

American Industrial Machinery, Inc.

The **AIM** "Insider"

Tenth Anniversary Edition—Fall, 2006

Coming Attractions in future newsletters

- *Inventor drawing software—how it might be used on your project.*
- *Starting with the next newsletter, periodically **The Insider** will include a technical article.*

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The more you know, the more you'll like AIM!
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CELEBRATING AIM'S TENTH ANNIVERSARY

On August 19, 2006, AIM celebrated its tenth anniversary since its doors opened in 1996. Accordingly, the purpose of this newsletter is to celebrate this occasion by sharing some interesting facts with those to whom AIM owes a substantial debt of gratitude.

To celebrate our anniversary, AIM employees and their spouse or guest dined at a local restaurant followed by the musical, *Grease*. Dinner was wonderful and all attending enjoyed *Grease* which was presented by a local theater company with proceeds from the event benefiting St. Jude's Children's Hospital.

Notable Events from 1996 (When AIM was Founded)

- In less than an hour, AIM could travel to any of the following steel companies:
 - Acme Steel
 - Bethlehem Steel at Burns Harbor
 - Inland Steel
 - LTV at Indiana Harbor
 - National Steel
- AIM was awarded its first order by Nucor-Crawfordsville. The project included new equipment bases plus two scrap box transfer cars for the Purdue pickle line. Bill Heuer served as the project manager.
- Mike Dolder started AIM ten years ago with these employees who are still with the company: Bill Heuer, Glen Boer and John Hall.
- AIM's first office (see photo on reverse side) had no windows—only a security peephole in the front door. Since the front door faced east, employees could tell the time by seeing where light from the peephole was shining on the wall or floor.
- Mike Dolder had brown hair; Glen Boer and Paul Wojcik had hair.

From the Corner Office by Mike Dolder, President

It all begins with the customer. These are simple, straightforward words that I reflect on when thinking about AIM's 10th anniversary. As you know, running a business has many facets. There are suppliers to work with, payroll to meet, facilities to maintain, utilities, hiring, banking, etc. It would be easy for someone to get caught up in the notion that handling these tasks is the essence of managing a business. This line of thinking, however, would be very hazardous to a business's longevity.

When I reflect on AIM's ten year anniversary, my first thought is to thank you, our customer, who has trusted us over the years to meet your equipment needs. Understanding your requirements, developing and designing specialized equipment to meet these needs, procuring components and parts, managing manufacturing and delivery ... these are the customer-focused activities to which AIM has always directed its efforts. Accordingly, I think that the best, most appropriate way to thank you for your trust is to promise you more of the same for the next ten years. Don't get me wrong, AIM will change when the result is improved products and services. What will not change, however, is the focus on you, our valued customer.



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Things you may not know about AIM:

- ⚙️ Anthony Kuforiji joined AIM's staff on August 14 as a Mechanical Engineer. We expect great things from Tony.
- ⚙️ Two engineering students worked for AIM this summer—Josh Diehl and Andy Dolder. After a successful summer, both have now returned to college. We wish them the best of luck for their senior years!
- ⚙️ Recently, AIM designers and engineers obtained training in the use of *Inventor* software. As a result, 3-D views of equipment are now available should a customer require them. We'll have more about *Inventor* in our next issue.

The "Insider"

SOME OF OUR FAVORITE PHOTOS



Furnace Extractor Handling a Hot Slab



Lateral Transfer System Moving a Bar

AIM'S OFFICE



1996



2006