



Distributor of Industrial Pipe, Valves,
& Fittings

351 Smith Street

Perth Amboy NJ 08861

Our History

- Established in 1978
- Located in Perth Amboy NJ at the crossroads of several major NJ/NY roadways and serving the entire Northeastern USA
- Growth from a single office with two staff members to a corporate complex consisting of 3 warehouses (19,000 and 40,000 sq ft), a pipe yard containing 2 and ½ acres of pipe, an enclosed pipe storage area of 55,000 square feet.

Qualifications

American Industrial Supply is:

- A member on the NJ Board of Public Utilities
- A Board member on the Supplier Diversity Development Council for NJ
- A Certified Service Disabled Veteran-Owned Business (SDVB)
- HUB and Urban Enterprise Zoned

Industries Served

- Chemical, petroleum, utility, energy, construction, transportation and marine
- Plumbing, heating, ventilation, air conditioning
- Industrial welding, steel fabrication
- Food, health, and pharmaceutical
- Municipalities



Project Examples

Utilities: Public Service Electric & Gas

Manufacturing: Formosa Plastics

Integrated Sourcing: SDI

Engineering: LG Constructors

Piping Specialists: FM Sylvan

Plumbing, Heating and Airconditioning: C-K Air

Municipal: New York City Dept. of Citywide Services

Other: Atlantic City Casino Certified

Testimonials

"If someone wanted me to send piping to the moon, I would love to have that job and I would have American Industrial Supply as my supplier. They are the best at service and pricing."

-- Joe Horodecki, My Jamie Joseph, NY

"American Industrial got me the correct material on a Saturday during a major outage. They again got me the right material, the same day, on a major holiday. I had to pass that on to our corporate headquarters."

--Ted Presson, Shaw Power Group

"As we strive to serve our clients in the power industry, prompt attention and response to our RFQ's is essential from all of our vendors. At American Industrial Supply, they are at the top of the list as they continue to deliver this service, sometimes numerous times in the same day. We look forward to a long and successful relationship with them."

--Mark Manara, Hamon Research Cottrell

Beyond Customer Service

- We are never closed – our team responds 24 hrs/day: we process orders nights, weekends and holidays.
- We accept quotations, orders and inquiries via the telephone, fax, email or over the Net.
- Our quotation turnaround time is by the end of business day.
- We are EDI compatible and on-line ordering is available at www.ameind.com.
- We produce detailed, line item usage reports as requested.

Quality Assurance Program

- Receiving Inspections
- Product Inspections
- Safety Program
- Disaster Preparedness Plan
- Pandemic Avian Flu Plan

Mission

Our mission is to:

- Meet our customers specialized needs
- Be accessible 24 hours per day
- Solve customers problems effectively
- Respond quickly and minimize customers' downtime
- Reduce project total cost

Vision

Our vision is to be the first supplier that our customers call
for quick, reliable and customized service
when they need pipe, valves and fittings.

We Value

- Our customers, employees , and vendors
- Fulfilling our customers specialized needs
- Creating a positive environment for our employees and vendors
- Providing the expected service at the lowest cost
- Ensuring, through teamwork with our suppliers, the agreed upon quality and price our customers require
- Promoting trust, cooperation, and reliability among all AIS stakeholders



Product Lines



Pipe and Tubing:

Carbon Steel, Stainless Steel, Alloy Steel (all grades), Ductile Iron, Copper, Cast Iron, Plastic, Brass, HDPE, Aluminum.

Valves:

Gate, Globe, Butterfly, Check, Ball, Plug, Carbon Steel, Forged Steel, Stainless Steel, Brass, and Cast Iron.



Continued Product Lines

Fittings:

- Carbon Steel, Stainless Steel, Malleable Iron, Brass, Copper, PVC/CPVC, Cast Iron, Ductile Iron, Mechanical Joint and Flanged.



Flanges and Gaskets:

- Carbon Steel, Stainless Steel, Brass, Cast Iron, Ductile Iron, PVC/CPVC.



