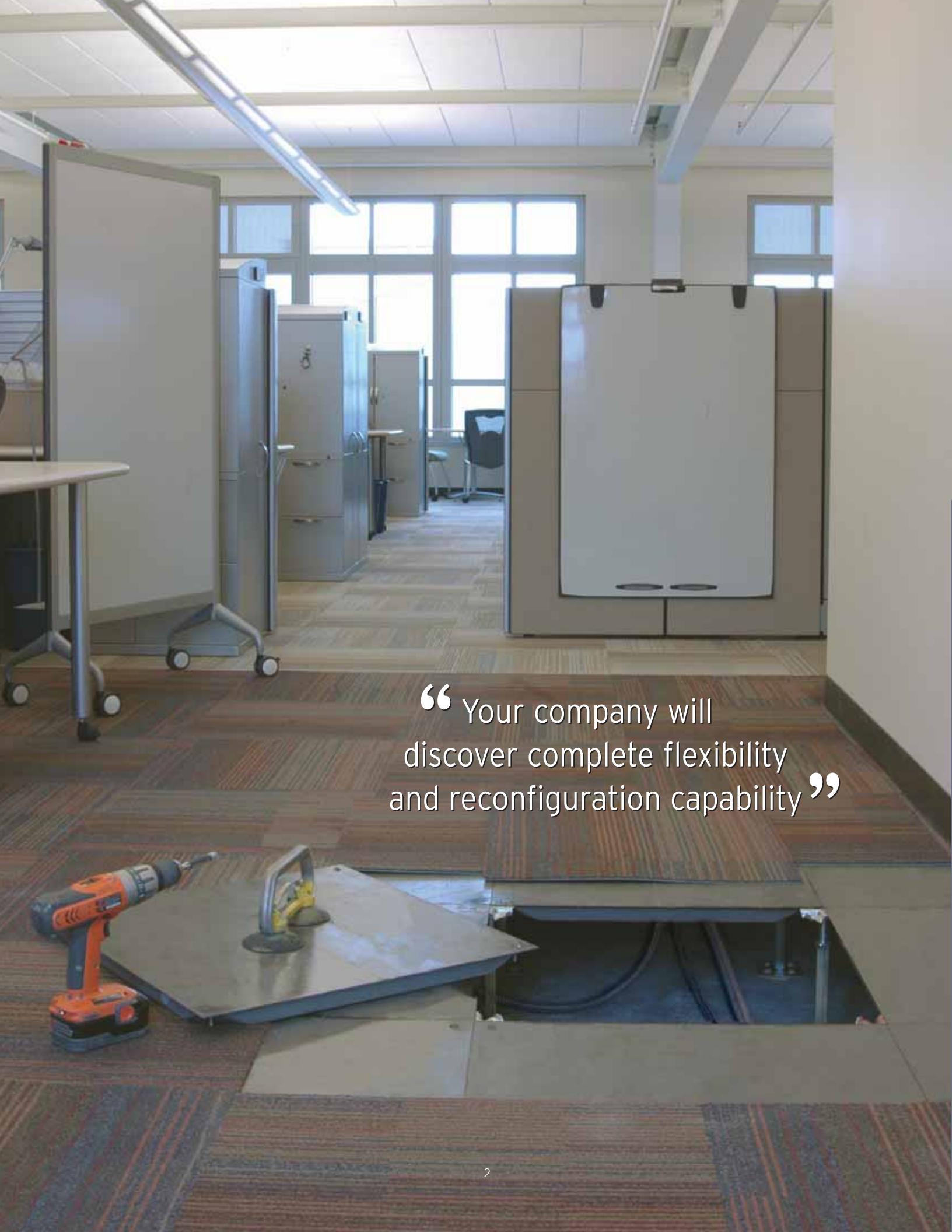


Tate's Wire & Cable Solution

A Flexible & Sustainable Management System



*Access Flooring
to the Power of* **Tate**[®]



“ Your company will discover complete flexibility and reconfiguration capability ”

Creating Flexible & Sustainable High Performance Environments

Tate access flooring with modular zone wiring and cabling provides a flexible and adaptive service distribution system designed to respond to organizational and technological changes quickly, easily and cost effectively.

