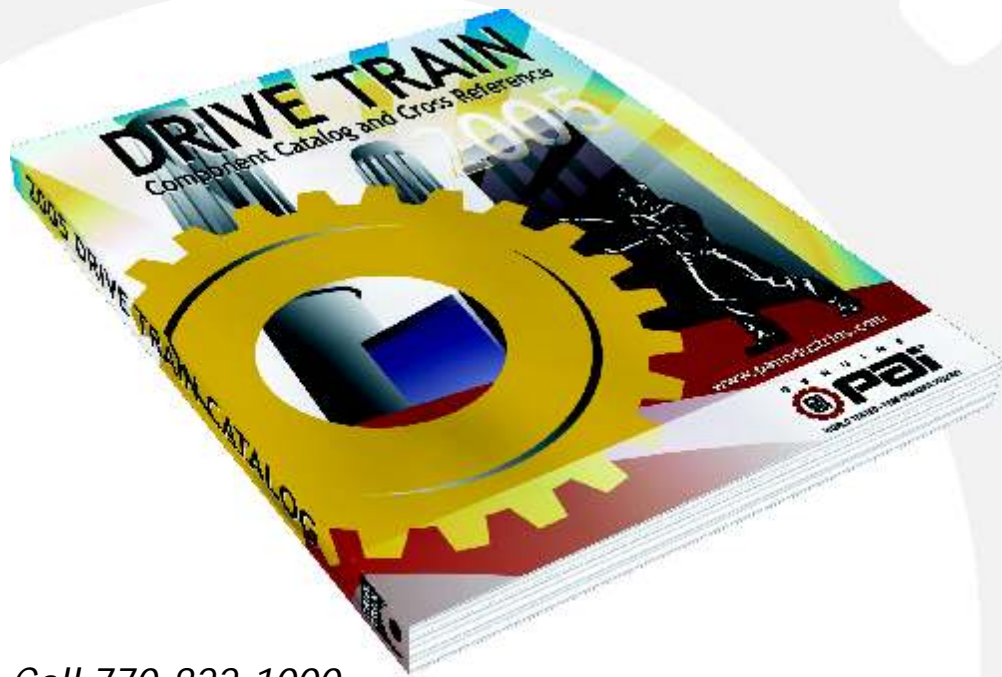


Our New Drive Train catalog will be out this Spring!!!



Call 770-822-1000 to get your copy.



PAI Industries, Inc.
950 Northbrook Parkway
Suwanee, GA 30024

Gears are turning

tel: 770-822-1000 • fax: 770-822-1421 • www.paiindustries.com

Mark Your Calendar

Now is the time to make arrangements for upcoming trade shows.

March 31 - April 2, 2005
Kentucky Fair & Exposition Center in Louisville, KY.
For information on room reservations go to:
www.gotolouisville.com. Also check-out
www.truckingshow.com

April 28 - 30, 2005
AERA International EXPO 2005 in
Las Vegas, NV

May 28 - 30, 2005
Automechanika Gulf
Dubai World Trade Center

October 5-7, 2005
11ª Feria de Autopartes 2005
Medellin, Columbia
www.feriaautopartes.com

November 1 - 4, 2005
Automotive Aftermarket Industry Week (AAIW) in Las Vegas, NV

November 16 - 18, 2005
Expotransporte ANPACT 2005
Guadalajara, Mexico
www.expotransporteanpact.com.mx



Gears are turning

Spring 2005

PAI Industries, Inc. • 950 Northbrook Parkway • Suwanee, GA 30024

Issue 3

30 Years of Service

PAI not only kick started an exciting new year in January, but we also celebrated Jan Ruble's 30th year anniversary with the company. Jan started his career with PAI on January 3rd, 1975; about a year after PAI first opened its doors in California. Since that time, he has moved with the company's home office from California, to Ohio, to Florida and finally settling at our current home in Suwanee, Georgia. Jan has watched PAI grow from a small company with only 2 employees...to a company with well over 200.

Through the years, Jan has been involved in everything from Purchasing, Research & Development, Manufacturing, and Engineering. Jan is a very busy man to say the least, but he always has a smile on his face and really takes pride in his job.

