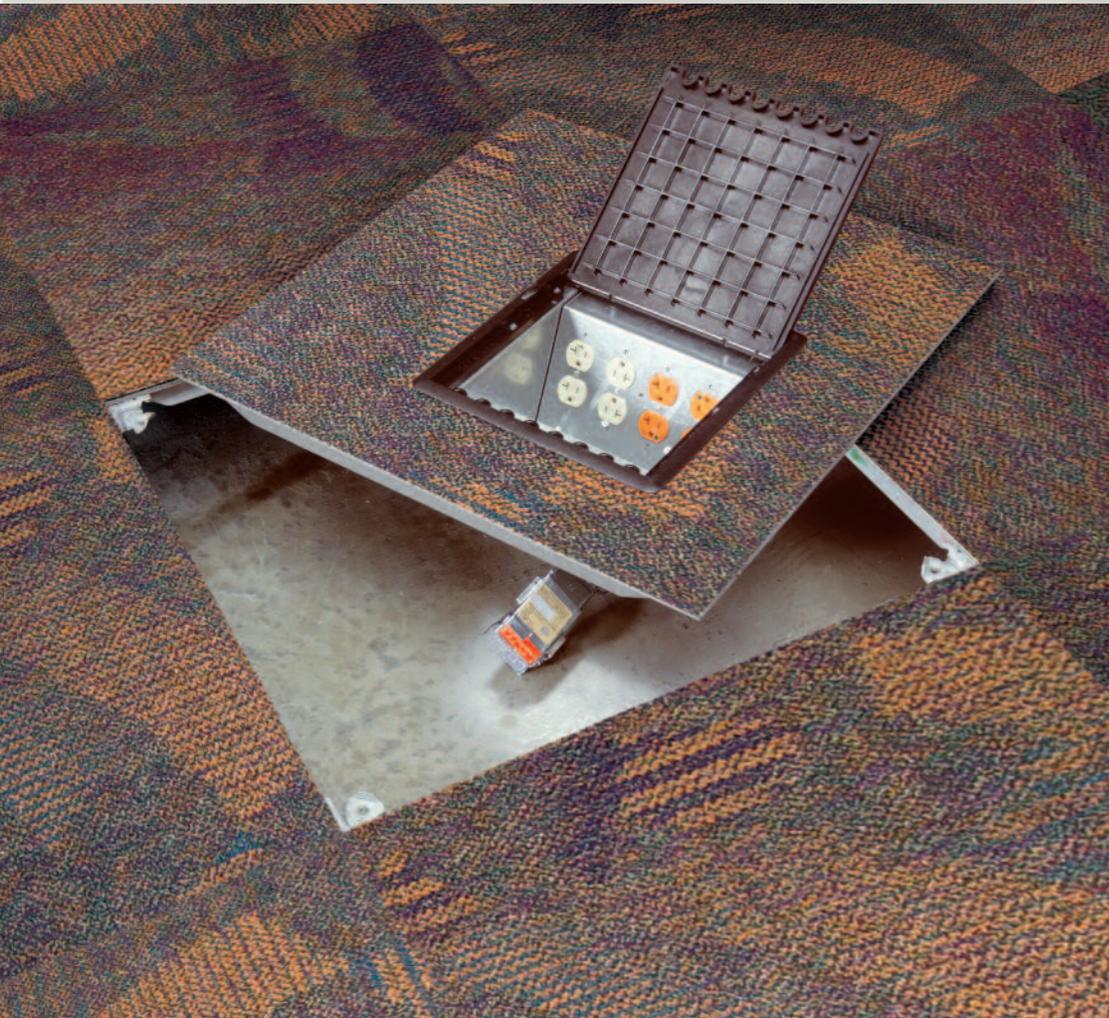


PosiTile[®] Carpet

Exclusively for Tate[®] Access Floors



Tate[®]

shaw contract group

PosiTile[®]



**TATE & SHAW
ALLIANCE**

PosiTile® Carpet

The Ideal Solution for Access Floors.

- **Reduces Move Time**
- **No Additional Attic Stock**
- **Eliminates Waste Due to Churn**

Access Floors provide maximum office flexibility.

Access floors provide quick and easy access to your service distribution systems giving you maximum flexibility to change your workplace as your organization and technology changes.

Don't cover up that flexibility.