First Cost Effective

- Reduces cost for wire and cable systems
- Expands your furniture options
- Speeds up construction and occupancy

Operating Cost Savings

- Reduces cost of workstation and technology churn by up to 75%
- Reduces waste through re-usable parts
- Tax savings opportunities through accelerated depreciation

The Freedom of Flexibility

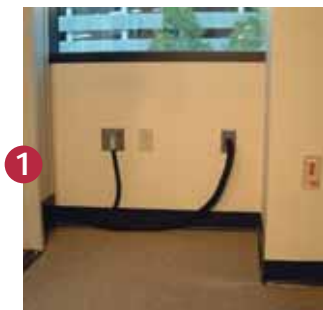
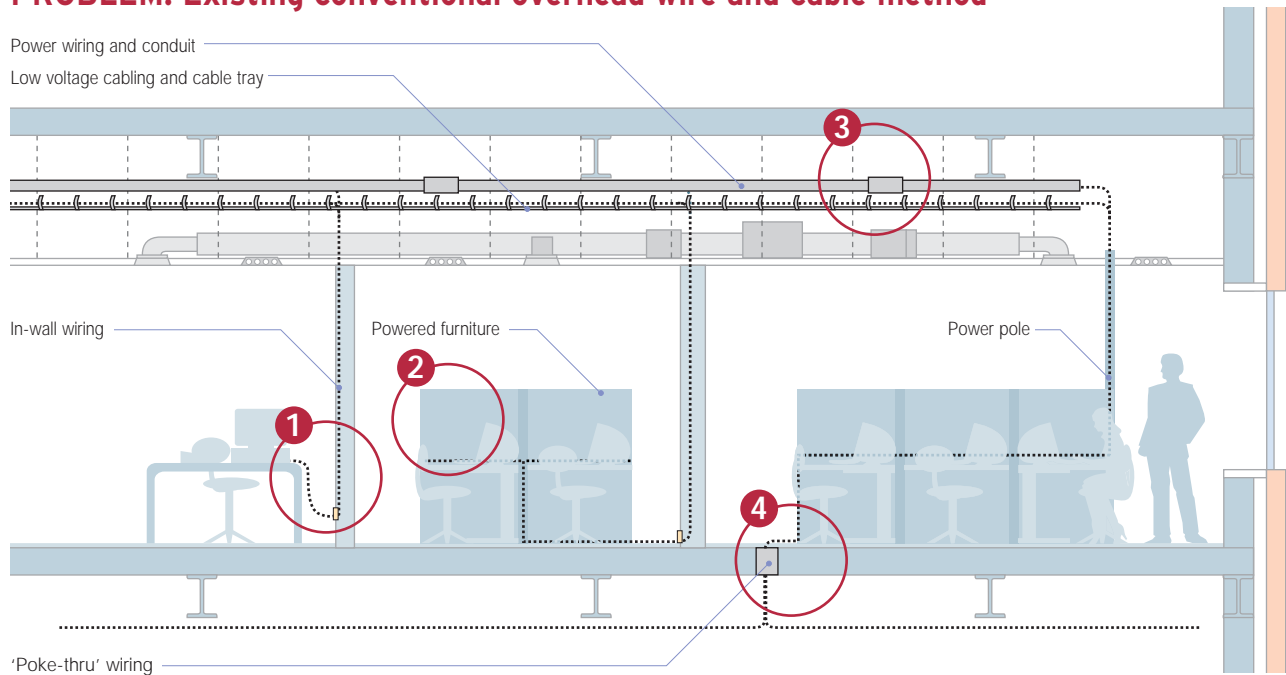
- Complete flexibility and reconfiguration capability
- Quickly adapts to organizational changes
- Easily responds to technology changes



Benefit from Tate's Wire & Cable Management System

Avoid the trap of using inflexible and expensive wire and cable systems in your building. With Tate's Wire and Cable Management solution, consisting of a Tate Access Floor with modular 'plug & play' power wiring and zone cabling solutions, you can be assured your building will provide ultimate flexibility that allows you to respond to organizational and technology changes quickly, easily, and cost effectively.

PROBLEM: Existing conventional overhead wire and cable method



Rigid and non-adaptive

Wiring and cabling embedded in walls and columns is fundamentally inflexible, making moves/adds/changes to technology expensive, disruptive, and wasteful.



Poor integration and wasteful

Ceiling pathway for wiring and cabling increases vertical run lengths, labor, and suspension material costs, making subsequent changes disruptive and expensive.



