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The AIIM Group

Press Release

Just One More Hurdle...

The AIIM Group is acknowledged as a regional finalist in the prestigious 'Canada's 50 Best Managed Companies Program'

Aurora, November 1, 2003: Beating out over 12,000 national entrants, Mario Giorgio, Chairman & Chief Executive Officer of The AIIM Group, today announced, that the Company has been recognized as one of just 200 finalists in the 10 year old program sponsored by Queen's School of Business, Deloitte & Touche, CIBC Commercial Banking and the National Post.

"For those who set a higher standard"

The '50 Best' program celebrates Canadian-owned and managed companies who have successfully faced market challenges to not only survive in, but to thrive and dominate their market niches – "those who set a higher standard". "When we were nominated for this award we were PLEASANTLY SURPRISED, but the more we thought about it, the more we realized The AIIM Group is in fact a case study", noted Giorgio, who with his brother Frank, co-founded the company in 1990.. "Several years ago, we concluded that we needed to be able to create and deliver increasingly sophisticated print communications solutions to our clients – some of the most successful marketers in North America. In short, we needed to evolve from a commercial printer to a Digital Smart Factory, a multi-year process that engaged all of our employees and vendors and required an R&D

investment unprecedented in a company of our size. “ It’s that vision and commitment that has paid off for The AIIM Group. With many competitors succumbing to the challenging market conditions of the past few years, The AIIM Group has seen its market share grow to the extent that it can lay claim to the title of GTA North industry leader.

The commitment to - and investment in - a strategic repositioning of the company in difficult times was one of the key attributes that impressed Deloitte & Touche’s Antonio Maddalena, a partner with the Mississauga office. “A lot of companies talk about innovation, but very few successfully act on it. Fewer still are the size of The AIIM Group. We generally only see this attitude in billion dollar plus organizations”.

“Just to be one of the finalists is a great accomplishment that we should all be very proud of” noted AIIM company president Frank Giorgio in sharing the good news with the AIIM team. “It’s been a team effort all along the way - sales, manufacturing, administration, our vendors, our strategic partners. We are able to provide our customers best-in-class innovation and service excellence, because frankly, it’s what we get from those we work with!”

With the finalists just announced, it will remain for the panel of judges to review the 200 success stories, and determine which of the 50 are most deserving of the final honours. The 50 Best Managed Companies will be announced at the Gala Event on February 9th. Ever the entrepreneur, Mario Giorgio considers the numbers. “We just beat odds of 60:1 to become a regional finalist. We’re now looking at 4:1. We’re trending in the right direction!”

For more information regarding The AIIM Group – or simply to wish the company well - please contact Mario Giorgio, Chairman & CEO, or Frank Giorgio, President, both at (416) 798-7110.

About The AllM Group

Company Profile

The AllM Group was founded in 1990 by Mario and Frank Giorgio. Leaders in the evolution of lithographic to digital imaging, the brothers have also been responsible for the creation of JIT Demand Print, one of Canada's leading digital print company, currently operating as RDM (Ricoh Document Management), a provider of high volume electronic publishing services. Located in the heart of GTA North, The AllM Group is today comprised of over 100 lithographic and digital imaging/finishing specialists, serving Fortune 500 clients throughout North America. With reference clients such as American Express, Canadian Tire, CIBC, Daimler Chrysler, IBM, Royal Bank, TD Waterhouse and Xerox, the Company, winner of the Business of the Year award in Aurora is presently certified as ISO 9002 compliant and soon to be ISO9001-2000 certified.

A strategic initiative of the The AllM Group is Self Serve Imaging (SSI), a web-based self service toolset that empowers its clients to build template-based print communications projects and programs that include variable and lithographic imaging. Results from our beta customers are excellent, with full deployment of this ROI enhancing service scheduled for Q1 2004.



*In acknowledgement of your
outstanding achievement
it is with great pride that we recognize*

Avant Imaging and Information Management Inc.

*As a Regional Finalist in the
Canada's 50 Best Managed
Companies Program*

Avant

**Deloitte
& Touche**



CIBC

Commercial Banking NATIONAL POST



Canada's 50 Best Managed
Companies Selection Board

2003

Award Year