

## Mark Your Calendar

We will be at the following shows.  
Don't forget to stop by and say hello.

Automechanika, Frankfurt, Germany  
September 12-17, 2006

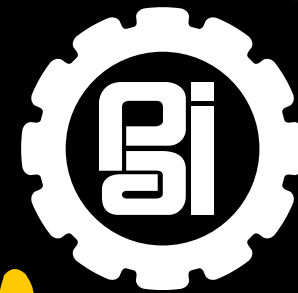
AAPEX, Las Vegas, Nevada  
October 31 - November 2, 2006

"If you're trying to achieve, there will be roadblocks. I've had them; everybody has had them. But obstacles don't have to stop you. If you run into a wall, don't turn around and give up. Figure out how to climb it, go through it, or work around it."  
Michael Jordan

## Catalog Update



The Cummins Engine  
2006 Catalog  
is now available!



# Gears are turning

A publication of PAI Industries

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Issue 5



# Gears are turning

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*"In all my years of working with people I have never worked with anyone so positive and energetic. So go, go, go all the time. He makes everyone else up-beat." - Sohrab*

*"For the last 5 years, I have worked closely with Tom and I will have to say that I have enjoyed it immensely. I have the utmost respect for him as a boss, but even more so as a person. I wish Tom & Dinah both the best in their retirement. We will definitely miss them." - Tammy*



## Tom Johnson Retiring

All of us at PAI would like to offer our best wishes to Tom Johnson, our National Sales Manager, who is retiring from PAI in July after more than 18 years with the company. Prior to PAI, Tom had worked for Ford Trucks in their Latin American division, and later with Massery Ferguson Tractors as Regional Manager for Latin America. He joined PAI as the new International Sales Manager in 1984 when PAI moved their facilities from Westlake Village, California to Boca Raton, Florida.

Tom served as the International Sales Manager until 1989 when he left the company for a short time. Upon his return he was named the new National Sales Manager, a position in which he has excelled. With innovative ideas, perseverance, and a winning personality, Tom Johnson has steadily grown the business in the United States and Canada for PAI.

We will certainly miss his exuberance and positive attitude, but we wish him well on his retirement to the beach!

Congratulations, Tom on a job well done!! Thank you for all your hard work!!

## This issue

Tom Retiring  
Parts Unleashed  
New Part Numbering System  
Cummins Engine Catalog  
From the Webmaster  
Take a Guess

## New Parts unleashed...

It has been in the works for sometime and the time has finally arrived. PAI is excited to offer our new products.

### Detroit Diesel Engine Kits

We have expanded our offering of engine kits for this popular series of power plants. We are able to supply you a complete kit for many of the Series 60 engines manufactured from 1987 to present. Call us with your application and we will be happy to assist you in selecting the correct engine kit and/or component parts. We continue to expand this offering based on your requests..... ASK US!

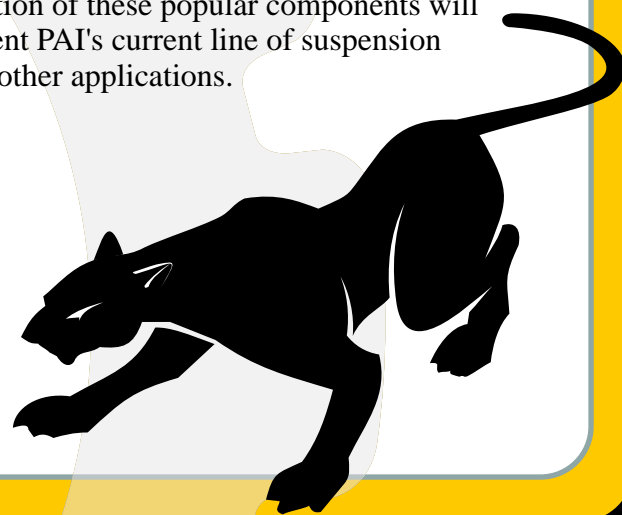
### Caterpillar Engine Kits

Just the tip of the ice-burg, would describe the availability of our NEW line of Caterpillar Engine Kits. We have complete in-frame engine kits for the most popular configurations of CAT's 3406 series engines that are used in the heavy duty truck market. We additionally have the capability to supply individual items for other applications to meet your customer's needs. Where we go from here on this series will be directly influenced by the questions that you ask us. So don't hesitate to call and ask us about other Caterpillar applications.