Expensive and inflexible

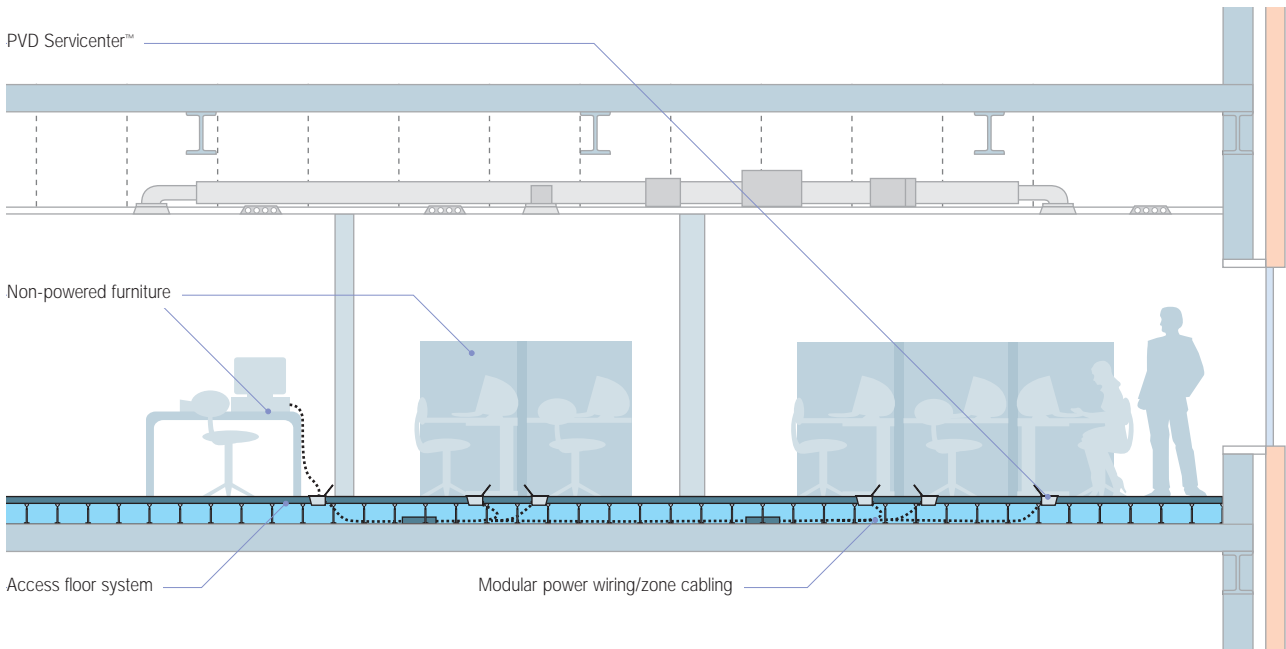
Running wiring and cabling in highly reconfigurable furniture is expensive, limits capacity, and severely compromises its reconfigurability.



Disruptive

Fixed 'poke-thru' devices for wire and cable delivery cause disruption and security issues with occupants both above and below.

SOLUTION: Tate BTP underfloor wire and cable management system



Complete flexibility and reconfiguration capability

An access floor with modular 'plug & play' power wiring, and cabling components provides complete flexibility. As your business needs change so too can your service distribution system – quickly, easily and cost-effectively!



Reduced impact on base building

Access floors eliminate the need to embed wiring and cabling within concealed rigid structures such as walls and columns, thereby allowing tenants the freedom to access their wiring and cabling quickly and easily.



Complete accessibility and unlimited capacity

An access floor provides you with access to your service pathway at any location on the floor plate, with finished floor heights that accommodate any capacity needs.

