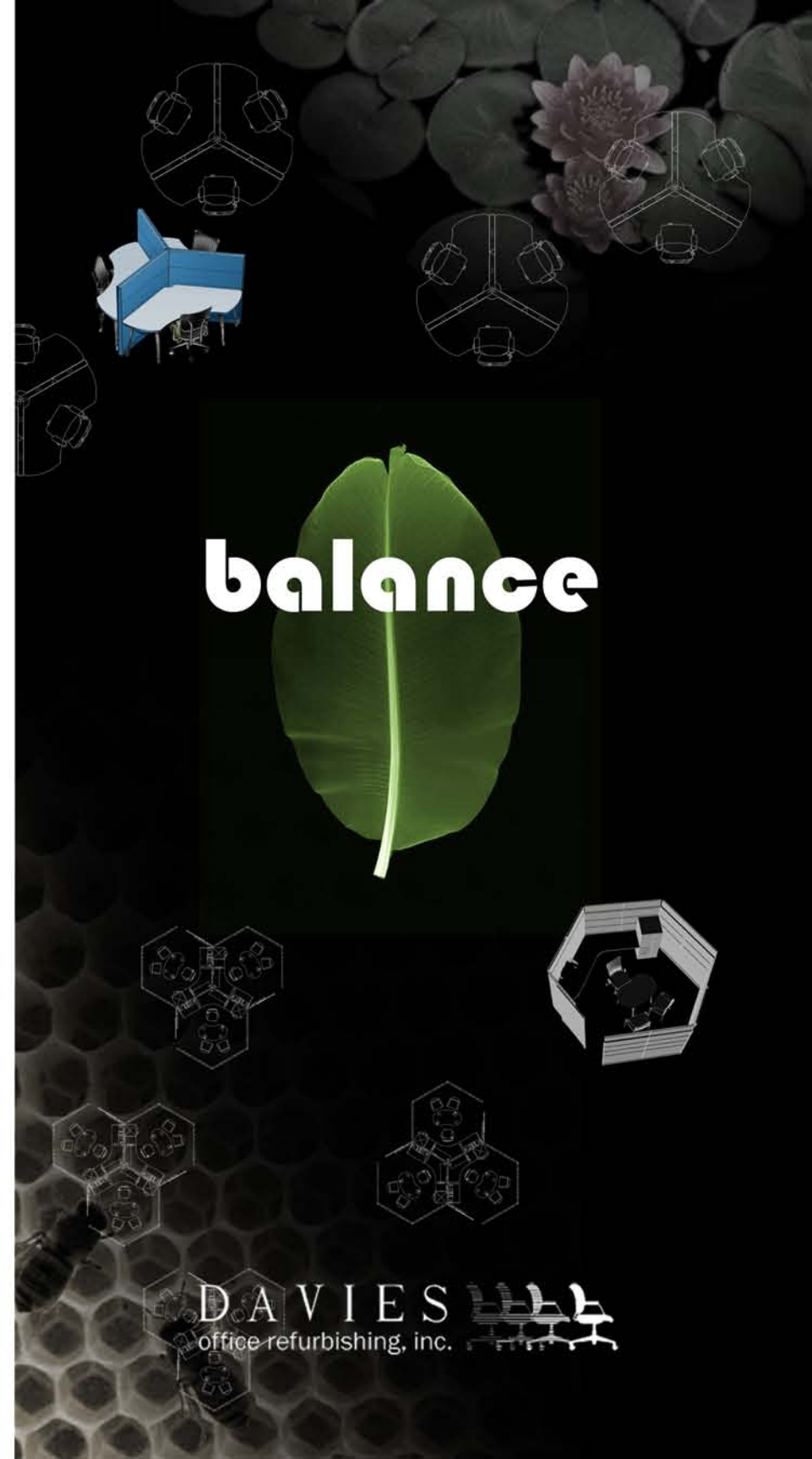


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# balance

DAVIES  
office refurbishing, inc. 

