



"Temperature where you need it"

Presentation to the Economic Development Committee
Town of Acton, MA
October 1, 2015

Presented by: Mr Richard Ellert, COO, Associated Environmental Systems

Associated Environmental Systems (AES)

We design, engineer and manufacture environmental test chambers. Our products vary in size from small bench-top test chambers to large walk-in environmental rooms. Whether our customers are looking for standard or unique customized solutions, AES will meet their needs.

Quick Facts about AES:

- Over 100,000 test chambers installed worldwide.
- Over 55 years of outstanding quality and responsiveness.
- Our chambers are used for testing in electronics, aerospace, defense, scientific and medical laboratories, and manufacturing research & development.
- All our chambers are designed, engineered, and manufactured by our team in the United States.



31 Willow Road, Ayer, MA 01432

978-772-0022

associatedenvironmentalsystems.com

Our Chambers

Temperature & Humidity



Floor Model



Benchtop



Rack Mount

Our Chambers Cont'

Thermal Shock & Walk-In Rooms



Thermal Shock



Walk-In Room

AES Manufacturing Locations

- 31 Willow Rd. Ayer, MA
 - Metal Cutting, Forming, welding
 - Powder Coating
 - Refrigeration / Electrical Assembly
 - Components Assembly
 - Testing
 - Shipping
 - 11 Westford Rd. Ayer, MA
 - Refrigeration / Electrical Assembly
 - Components Assembly
 - Testing
 - Shipping
- Custom Units
- 8 cu/ft & under

AES USA Factory Service

Massachusetts

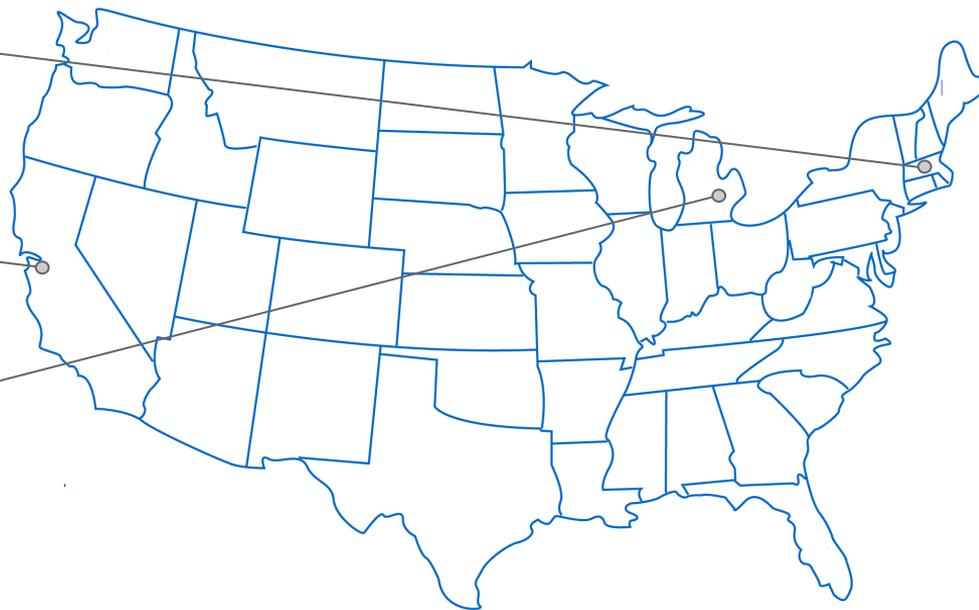
- **AES Factory**
Ayer, MA

California

- **AES Sales & Service center**
Santa Clara, CA

Michigan

- **AES Sales & Service Center**
Ionia, MI



Our Customers

We have a diverse customer base spanning many industries:

- Energy Storage
- Electronics & Circuit Design
- Aerospace & Defense
- Medical & Pharmaceuticals
- Consumer Products



Manufacturing Capability

AES chambers are manufactured to the highest standards using the latest in precision manufacturing technology

- SolidWorks design
- Computer guided laser cutting
- Robotic welding
- Powder coating