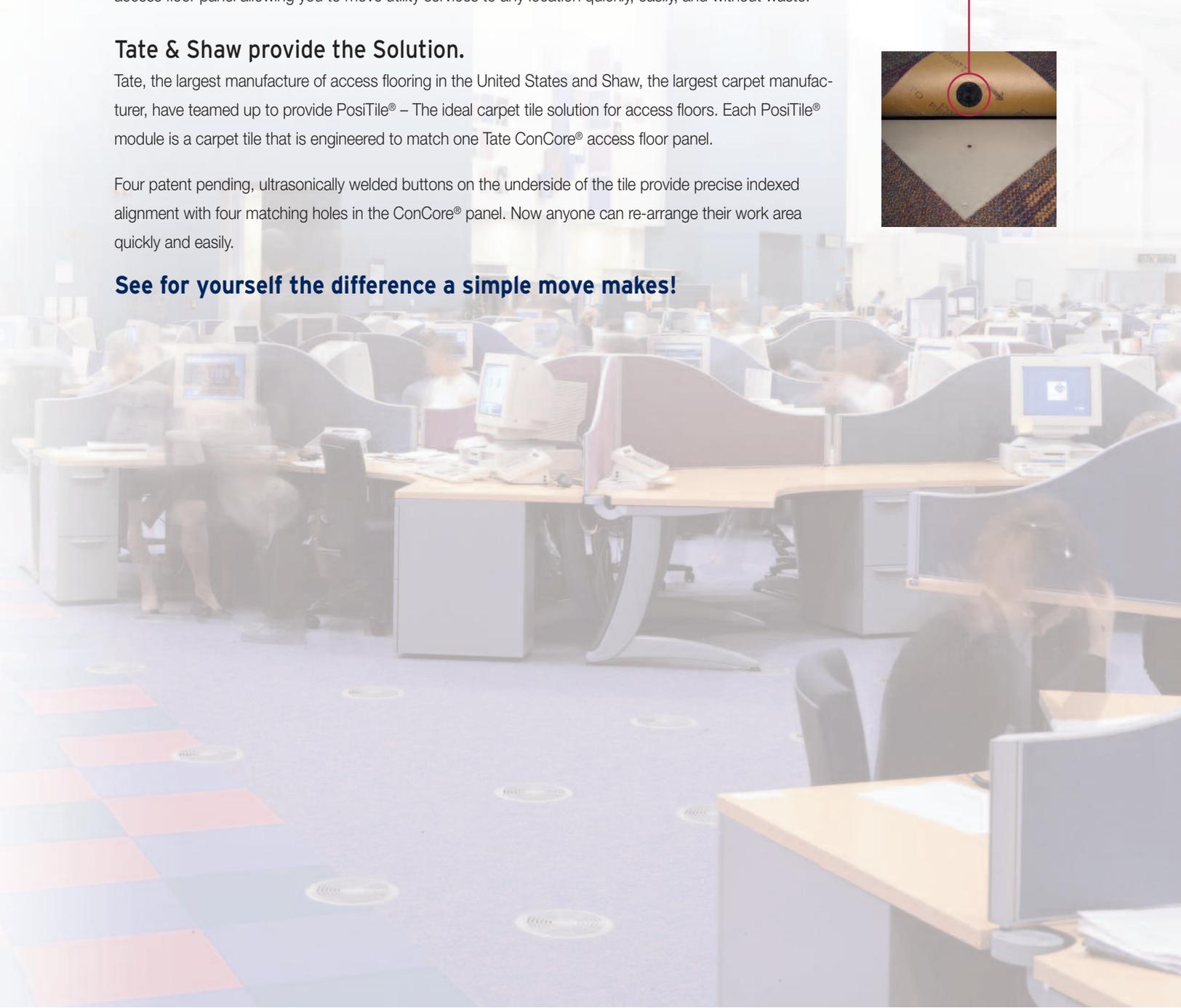
Preserve the flexibility of the access floor with PosiTile®. Unlike carpet tiles that don't have the same module size as access floors (such as 18", 24", and 36" sizes), each PosiTile® carpet has a one-to-one fit with the access floor panel allowing you to move utility services to any location quickly, easily, and without waste.

Tate & Shaw provide the Solution.

Tate, the largest manufacturer of access flooring in the United States and Shaw, the largest carpet manufacturer, have teamed up to provide PosiTile® – The ideal carpet tile solution for access floors. Each PosiTile® module is a carpet tile that is engineered to match one Tate ConCore® access floor panel.

Four patent pending, ultrasonically welded buttons on the underside of the tile provide precise indexed alignment with four matching holes in the ConCore® panel. Now anyone can re-arrange their work area quickly and easily.