Complimentary Evaluation Services

- Hose Surveys
- Heat Tracing Surveys
- Valve Surveys
- Steam Trap Surveys

Material Services

- Fabrication: pipe threading, bending, grooving, coating, wrapping, painting
- A fleet of trucks ranging from pick ups, tractor trailers and flatbeds.
- Storeroom inventory vendor management
- Engineered solutions by our manufacturers' sale engineers

AMERICAN INDUSTRIAL SUPPLY

We rent tractor trailers and flat bed trailers. We can also provide qualified drivers.





We cut and bevel up to 36 inches in diameter. We can groove pipe up to 24 inches and thread pipe up to 6 inches all in house.

Below: We bend any radius, any wall, through 12": tube, pipe, flat, square and round bar, angle iron, channel and tees. Tell us your requirements and we will meet your needs.



Customized Deliveries

- All orders are expedited with next day delivery
- Same day delivery when required
- Emergency delivery time of one hour from the departure of a truck for emergency response.
- Labeling and packing orders for locations in tight spaces and limited delivery times.

Municipal and Extended Products

Construction Castings:

- Valve boxes & service boxes, risers & extensions.
- Service boxes & curb boxes
- Meter boxes & Lids
- Manhole Covers, Grates, & Frames, Risers Rings.

Accessories:

- Pipe hangers & clamps
- Dug lugs, threaded rods, eye bolts
- Flange Accessory Kits
- Pipe Lubricant
- Tracer Wire
- Detectable Tape



Pick Up Counter

All related products for Pipe Fitters, Welders and Plumbers

TOOLS: American Saw (Lenox), RIDGID, ASCO Welding Supplies

CHEMICALS: Hercules and LACO

ACCESSORIES: Powers Fasteners, Grinding Wheels, Gloves, Safety Products



HOURS: MONDAY thru FRIDAY, 7:00 – 5:00 ; SATURDAY 7:00-noon

We accept Visa, MasterCard & American Express

Beyond Value Added

We will build a specific program that suits your needs.

- » Rebate Programs
- » Material Consignment Programs
- » Storeroom/Inventory Management
- » Special Offers on Products
- » Integrated Sourcing
- » Supplier Diversity Program

Partnerships

- AIS will continually work to develop and maintain strong customer relationships.
- AIS seeks opportunities for partners to enhance quality and value for all parties involved.
- We conduct business by the principles of excellence and integrity. We commit ourselves to honesty and fairness in all our dealings.

BUSINESS BENEFITS OF AIS

1. UE ZONE: URBAN ENTERPRISE ZONE

3.5 % Sales Tax - Businesses can cut in half the NJ State Sales Tax of 7%. This means that AIS customers pay only 3.5 %. Merchants help their community because the 3.5 % sales tax stays in Perth Amboy to fund other programs for businesses.

2. HUB ZONE: HISTORICALLY UNDERUTILIZED BUSINESS ZONE

Competitive: Contracts can be set-aside for HUBZone competition when the contracting officer has a reasonable expectation that at least two qualified HUBZone business concerns will submit offers and that the contract will be awarded at a fair market price.

Sole-source: HUBZone contracts can be awarded if the contracting officer determines that:
only one qualified HUBZone SBC is responsible to perform the contract,
two or more qualified HUBZone SBCs are not likely to submit offers.

3. DISABLED VETERAN-OWNED: A disabled veteran owns over 51% of AIS.

We are registered with the Department of Defense's Central Contractor Program, and some other Federal procurement programs. If you are a subcontractor that is performing work that is federally-funded, you should have Veteran and Disabled Veteran Owned business utilization plan within your overall business plan for each project.

Contact Us

Headquarters: 351 Smith Street, Perth Amboy NJ 08861

Phone: 732-826-7600 Fax: 732-826-9182

www.ameind.com

Our Branch Locations:

- **223 West 6th Ave., West Wyoming , PA 18644**
P: 570-392-1084, F: 570-392-1984

Office Hours:

Monday-Friday 7:00am-5:00pm

Saturday 7:00am-2:30pm

Warehouse Hours:

Monday-Friday 7:00am-5:30pm

Saturday 7:00am-3:00pm