# Welcome to Davies!

# Good for you.

# Good for the Environment

Davies Office Refurbishing, Inc. was founded in 1948 and has become the largest, independent office furniture remanufacturer in the United States. Davies offers its clients a level of expertise, quality and technology unparalleled in the industry. We have over 300,000 square feet of space dedicated to asset management, warehousing and remanufacturing. Davies maintains a constant inventory of over 7,000 workstations in product lines such as Steelcase, Haworth, Herman Miller, Knoll, Allsteel, and others. Independently owned, Davies is not directly tied to any major manufacturer. This allows us to offer the most effective options concerning any and all projects you may be considering.



Refitting your office isn't as simple as just choosing a line of furniture. There's a lot to consider. What are your present and future needs? What can your space support? What do you do with your existing furniture inventory? How do you coordinate the whole thing? and how do you do it all while maintaining your budget? Davies has created programs to address all of these questions and simplify the entire process. No one else in the industry offers more. Davies truly is your one stop solution provider.

Team Davies will walk you through the entire design process to help you achieve all of your goals. Our Design team will help you create workstation typicals, space plans, and choose finishes for your future space. Our project management team will coordinate delivery, installation and help you manage the logistics. Together we'll achieve the look you want, in a space that maximizes productivity, while working within your budget.

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In recent years there has been a great deal of attention given to environmental issues, and with good reason. Our environment, our earth, our home, is in need of considerable action. Together, we must focus on changing how we do things, reducing the use of raw materials, and consuming less energy. This effort is a big part of who we are at Davies and something we are very proud of. For 50 years we've been on the forefront of the movement toward sustainability, and environmental consideration. It's why we do what we do.

What's good for the environment is good for everyone. For years, there has been a stigma that buying environmentally friendly products is more expensive than buying products that are not. That is simply not true. Environmentally friendly products are right on par, and often less expensive than other similar products.

As the industry continues to improve, sustainability advocates such as the U.S. Green Building Council have been working with government and industry to make buying green more attractive. Ask us how we can help you gain LEED credits through Re-use and Recycling while saving money at the same time.

Why Davies does it better. . . Remanufacturing involves dismantling, repairing, resurfacing, and reassembly to produce a like-new product that is functionally

and cosmetically, as good as, or better than new. Davies state of the art remanufacturing processes actually consume far less energy and fewer raw materials than the original manufacturing process.

## What do we do?

Office furniture! We do it better than anyone else. Here's why... With more than 50 years of experience, we know exactly what you need and expect from a furniture dealer, and we deliver. Our products, services and solutions exceed the highest standards of quality, and streamline the process of refurbishing your office.

Our specialty. . . Remanufacturing! There is no denying, the major OEM's in this business make a great product. We take their product and make it even

better. Better for your office, better for our environment, and better for your budget. Remanufacturing is a process of taking used workstation components, stripping them to their core and remaking them by applying new paint, fabrics, laminates and retrofits. This process allows us to provide our

customers with an almost limitless choice of finishes and options on a superior product at a fraction of the cost of new workstations. We can remanufacture workstations to match your existing product base, or provide you with something completely different.

### What do you do with your existing furniture?

Few furniture vendors will offer solutions for your existing furniture. When it comes to handling your existing furniture inventory, you're on your own. Not at Davies! We offer our customers unique solutions for their existing furniture. Our programs will help you manage your inventory, reduce/eliminate storage costs, even capture value for your assets, all while redirecting your existing furniture away from landfills. Everyone Wins!

The very nature of our business makes these programs possible. As a remanufacturer, we are able to take used furniture and remake it into like new workstations that are built to original OEM standards. The whole process is a synergy that makes your life easy. Your existing inventory is an asset and at Davies you can use that to your advantage. Ask about our Unique Product Exchange and Banking programs.



REMAN. WORKSTATIONS



OLD WORKSTATIONS

