

American Industrial Machinery, Inc.



“Insider”

Winter, 2005-6 Edition



.....
Discover why repeat customers prefer AIM!
.....



SPOTLIGHT ON NEAL FEDAK

Neal's job title is Sales Engineer, but he wears several hats at AIM. Since starting at AIM 2-½ years ago, Neal has been involved in the design and manufacture of a number of diverse projects. Then, about a year ago, a sales role was added to his growing responsibilities. What Neal enjoys most at AIM is seeing a project evolve from initial concept to its design and manufacture and, ultimately, to seeing the equipment operate effectively in the customer's facility.

Neal is a 2002 mechanical engineering graduate of Purdue University and is also a newlywed. As a result, he now balances time for his favorite pastime (golf) with the responsibilities of being a new husband and homeowner.

One of Neal's lifetime goals is to get a hole-in-one. If you've had the opportunity to golf with Neal, you know that there's a good chance that he'll realize this goal someday.

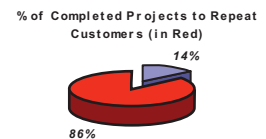
2006 “GHOSTS” Calendars are Coming!



Does your office have one of Philip Makanna's renowned Ghosts Calendars hanging on the wall? At this time of year, AIM makes a special effort to visit its customers and provide them with one of these calendars that depict historic military aircraft of the mid-20th century. We are currently planning these visits, so please call us now so that we can schedule a visit to your plant or office and bring you one of these remarkable calendars. When you phone us to schedule a visit, please ask for Dave Moll.

From the Corner Office by Mike Dolder, President

This is the time of year when it is appropriate to give thanks: for family, for friends, and for the successes we enjoy in our chosen career or business. In the latter regard, I am grateful to our many loyal customers who choose AIM time and again to meet their equipment needs. While new business is always appreciated, we do not overlook the fact that a significant portion of our projects (86% per the chart) originates from customers we have served before.



There is a bit of advice that I offer to our new hires and periodically reinforce with our experienced staff members and vendors. This advice is that we are in this business for the “long haul”, with the implication being that satisfying a customer today is a pre-requisite for any additional business opportunities tomorrow. I believe this chart shows that we've been successful in this regard, and I promise you that we will continue to operate in this manner going forward.

Thank you for the opportunity to share in your business successes this year. And as 2005 draws to a close, I hope that you and yours enjoy a wonderful holiday season.



American Industrial Machinery, Inc.
4015 W. 83rd Place, Merrillville, IN 46410
Voice: (219) 755-4090 / Fax: (219) 755-4091

Email: info@aimmachinery.com
Website: www.aimmachinery.com



American Industrial Machinery, Inc.
4015 W. 83rd Place, Merrillville, IN 46410
Voice: (219) 755-4090 / Fax: (219) 755-4091

Email: info@aimmachinery.com
Website: www.aimmachinery.com

PRE-SORT STD.
U.S. POSTAGE
PAID
CROWN POINT, IN
46307
PERMIT NO. 473

Things you may not know about AIM:

- ◆ In addition to its website, AIM has an excellent customer brochure showcasing its products in nine different categories. Please contact us if you would like us to send you one.
- ◆ Grabbing victory from the jaws of defeat was the team of Neal Fedak and Shawn Conley who shot 75 to win AIM's first annual golf outing, a 2-person best-ball scramble. Neal and Shawn came from behind on the back nine to defeat two other teams by a single stroke. Congratulations!

The "Insider"

Check-Out These New Products Recently Added to our Website!



Slag Door Ram for an Electric Furnace



Lifting Rig for an Electric Furnace Roof



Coil Loading Machine for Manufacturing Pipe



Conveyor to Transport 1900° F. Shear Crops