

# HMU

## AN INDUSTRY SECRET NO MORE

With more than 30 years of experience in the office furniture industry, HMU has rapidly developed into the largest remanufacturer of Herman Miller AO2 on the East Coast, with dealers in over 30 states.

"While we distribute a full line of casegoods and seating in addition to our remanufactured goods," states Melinda Fleming, Marketing Manager for HMU, "we have chosen to focus on what we're the best at: remanufactured workstations. We are somewhat still one of the industry's best kept secrets."

Although sometimes compared to others in the industry that "refurbish" furniture, HMU does so much more. They are a Remanufacturer, and their process starts with a complete disassembly of first life products to their base components and then progresses through a manufacturing process that is very similar to that of the original manufacturer.

### COMMITMENT TO SUSTAINABILITY

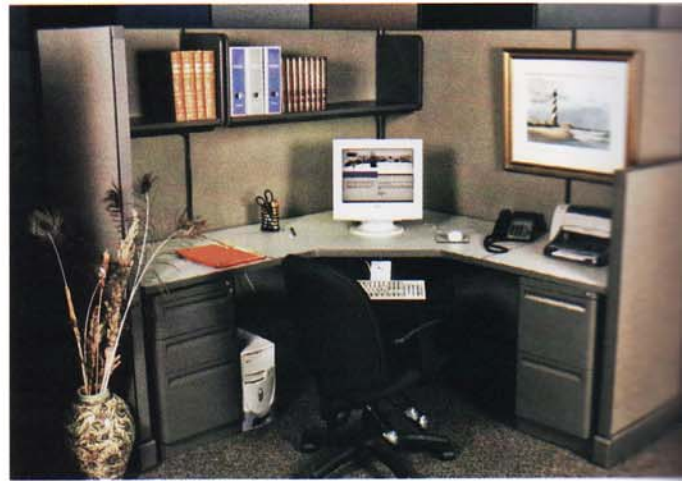
Many business owners would like to be more conscientious, but find the high costs of ecologically beneficial goods prohibitive. By purchasing



remanufactured, enterprises can afford to invest in environment-friendly products while improving their bottom line.

With this in mind, HMU does more than just preach about environmentally friendly products; they carry the "green" philosophy into all that they do, from recycling all manufacturing and recyclable office waste, to internal projects aimed at reducing overall energy consumption.

Additionally, they do everything possible to eliminate as



HMU is more than just a refurbisher...they are also a remanufacturer of products.

much waste and pollution as possible. Their low emission powder coat paint line is able to reclaim and reuse paint overspray, reducing our paint usage by 75%. HMU also receives, on average, 60,000 pounds each week of previously used office workstations that would otherwise possibly be sent to landfills. Out of that 60,000 pounds, they send less than 2% (about 1,000 pounds) of waste to the landfills. HMU's goal is to have as small of an environmental footprint as possible.

In addition to their environmental commitment, HMU is also dedicated to the dealer. "Our customers are furniture dealers, and we understand what they are faced with and strive to offer a product that they can sell without worrying that their customer will be disappointed," stated Fleming.

"We firmly believe you do not have to sacrifice green to save green," continued Fleming. "At HMU, we make a quality product at the right price while using increasingly sustainable practices."