

the Xfactor

The monthly newsletter about ergonomic health

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www.Xybix.com



Form • Function • Health • Performance

Dear Xybix Customer,

2009 is quickly coming to an end as we round out the year at our last tradeshow during November 16th - 18th in Casper, Wyoming. All of us at Xybix Systems appreciate our relationship and working together to provide healthy workspace solutions for the past 18 years and are excited to leave 2009 with a bang!

We have thoroughly enjoyed seeing you at the tradeshow throughout the country during the past year and want to thank you for your support and devotion helping us experience a positive year despite the challenging economic times. We at Xybix can't thank you enough for our success this year in providing innovative solutions and creative implementations for our customers.

Some highlights from 2009 include:

- Xybix has revamped our Sales Team to help provide more awareness around the country as well as meet the needs of all our existing customers old and new.
- We have been certified and passed the BIFMA testing to meet the requirements to be the robust company we claim to be.
- Introducing our new innovative product, the FlipTop CPU cabinet provides easy access to all computer and cable wiring by lifting the work surface top open.

As a solutions company, we rely on your input and suggestions and highly regard your continued feedback and insights. Together with your partnership, we look forward to continued success and many more rewarding outcomes.

From all of us, to all of you, thank you for your trust in Xybix and warm wishes for the holidays. We look forward to working with you in 2010.

Sincerely,
Barry Carson
President

Success Story #523:

Johnson County Communications Center Olathe, Kansas



Johnson County Communications Center continuously strives to improve its 9-1-1, Police, Fire and EMS dispatching services that it provides to about 625,000 people within the county.

Johnson County recently opened a new facility where 71 dispatchers work to provide around the clock service to the community. Sheriff's Office dispatchers provide service to their own large department and to nine other law enforcement agencies including the Olathe Police Department. Johnson County Emergency Communications Center dispatches for all 14 fire/ EMS agencies in the county. Each dispatcher relies on an efficient facility design focused on each individual to get the job done productively.

The County Communications Center provided a state-of-the-art 9-1-1 communications facility for the two county agencies, a new building containing 41 new consoles and dedicated to the mission of 9-1-1 dispatching. It was important to Johnson County to build a sustainable and environmentally responsible building equipped with new furniture that meets these same standards. This new building covers 46,000 square feet, is a candidate for LEED "green building" certification and is built to withstand F4-level tornadic winds while remaining fully operational.

Kevin Whittaker, the Deputy Director of Communication Services, was directly involved in the process from the beginning. Once the RFP for console furniture was

Xybix tests to the ANSI/BIFMA safety, performance and durability standards!



Xybix's commitment to the environment, quality, performance, and product durability is demonstrated with their recent ANSI/BIFMA testing. The Business and Institutional Furniture Manufacturer's Association (BIFMA) is a nonprofit organization whose mission is to "lead, advocate, inform and develop standards for the North America office and institutional furniture industry. They develop voluntary product and industry standards that support safe, healthy and sustainable environments; publish key industry statistics; advocate for legislation and government regulation that have direct impact on the health of the industry; and facilitate meaningful dialog and education to support our core services and industries." The standards are intended to provide manufacturers, specifiers and users with a common basis for evaluating safety, durability and the structural adequacy of the specified furniture and construction materials. The standards define specific tests to be used in evaluating these products.

Xybix contracted with Advanced Furniture Testing of Holland, Michigan for an independent review of its products. Drawer pedestals, Lateral Files, Adjustable Height Tables, and CPU cabinets were tested according to relevant ANSI/BIFMA tests. Xybix manufactures a high-quality product that will withstand the rigors of a 24/7/365 around-the-clock work schedule; multiple monitors, multiple CPUs and multiple shifts - which are a part of all 911 Communication Center requirements.

These tests are in addition to the panel system tests, flammability tests and acoustical sound absorption tests which have already been documented. While we have always designed our products to the highest standards, we now have the independent test results to prove it. As a user and specifier it is wise to require the manufacturers who want to bid your projects to meet these standards. As was indicated above, it gives you a common basis to use when evaluating bids and proposals. You likely are going to have to live with your decision for many years in the future - this is another tool to use in the quest for an apples to apples comparison and a defensible decision.

Any manufacturer who claims that ANSI/BIFMA tests are "only for office furniture" misses the INSTITUTIONAL part of the Business and Institutional Furniture Manufacturers Association. Claims that Dispatch Center requirements are much more rigorous than the ANSI/BIFMA tests are not backed up by any other recognized test protocol and are certainly no reason to eliminate the ANSI/BIFMA test requirement in your specification. After all, if these tests are less than a dispatch center would require, NO MANUFACTURER of Dispatch Furniture should have any problem passing them.

Copies of the tests are available to our customers by request.

Visit us at these upcoming trade shows:

- Wyoming Chapter, Ramada Plaza - 300 West F Street
Casper, WY November 16, 17, 18, 2009
- APCO Western Regional Conference Booth # 301
Denver, CO January 20-22, 2010

Johnson (cont.)

issued, three solid finalists emerged. Kevin knew he wanted new height adjustable consoles, had an idea of what equipment each console would need to house, knew they were implementing a new radio system and had a general idea of how things should look and function. They chose Xybix for several key reasons. First, not only was Xybix up front regarding standards and the cost of the workstations including add-ons, the furniture was very customizable. Secondly, it was very important for Johnson County to implement their sustainability initiative throughout their innovative center.

Xybix offers a no-added formaldehyde substrate board for work surfaces and cabinets that fits the needs of green centers striving to be LEED certified. "We utilized the no-additional formaldehyde substrate board offered by Xybix and were thrilled to be able to maintain our desired green materials in our install," states Kevin. "Our experience working with Xybix was extremely satisfying and we particularly appreciated the customization aspect of their products without a dizzying array of add ons and up charges," adds Kevin.

Kevin and his team found Kelley Smith, our National Install Manager, and his team to be helpful and friendly and always very on point throughout the install. Kevin worked diligently with Xybix designer, Josi Gebhardt, who shared her experience regarding communication center layouts and how to tailor the building for best functionality. Kevin appreciated having Josi's expertise to help guide them through the design process enabling them to make good decisions.

Kevin is pleased to recommend Xybix to others so we have returned to Olathe for additional work and upgrades. The Johnson County Communication Center remains green and is up and running with very satisfied dispatchers keeping productivity high.

Once you are a customer with Xybix—you are always a customer and we intend to look after you throughout the years to come!