During Jan's time with PAI and experience working in the various areas of our company, he has been instrumental in the progression the company has made over the last 30 years. Jan played in integral part in starting up our AutoPower computer system. This amazing system handles our purchasing, inventory control, engineering drawings, catalog data and even accounting. Another mark Jan has made on PAI was the development of our parts numbering system. All of that is just a small sample of Jan's impact on the company.

Over the last 30 years, Jan has seen and implemented a lot of things that have made PAI what it is today and all the while he has been achieving milestones in his personal life as well. Jan is happily married and has added two sons, a daughter and several dogs and cats to his family since the start of his journey with PAI.

Please join us in celebrating with Jan this 30 year milestone!



Inside this issue

30 Years of Service
Trucking Show
B-Model Project
Warranty
Anniversaries
Mark Your Calendar

PAI at the Mid-America Trucking Show



PAI will be exhibiting an assortment of our quality service parts this month at the **2005 Mid-America Trucking Show**. The show will be held **March 31 – April 2, 2005** at the Kentucky Fair & Exposition Center in Louisville, KY. The Mid-America Trucking Show is recognized each year as the most important heavy duty trucking show in the industry.

If you would like to attend the Mid-America Show, we have complimentary tickets available for all three days. Call us at **800-654-3721** with your ticket requirements, and we will send them to you. We look forward to your visiting with us at the PAI exhibit space #1013 in the East Wing of the Kentucky Fair and Exposition Center.

In late April, PAI will be participating in **AERA International EXPO 2005**, the world's largest hardcore engine trade show. Expo 2005 begins **Thursday, April 28th** and concludes **Saturday, April 30th**. It will be held at the Las Vegas Convention Center, Hall N1.

As part of **Automotive Aftermarket Industry Week (AAIW)**, PAI will be exhibiting in the Sands Expo Center in Las Vegas, Nevada from **November 1st – 4th**. The event is attended by more than 105,000 trade visitors, making it the largest automotive trade event in the world.

In May 28-30, 2005, PAI will be in the Automechanika GULF. Dubai World Trade Center



Did You Know... ★

Loose or worn torque rods can lead to premature gear set failure.

So, check your torque rods on a regular basis.



The B-Model Project

Written by Jim Thelen, Project Manager

Here it is, March already, and I hate to say it, but we haven't made much progress on the Old B-Model since December. Sales have been good and we have been very busy up here in manufacturing. We have added several new machines, one gear shaver, one gear tool grinder, a latest state of the art twin spindle lathe used primarily for gear blanks and a new broach dedicated to the wedges.

We are also expanding the assembly department. We added 30 feet of overhead crane and additional work benches as production has increased in this department as well.

The plans for the truck haven't changed in spite of the additional work load. The body shop is scheduled to receive the cab, fenders, hoods etc. this month and by the time they get the cab restored and into primer we should have the engine done and installed.

When we get the cab sitting on the chassis we will be able to get to work on a lot of the details that are going to set this truck apart from your average restored truck. I will wire and plumb the truck from scratch. That will enable us to hide a lot of wiring that is usually seen in the engine compartment and route air and hydraulics in a nice orderly fashion.

Keep in mind that we have to put the cab on the chassis (only temporarily) to establish fits of doors/fenders etc. and routing of wire and hydraulics. You don't want to fabricate or drill holes in a newly painted part. Only when the truck is nearly finished will we remove the cab/fenders/hood etc. and send these pieces back to the paint shop for final paint.

That's about it for now, next time we should have a fair amount of progress to report. Remember, we want to have this truck finished by Mid-America 2006.

From Our Warranty Department...★

As mentioned in the previous PAI newsletter, we would like to address one of the common failures in engine parts.