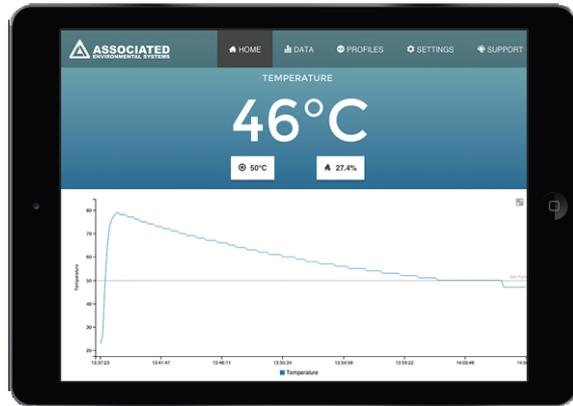


AES|ONE iOS/Android & Dashboard

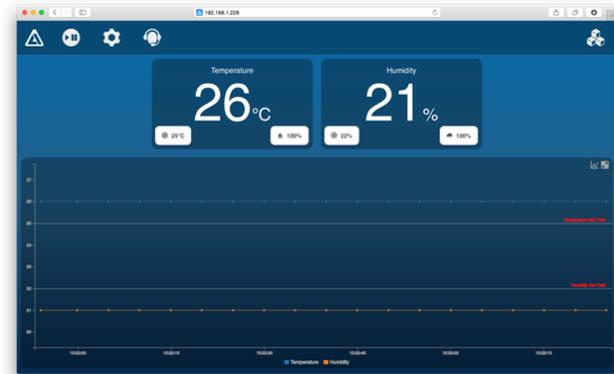
- View Temperature and Set-Point
- Set Temperature
- Display, Start, Stop, Pause, Resume Profiles

- Turn Chamber On/Off
- Control Interior Light
- Retrieve and share data logs
- Multiple Chamber management (one tablet to many/all chambers)

iOS/Android app



AES|ONE Dashboard



Lean Manufacturing Philosophy

AES is dedicated to Lean Manufacturing Methodologies, Continuous Improvement and embracing a Lean Culture in our operations and processes. Our team members are trained, coached and educated in these principles through ongoing internal and external trainings. Our company is committed to eliminating waste in all business interactions as we strive to provide the highest quality products that exceed customer expectations, at a fair market price.

Our Goals:

- Improve Quality
- Eliminate Waste
- Reduce Lead Times
- Reduce Costs



Proposed facility in Acton, MA

8 Post Office Square, Acton, MA

- Former facility of Milton Roy
- Used to Manuf. Pumps
- 50,000 sq/ft Manufacturing
- 20,000 sq/ft Office Space
- Adjacent to Acton Water District
- Town has access to the water facility through this property
- Ample parking for all staff
- Ample utilities
- Provide a pleasant working environment for our staff

AES current facilities:

- Facility 1 = 17,000 sq/ft
- Facility 2 = 8,000 sq/ft
- Power limitations
- Managing 2 facilities
- Unable to accommodate growth plans
- Cramped environment for staff

Acton Facility - By the numbers

Current:

- Staff = 55
- Space = 25,000 sq/ft
- Capacity = 50 units per month

Proposed (2016):

- Staff = 120 
 - Space = 50,000 sq/ft
 - Capacity = 120 units per month
 - Property acquisition cost = \$2.5M
 - Capital improvements = \$250k
 - Capital equipment = \$250k
 - Total investment = \$3 million
- Manual & Skilled Labor
 - Software Developers
 - Sales & Marketing
 - Administrative
 - And More.....

Desired assistance from Acton EDC

Pending

- Property tax freeze
- Community preservation tax?
- Support for EDIC application
- Fire Dpt preliminary review
- Access road / Parking lot repaving

In process/completed

- Align Tax assessment to purchase price
- Zoning determination
- Occupancy permit
- Building Dpt preliminary review

Thank you!

We look forward to potentially joining the Acton Business community and contribute to the fabric of this great community.



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