



NEWSLETTER

What's new?

We are through 3 Quarters of 2009 and heading fast into the holidays. The entire team at AI-Tek Instruments would like to thank you all for your efforts during these challenging times. On the bright side, some of you continue to grow your AI-Tek business despite the current market. One of the areas of growth is the Houston market; Rawson has grown in their AI-Tek sales and their projected growth of 27% for 2009. Another very strong area is Pittsburg; Gilson Engineering is projected to grow by 30% in 2009.

We are in the process of evaluating a potential replacement for the old Tachtrol 2. It has been a few years since we offered a "display only" tachometer. Many of you have requested a low cost introduction product that allows you to open discussions with customers and potentially selling our other Tachometers with additional features. We plan to have this new product available in early 2010, so keep a lookout for future announcements.

We are pleased to announce the addition of a new distributor Thermo/Cense located in the Chicago area. Rick Rogers, President of Thermo/Cense, and his team are a welcome addition to our distribution network. Thermo/Cense's primary focus is on the industrial process markets. Their technical expertise, extensive experience, and market knowledge provide them the keys to success.

Not a new piece of information, but worth repeating. Please note that we have assembled a new Tachometer programming Quick Start Guide. Here is a link to this document on our website (http://aitekinstruments.com/pdf/quick_start_guide.pdf)

This document is intended to assist your customers providing a simple start-up guide for our Tachometers and has been based on many of the questions we have received on the new tachometers.

Also available, both hardcopy and via the website, is our new Sensor & Tachometer 4-page brochure. This document provides a basic overview of AI-Tek products. It is great for mailings or for just dropping-off of basic information to new potential customers.

Applications

Tachometers and CSA Listing - As some of you may be aware, our new tachometers are not CSA listed. CSA Listing is a requirement to sell products into the Canadian market; however, based on information we have received, there is an exception to this requirement. If the product is powered by low voltage, 12-24 VDC, then CSA listing is not required.

We are looking for information about existing or new applications that we can publish and share with others. If you have any we would appreciate your inputs. We are interested in all applications and you can provide simple details of your application, just send it to my email, dchilds@aiteksensors.com.

Other Items

Excess Inventory - Several of our distributors have inventory of AI-Tek product that is either slow-moving, older products or special products. If you are interested in a list of these parts, please contact either Karen Lis or Sharon Solocius and they can provide you the specific information.

Product Information

Please note that in our current Tachometer catalogs we still show the Stacktach product. This product is obsolete and is no longer available. We will remove this during our next revision to the catalog.

May you and your family have a healthy and happy holiday season.



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