See for yourself the difference a simple move makes!



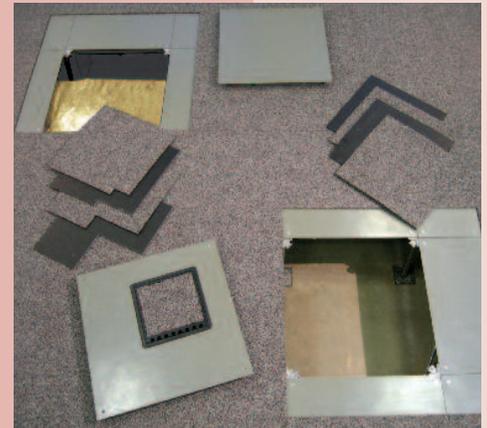
The Problem: Conventional Carpet Tile



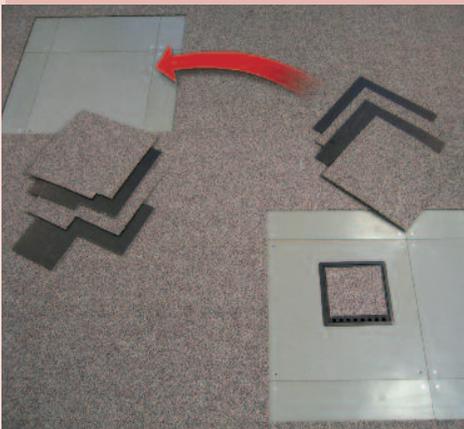
Step 1: Remove four 18"x18" carpet tiles to expose one panel...



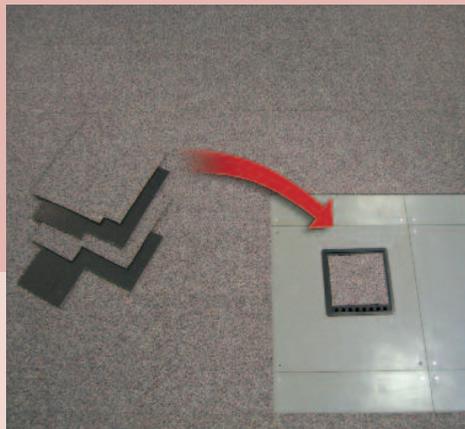
Step 2: Remove four cut carpet tiles from around service box...



Step 3: Move solid and service panels to desired location...



Step 4: Position access floor panels and move un-cut carpet tiles to solid panel location...



Step 5: Move cut carpet tiles to new service box location...



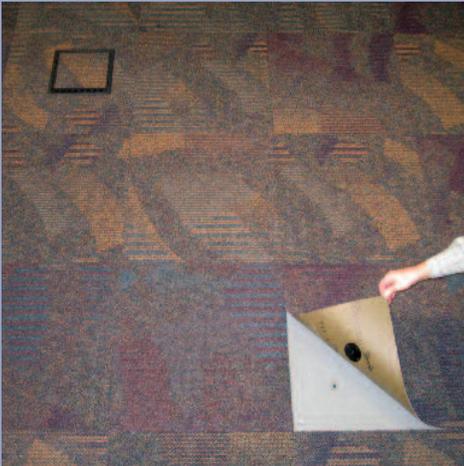
Step 6: Cut carpet tiles do not fit at new location, need new carpet tiles...

Since conventional carpet tiles do not have a one-to-one fit with the access floor panels, moving a service box to a new location requires much more time and generates waste.

60 Minutes
1yd² Waste!

Step 7: Install new carpet tiles from attic stock and re-cut to service box. Process generates four carpet tiles of waste and additional labor.

The Solution: PosiTile®



Step 1: Remove one PosiTile® carpet to expose one panel...



Step 2: Remove solid access floor panel...