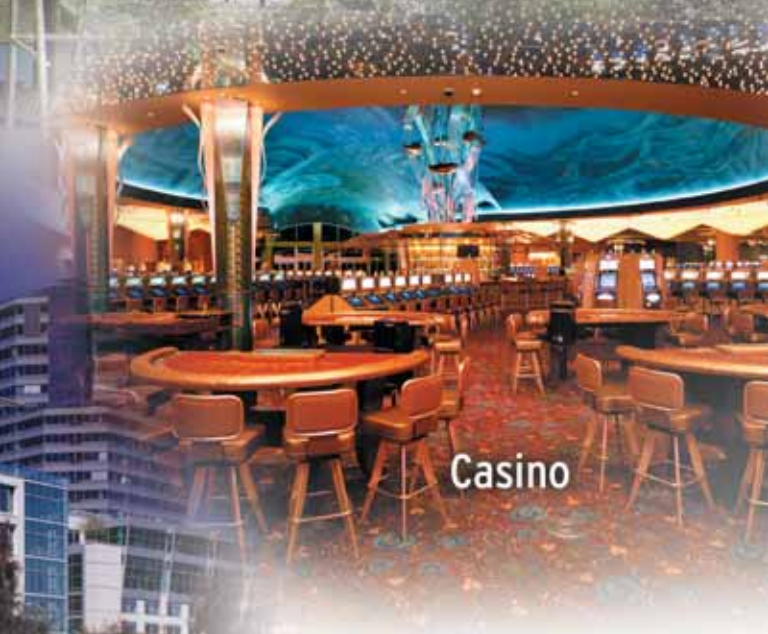


Point of use services wherever you need them

PVD Servicenters™ with modular 'plug & play' connections provide point of use termination of power, voice, and data at any location on the floor plate for any type of workstation and application

Attaining Individual Goals

The benefits of Tate Access Floors are currently being realized in a wide range of applications. Some are choosing it for the relatively low operational costs and ease of workstation churn to address organizational and technological changes. Others are trying to speed up construction and occupancy. Cutting edge designers are taking advantage of the freedom to select unique interiors by eliminating the need for pre-wired furniture when using the in-floor modular PVD boxes. And, many are taking advantage of the accelerated depreciation due to the classification of access flooring and modular wire & cable as personal tangible assets. Whatever the reason for choosing access floors they are all finding the solutions to their individual goals with Tate.



Tate's Integrated Cost Modeling Software

Tate's underfloor platform system offers a cost effective way for cable and wire supply. Its cost effective design provides both first and lifecycle cost savings opportunities.

In addition, investing in Tate's building technology platform will increase building valuation, reducing operating costs and providing flexibility and adaptability for future needs.

Tate provides a building cost valuation tool that compares the cost differences between conventional and underfloor wire/cable distribution and delivers a detailed analysis to evaluate its value for a specific project.

The following cost analysis is for an 3 story, 75,000 ft² building, comparing conventional service distribution with powered furniture to access flooring with underfloor wire and cable distribution.

First-Cost Competitive

First Cost Comparison	Traditional (\$/ft ²)	BTP® (\$/ft ²)	Difference (\$/ft ²)
Raised core	\$0.00	\$0.19	(\$0.19)
Access floor	\$0.00	\$5.06	(\$5.06)
Cable management voice/data	\$2.53	\$1.16	\$1.37
Electrical - horizontal feeds	\$1.31	\$0.90	\$0.41
Workstation electrification	\$2.09	\$0.73	\$1.36
Earlier owner occupancy savings	\$0.00	-\$0.12	\$0.12
Total	\$4.75	\$6.34	(\$1.60)
First cost premium for BTP			\$119,766

Operational Savings

Lifecycle costs	Cumulative cost savings by year (\$/ft ²)				
	Year 1	Year 2	Year 3	Year 4	Year 5
Workstation churn	\$0.82	\$1.67	\$2.55	\$3.45	\$4.38
Accelerated depreciation	\$0.35	\$0.92	\$1.25	\$1.45	\$1.64
Total	\$1.17	\$2.59	\$3.80	\$4.90	\$6.02
Operational savings 1st year					\$70,462

Rethinking Construction - The Savings Add Up!

	First Cost Savings (\$/ft ²)	Cumulative cost savings by year (\$/ft ²)				
		Year 1	Year 2	Year 3	Year 4	Year 5
First Cost Competitive	(\$1.60)	-	-	-	-	-
Operational Cost Savings	-	\$1.17	\$2.59	\$3.80	\$4.90	\$6.02
Total	(\$1.60)	(\$0.42)	\$0.99	\$2.20	\$3.30	\$4.43



For an evaluation of the cost saving opportunities for your specific project using Tate's integrated cost model, download your copy at:

www.tateaccessfloors.com

or call us at: **1-800-231-7788**

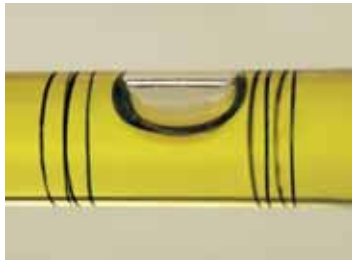


Tate Offers Superior Quality & Convenience



Unlimited Capacity

Service capacity to virtually any degree is assured with Tate's access floor system. Standard floor heights from top of access floor to substrate are available from as low as 2 1/2" up to 36" accommodating all seismic requirements if applicable. In addition, in-house custom design and manufacturing capabilities are available for any special requirement.