### Genuine Hendrickson Suspension Agreement

**For our international (export) customers** we have entered into a Marketing agreement with **Hendrickson Truck Suspension Systems**. For your convenience, we will be stocking all of the popular Genuine Hendrickson suspension kits and components. We are committed to keeping them in stock and available for immediate shipment along with the other PAI parts you order every day. Why not take full advantage of our current sales policies and save the cost of generating separate purchase orders.

The addition of these popular components will supplement PAI's current line of suspension parts for other applications.



## Puzzled by the extra digits on our parts numbering scheme?

### *You asked for more parts— We've got 'em!*

We're implementing a new part numbering system to accommodate our expanding product line. **The numbering scheme for our new parts is increasing from four digits to six digits**--providing plenty of numbers for future new parts. This is an expansion to our existing six digit scheme for the Cummins, Navistar and Detroit Diesel product lines. Please continue to use existing part numbers when ordering. Only new PAI parts will use the six digit scheme.

We're integrating this system immediately, so take note of the new numbering scheme when crossing OEM numbers on our web site or through customer service. And look for additional information coming soon about our parts numbering scheme as we strive to improve your parts ordering experience.

## Cummins Engine Catalog Released

**O**ur Engine Component parts have **OUT GROWN** their home in a single catalog.

PAI is proud to offer you our newest of OEM application specific product catalogs. Now more than ever we make it easier to find the parts your customer needs to keep their truck moving. This catalog contains the widest selection and deepest inventory of aftermarket parts available for the popular Cummins 855, N14, L10 and M11 series engines.



...MORE instant information by CPL number:

### **In-Frame Kits**

- Expanded selection of CPL numbers now pinpoints the exact kit for each engine.
- We relocated the **Lower Gasket Kits** selection information to accompany the engine kits to aid in **ADDING** on these items to complete an Out-of-Frame rebuild.
- Kits available for **ALL** of the current styles:
  - Premium and Premium Plus Ring Sets
  - Single and Dual NI Pistons
  - **OVERSIZED** sleeves, rod, and main bearings. (standard thru +.030)

### **Turbo Chargers-**

- Most popular models and configurations available.
- Cross referenced to many OEM part numbers.

### **Cylinder Kits-**

- Also expanded CPL listing to make selecting more accurate. Available in **STANDARD** and **OVERSIZE** configurations.

## Take a Guess



*A new venture from  
Disney Studios?*

*Nope!*

*It is the...  
Navistar DT 466 Piston*

## Web Highlights

Our new **DETAILED SEARCH** "Catalog in-one" page is now ready to assist you in finding parts by **OEM or PAI part number**.

From the PAI home page select the **PARTS SEARCH** tab, select the **NEW Detailed Search** button, and log-in as requested. (Don't have a log-in? Follow the **SIGN IN** procedure.)



The Search tab pulls information from all of our resources to provide you with the most comprehensive, and up to date cross-over data in the aftermarket industry. This system instantaneously searches the OEM number in our database and directs you to the PAI catalog page that contains the part number you requested. By putting in a "partial" part number you will see a comprehensive list of OEM to PAI cross-over listings. This allows you to find parts that you may have missed because of inaccurate information.

Click on the magnifier glass to pull up the PAI catalog page in the right side of the screen. Scroll down the parts list to see your part highlighted in the list of associated parts.

The Contents tab allows you to view individual PAI catalogs. Select a catalog in the pull-down box and click on the display button. The "Table of Contents" of the selected catalog is now in view below the button. Click on an individual topic and that page will be shown on the right side of the screen.

Find this tool helpful? Want other search options. Most of our **BEST** ideas come from your input and suggestions. Let us know.

[www.paiindustries.com](http://www.paiindustries.com)