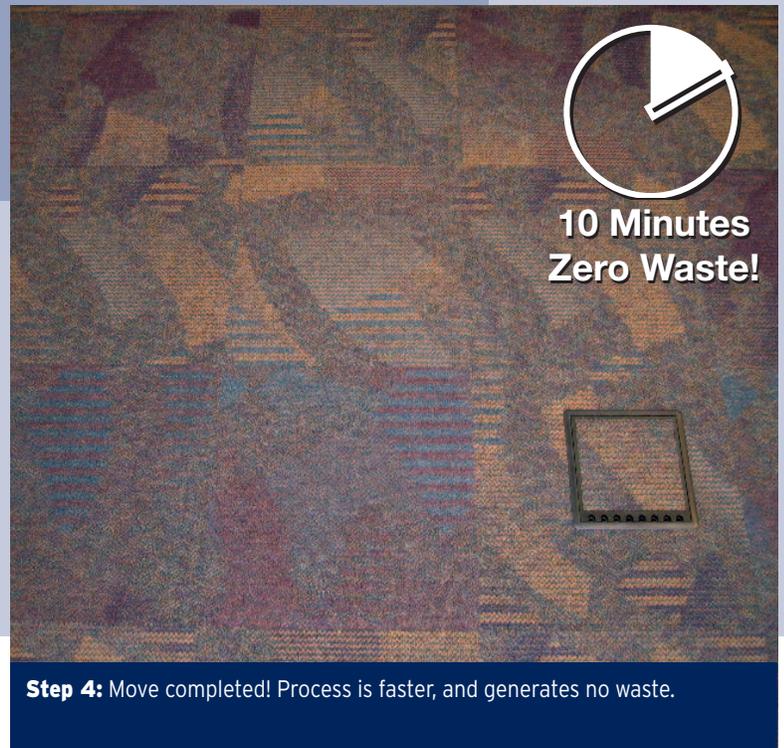


Step 3: Switch the service panel with the solid panel...



PosiTile®. One-to-one Simplicity...

PosiTile®, service box and access floor are moved as one unit. The panel and the one-to-one PosiTile® can simply be swapped with another floor panel easily. No other tiles need be handled.



Step 4: Move completed! Process is faster, and generates no waste.

Compare the Difference...

Calculate the total cost of PosiTile® vs. Conventional carpet tile and see how the savings add up!

Carpet Cost Summary	PosiTile®	Conventional Carpet Tile
Carpet Cost (\$/yd ²)	\$28.75	\$25.00
Quantity of Carpet Required (yd ²)	10,000	10,000
Base Carpet Cost (Workstation Area x Carpet Cost)	\$287,500	\$250,000
Additional Attic Stock Material (see Worksheet A)	\$0	\$50,000
Labor Cost due to Churn (see Worksheet B)	\$21,667	\$130,000
Total cost over period	\$309,167	\$430,000

Additional Attic Stock - Worksheet A <i>Total cost of attic stock required due to carpet waste generated by simple service box moves.</i>	PosiTile®	Conventional Carpet Tile
A Number of workstations	500	500
B Churn Rate (%)	40%	40%
C Period (years)	10	10
D Total number of churns over period (AxBxC)	2000	2000
E Carpet waste per churn (yd ²)	0	1
F Total amount of carpet waste over period (DxE)	0	2000
G Cost of Carpet (\$/yd ²)	\$28.75	\$25.00
H Total cost of extra attic stock due to waste over period (FxG)	\$0.00	\$50,000

Churn Labor - Worksheet B <i>Total cost of churn labor due to the time required to make simple service box moves.</i>	PosiTile®	Conventional Carpet Tile
A Number of workstations	500	500
B Churn Rate (%)	40%	40%
C Period (years)	10	10
D Total number of churns over period (AxBxC)	2000	2000
E Average move time per churn (minutes)	10	60
F Total move time (hrs) over period (DxE/60)	333	2000
G Labor Rate (\$/hr)	\$65.00	\$65.00
H Total churn labor cost over period (FxG)	\$21,667	\$130,000

PosiTile®



TATE & SHAW
ALLIANCE

Tate®



Tate Access Floors, Inc.

Corporate Headquarters:

7510 Montevideo Road, Jessup, MD 20794

Tate Hotline: 1-800-231-7788

Tel: 410-799-4200 Fax: 410-799-4207

Production Facilities:

7510 Montevideo Road, Jessup, MD 20794

52 Springvale Road, Red Lion, PA 17356

tateaccessfloors.com

kingspan.com



Tate Access Floors, Inc.
components are proudly
made in the U.S.A.

International Sales & Support Office:

169 Jalan Jurong Kechil

#7-011, Sherwood

Singapore 598669

Tel: 65-6468-1332 Fax: 65-6468-6681

tateglobal.com

kingspan.com



Tate ASP Access Floors, Inc.

Canadian Office & Production Facilities:

880 Equestrian Court, Oakville, ON L6L 6L7 Canada

Tate Hotline: 1-800-231-7788

Tel: 905+847-0138 Fax: 905+847-0141

tateasp.com

kingspan.com

A member of