Solid & Level Flooring

Tate's access floor panel supports are designed with a height adjustment leveling device assuring you that the access floor is soundly supported on all contact points. No soft spots and sunken area concerns typically associated with fixed height non-adjustable products. In addition, installation of all walls, furniture, and other devices on a completely level platform assures fast and easy completion.



Room to Spread Out

With Tate's floor panel supports spaced 24" apart, there is plenty of room to spread out and organize all of your wire and cable systems. In addition, this spacing allows the placement of all power distribution and consolidation boxes (associated with modular systems) within the supports without modifications or multi-cup support removal typically associated with fixed height support systems.



Built to Last

Tate's access floor systems are made from 30% recycled content and are designed for the life of the building. The panels consist of a welded steel unitized structure completely encasing a cement fill core.



Superior Floor Strength

Unlike our competitor's flooring that uses just one load strength product, Tate offers five different, completely interchangeable, flooring strengths designed to accommodate the variety of loading environments within a building from workstation environments, to data and print room spaces, to heavily trafficked corridors, and elevator lobbies, whatever the load, Tate has the answer.



Design Freedom

A large variety of finishes are available with Tate's access floor system from luxury vinyls, woods, cork, rubber, and stone as well as the traditional high pressure laminates, static control vinyls and freelay carpet and hard tile finishes. These finish options give architects and designers practically unlimited freedom to create a look that is unique and coordinated to their specific project.

Unparalleled Design & Resource Support

Tate offers a variety of avenues to access our unsurpassed technical assistance and support from design through construction completion. Draw upon our unmatched breadth of experience using one or more of our valuable resources.

'Tate Technical Hotline'

Dial 800.231.7788 to consult directly with our engineers.



Masterspec

As a subscriber, Tate uses the AIA 'Product Masterspec' document to generate access floor specs for you that are identical in format to other product specs in the AIA master specification system.

Best Practice Design & Specification Guide

A comprehensive resource for architects and specifiers complete with full product details, architectural drawings and specifications in CSI format.



Interactive Cost Model

Use this tool to create customized cost comparisons of conventional overhead service distribution versus access floor and underfloor services. Contact us for a demonstration.



On-Site Education

AIA continuing education credits are available through on-site underfloor service distribution presentations by Tate professionals.



Dealer Network

Tate's worldwide team of dealers will assist you with your building needs. Find a dealer in your area using the 'Dealer Locator' at www.tateaccessfloors.com.



Green & Sustainable Building

As a member of the US Green Building Council, Tate participates in supporting the goals of creating a healthy environment. With an access floor system and a reusable 'plug & play' wire/cable system design to eliminate waste associated with moves, adds, and changes, Tate provides a superior green and sustainable solution.



Comprehensive Website

Find everything you need from detailed product information, technical support documentation and specifications to industry links, project case studies and more at www.tateaccessfloors.com.



Visit www.tateaccessfloors.com or call the **Technical Services Team** at 800.231.7788.

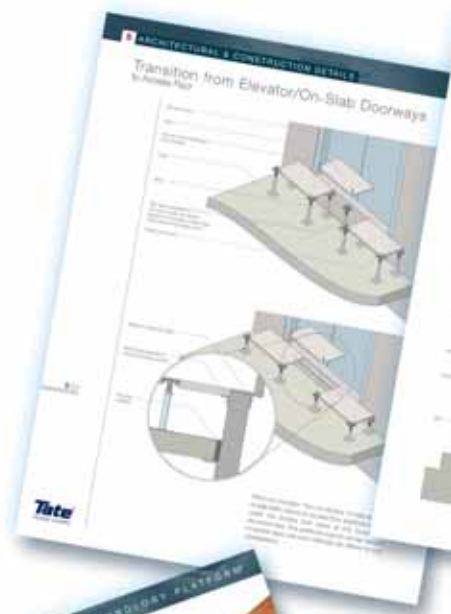
Integration

Incorporating Access Flooring into Your Building

Incorporating access floors throughout a new or renovated building is not difficult or costly if this need is considered early in the design phase. This process helps to minimize transitional steps, ramping and difficult interfaces with other architectural elements. When proper integration measures are taken during this critical stage, maximum investor and tenant value is achieved.

