



**AERZEN®**

KEEPING YOU ONE STEP AHEAD.

# PROGRESSIONS

## Green Building Project Takes Root

**A** concern for the environment and long-standing corporate values are behind Aerzen USA's new sustainable building project. Construction of the new headquarters is expected to begin this fall and should take approximately 10 months to complete. It will be located about a mile from the current site in Coatesville, which it will replace.

President Pierre Noack explains that a "green" approach means building with several goals in mind. These include: energy conservation, maximization of

daylight, good air circulation and use of environmentally friendly methods and materials. Among those is a section of the building with walls made of plastered straw bales, a renewable material that "breathes" and has excellent insulation properties.

### **Collaborative Construction**

What most distinguishes the new building project, says Noack, is the design process. Most building begins with the selection of an architect who submits a design proposal to the client. After numerous "back and forth" the client approves the project and the search for a contractor begins, often based on price. Instead, Aerzen selected its team first. The Team

Members are chosen for their capabilities, understanding of the goals, experience and company values. A "charrette" ensues which is a collaborative approach for designing the building and the site. This process involves all major stakeholders in the design, building and use of the building.

Once the team is in place, the design is developed collaboratively by architect, builders, suppliers, owners and employees. "People work together on an integrated design, with everyone putting their best ideas forward," Noack explains. Once fine-tuning is completed, a Guaranteed Maximum Price (GMP) is determined. Aerzen USA is

striving to achieve the LEED (Leadership in Energy Efficient Design) Gold level.

### **A Good Fit**

The Charrette approach is a process that fits well with our company and its values. We want to minimize our environmental footprint while demonstrating that it is possible to build an environmentally sustainable building without losing track of the bottom line."



The process is compatible with Aerzen's manufacturing philosophy. "The equipment we make is built for durability and efficiency. We're sensitive to our environmental impact and we're taking the same approach to construction of our new building," adds Noack.

In a throwaway society where disposable products are prized, Aerzen USA makes quality equipment that lasts and lasts. We also are proud to offer an exchange program that extends the value of your machines even further. It's all part of our interest in maximizing product efficiency and preserving the planet's finite resources.

When you need to repair or replace equipment, Aerzen

## Extending the Value

USA makes it easy with several options:

Schedule with us ahead of time and we send you new equipment that can be switched out at a convenient time to avoid costly downtime.

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Aerzen USA's goal is to keep your operation up and running and to make the best use of the equipment. As long as a machine is

complete, we'll welcome it back in our shop where it will be repaired or refurbished.

Want to know more about the Aerzen USA exchange program? Call or click today (610) 380-0244 or aerzenusa.com.



*Aerzen quality,  
Aerzen reliability =  
lowest lifecycle costs.*

## KEEPING YOU ONE STEP AHEAD.

Confident in its processes, but eager to earn global recognition, Aerzen USA has pursued and achieved ISO certifications for quality (ISO 9001) and the environment (ISO 14001). Jean McAllister, HR manager and controller, served as ISO project manager. "Most of the required processes were

already in place, but we wanted to document the standards in order to maintain consistency," she notes.

Asked about the most challenging part of the year-long process, McAllister says it was overcoming employees' view of ISO as a complicated, paperwork-heavy process. To

## Certifications Underscore Excellence

counter that, Aerzen brought in a consultant who recommended focusing on flow charts rather than on text-based documents. That

fit well with the company's engineering culture.

McAllister adds that the most valuable aspects of becoming ISO certified were employee involvement, and the opportunity to establish a formal customer-satisfaction system.

Congratulations to all on this significant achievement!



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