Scuff marks caused by excessive cylinder temperature

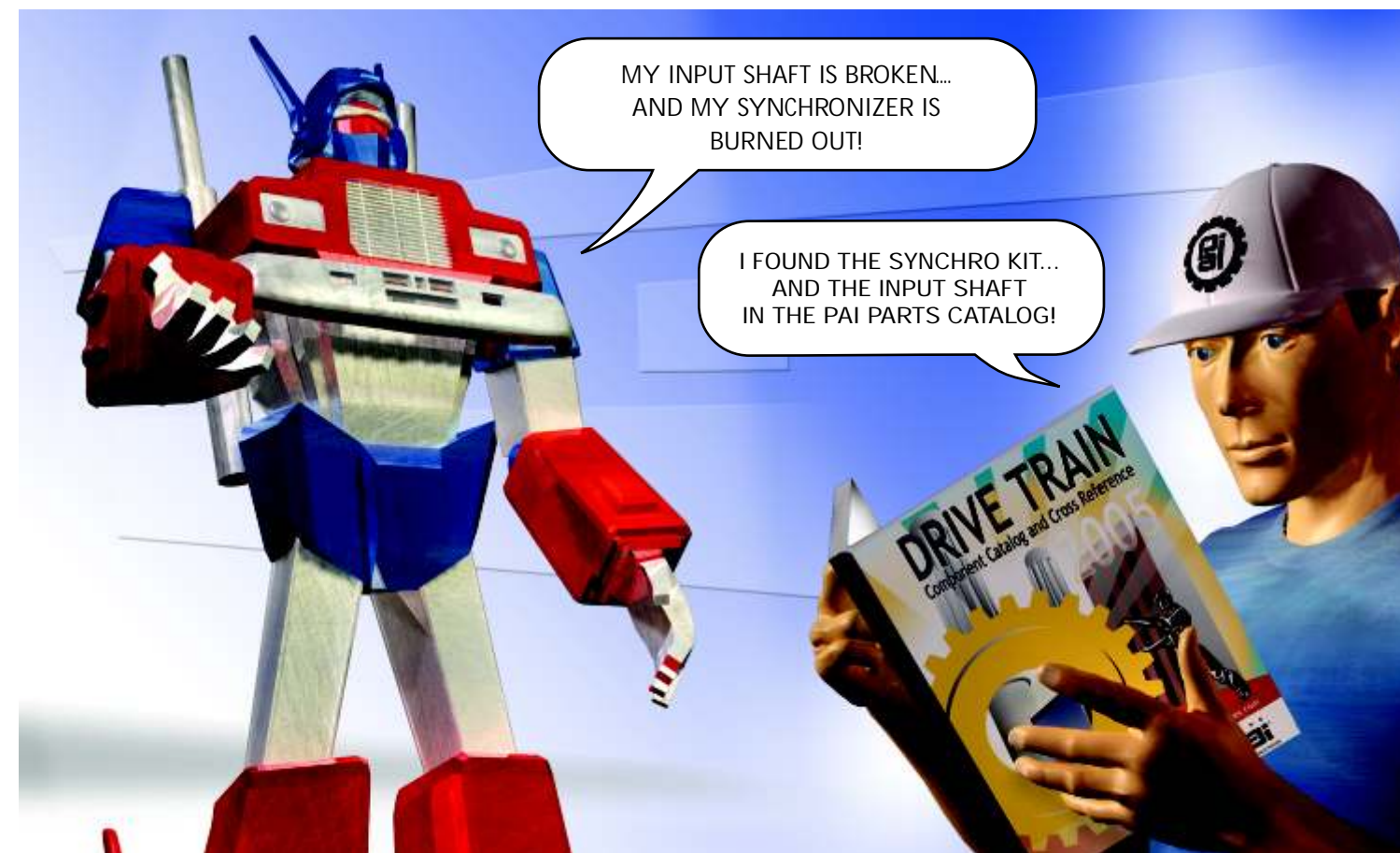
Returned to PAI for warranty consideration were a piston, a sleeve, and a ring set.

The customer stated that two pistons tilted causing scratches on the sleeves. When the parts were received, the PAI Warranty & Engineering departments worked together to conclude the cause of failure.

The picture of the customer's returned part shows scuff marks on the sleeve due to excessive cylinder pressure. This can be caused by the cooling system overheating, or improper aiming of the piston cooling nozzle causing inadequate flow of piston cooling oil or, more commonly, not having enough engine coolant, causing the engine to overheat. Low engine coolant is a detail people overlook.

Please when headed out on the road, make sure the fluids are all at acceptable levels.

Shifting Gears by Archie



Milestone Anniversaries Celebrated ★

PAI Industries, Inc. Management would like to congratulate and thank the following for their continued service to the company and for reaching these important milestones.

Twenty Years:

Soheyl Meshkian, Packing
Martha Ramirez, Housekeeping
Dee Crowe, Domestic Sales

Ten Years:

Miguel Ramirez, Shipping
Maria Morales, Packing