Maintaining maximum flexibility and accessibility throughout the building requires access floors to be placed in areas such as service rooms and main service pathways to provide critical 'connections' to the main office environment. These areas include, but are not limited to: main lobby, corridors, elevator lobbies, and mechanical, electrical and telecom rooms.

Tate has developed a complete set of construction details which consider the requirement of designing the core and shell with access floors.



Please call the **Tate Technical Hotline**
1-800-231-7788 or visit
www.tateaccessfloors.com
for further information.

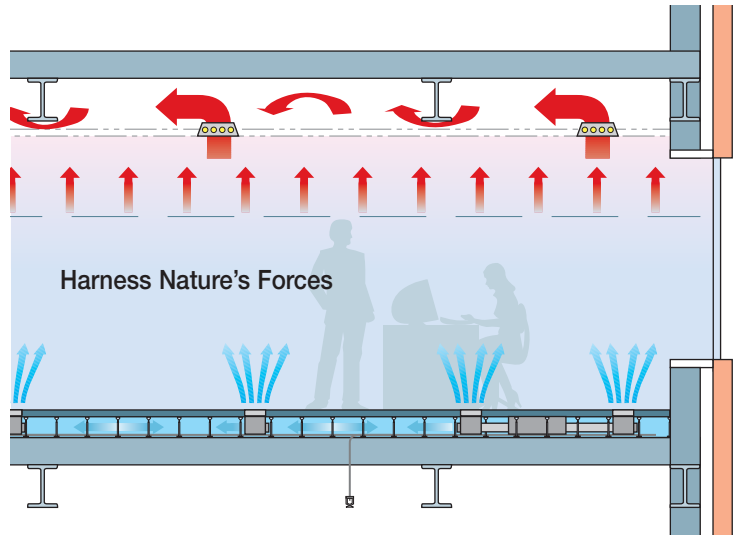
Tate's Underfloor HVAC Systems

Further enhance your Tate Wire & Cable Management System by incorporating modular underfloor air delivery

Conventional overhead HVAC systems do not provide optimum efficiency or personal comfort control. With Tate's underfloor HVAC system, clients get both.

The Tate access floor acts as a plenum, providing fresh air immediately with very little mixing. Stale air exits the room through the ceiling or wall returns. In addition, because the air pathway is situated under the access floor, users can easily adjust air direction and volume for their individual comfort through modular floor mounted diffusers.

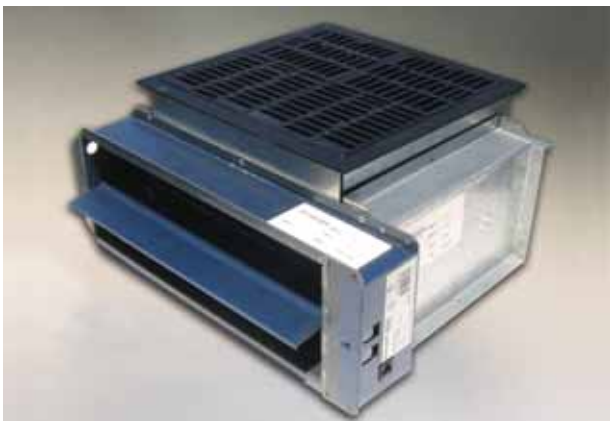
Choosing Tate's underfloor HVAC system saves the customer money at initial installation and throughout operation compared to overhead systems. The system eliminates costly overhead duct work, reduces fan energy use by an average of 40%, and overall energy consumption by at least 20%.



“ Underfloor air distribution offers complete flexibility while providing better indoor air quality, greater personal comfort, and reduced energy consumption ”

VAV Diffuser

With VAV terminals, a built-in volume control damper is automatically adjusted to accommodate the thermostat setting and occupant comfort levels. Occupant has ability to adjust air direction and location of unit to provide personal comfort.



Passive Diffuser

Modular 'plug & play' passive air diffusers with manually adjusted damper give occupants ability to adjust volume, air direction, and/or relocate unit to meet their individual comfort level.



Tate®



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