

PARKER IPD DISTRIBUTOR UPDATE

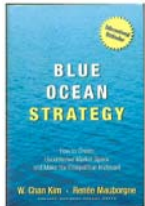
NOTE FROM GENERAL MANAGER

Our future is now defined! Our past has been based on being just another fitting and valve company but now we are becoming known as a true "Solution Provider". This moves us into a new category within our markets and is opening doors of opportunity daily. Our products are highly engineered, technical systems that solve problems for our customers. This takes a radically different selling technique versus selling of catalogs. This is a good problem and we are ready to GROW !



DID YOU KNOW

- You can now access the Parker IPD US Distributor Forum. This forum was designed for IPD Distributors only. See pg. 2 for details.
- A GOOD READ**
Learn how you can create a BLUE OCEAN for your organization.



PARKER IPD'S COMMITMENT TO THE FUTURE

Parker IPD has plans to build a State of the Art R & D Center that will enable us to capitalize on Blue Ocean opportunities . This investment in innovation will allow us to attract the resources to grow our business and set us apart from the competition.



Parker is the global leader in motion and control technologies, partnering with its customers to increase their productivity

Upcoming Events

- North American Dist. Meeting. September 10th–13th 2007. Contact Diane Colucci for details.
- IPD Advance Training School. October 15th–19th 2007.

PARKER HANNIFIN CORPORATION NEWS

Parker Surpasses \$10 Billion in revenue in Another Record Year of Sales.

For 2007 Fiscal year, The company surpassed \$10 billion in sales for the first time in it 89 year history. Sales reached a record \$10.7 billion, an increase of 14.2 percent from the previous year.

With annual sales exceeding \$10 billion, Parker Hannifin is the world's leading diversified manufacturer of motion and control technologies and systems, providing precision engineered solutions for a wide variety of commercial, mobile, industrial and aerospace markets. The company employs more than 57,000 people in 43 countries.



**“TOGETHER, WE CAN HAVE SUCCESS”
“THE PERFECT STORM”**

Amazing that a last minute scheduling conflict would produce SUCCESS for Parker Hannifin’s new innovative CCIMS and ACI Controls.

ACI Controls hosted the Parker Instrumentation Tech Tour during Oct. 2006 where the new IPD CCIMS transmitter mounting system was prominently displayed for demonstration. The day prior to our visit to GE Power Gen logistical concerns and issues caused cancellation of this visit. Wanting to take of advantage of Parker’s Power Generation expertise of John Rooney and Chad Sayer , ACI’s Controls local rep John Wilson, was able to get permission to place the Tech Tour at Athens Generating in Athens, NY for the last day of the visit.

Athens Generating is a new,

2 year old, very large combined cycle, dual fuel (gas and steam turbine combined using either natural gas or fuel oil) cogeneration facility employing 3 of Siemens Westinghouse’ newest technology 501G gas turbines as the base engines. The power plant is capable of producing in excess of 1600 MW making it one of the largest domestic gas turbine based power generation facilities. In conjunction with Parker’s Power Generation team, a world-wide effort and strong alliance with the plant’s builder Athens Generating was constructed using Parker Instrumentation and Fluid Connectors products exclusively.

Athens plants I&E manager along with the senior Tech witnessed the CCIMS demon-

stration and video. They were impressed with CCIMS features and benefits. With winter temperatures in up-state New York commonly below zero, the “quick change-out” feature of the CCIMS unit was the primary sales point with technician Bob Robinson and I&E supervisor Darrell Willson’s purchasing decision. An evaluation CCIMS unit was placed on the budget request for 2007 and was approved. The CCIMS will be installed at the next scheduled maintenance shutdown in late spring .

UPDATE: Since the initial purchase of the evaluation unit ACI Controls has secured an order for an additional 36 CCIMS units, with a commitment to purchase 36 additional units in Spring 2008.

-In conjunction with Parker’s Power Generation team, a world-wide effort and strong alliance with the plant’s builder, Athens Generating was constructed using Parker Instrumentation and Fluid Connectors products exclusively.

HRSG UNIT
Athens Generating Plant, NY



IPD MARKETING

Parker created the Distributor Information Exchange forum in direct response to distribution’s request for a site where information could be shared and accessed easily.

This site is intended to serve as an information exchange for IPD Distribution only. It contains links to IPD Marketing Dept , Quality Assurance and IPD Pricing. You can also view important updates and upcoming events. We are adding information daily to this forum .

We encourage all within your distributor organization to visit this site.

To ensure that information on this forum is secure it will require you to enter a userID and password . Please contact your PH Connect Systems administrator who will be able to create an account for you.

If you have trouble accessing this forum please contact Genice Harbin at (256)885-3875

The screenshot shows the Parker IPD US Distributor website. At the top, there is a search bar with the text "This Site: IPD US Distributor". Below the search bar is a navigation menu with "Home" and "Help" options. The main content area is divided into several sections: "View All Site Content" with sub-links for Documents, Pictures, Lists, Discussions, Surveys, and Recycle Bin; "Forum Advanced Search" with a search form and a "Go" button; "Announcements" featuring a post about the "IPD Pocket Catalog (4200-PC) Now Available!!!!" by Genice Harbin, dated 8/15/2007 4:23 PM; and a "Links" section with various external links.



COMMITMENT TO THE PARKER BRAND

Parker's brand promise is the simple, unchanging expression of the most important benefits delivered to customers. It is the centerpiece of the company's brand communication strategy. Everything Parker says or does, from marketing communications to the way the sales force interacts with customers, should be driven by the brand promise. In short, it is a tool to ensure consistency in how the Parker brand is communicated in words and actions.



Please visit www.parker.com/id for details on how to implement the new Parker Brand.

PARKER IPD INNOVATIONS

Parker recently launched a radical new design of tube connector that can deliver huge cost savings to builders of industrial equipment involving fluids. Assembled by means of a simple push-fit operation, the new connectors from Parker Instrumentation provide permanent connections for fluid systems operating at up to 13,000 PSI in 1/4" systems.

For permanent connections and these elevated pressures, system builders would typically use welded fittings, which are time consuming and expensive to install. Compared with these products, Parker Instrumentation estimates that its new Phastite™ connectors could reduce installation costs by a factor of 50% or more.

Phastite™ employs a compression assembly principle using a novel form of a toothed profile, which makes the seal. The connectors are supplied as one-piece components. To make a joint, all that's required is to insert the tube and then push the collar along the connector body until it reaches a dead stop. This operation is performed by a simple handheld hydraulic tool and takes a few seconds. The tool requires no skill to use and assures users of right-first-time connections.



PARKER IPD QA UPDATES

Huntsville, AL – Parker Hannifin Corporation, Instrumentation Products Division (IPD), a leading supplier of instrument fittings and valves to the nuclear power market, has received an "N" Stamp Certificate of Accreditation from the American Society of Mechanical Engineers (ASME), which authorizes Parker to produce safety-related product in accordance with the ASME Boiler and Pressure Vessel Code (The Code) for the nuclear industry.

The Certificates of Accreditation and Authorization are applicable to Parker's manufacturing facilities in Huntsville, AL and Jacksonville, AL.

This accreditation is a continuation of Parker's long term commitment to providing product to the nuclear industry.

Remember, complete the passport with 8 business cards from nuclear customers and return to Genice

Harbin for a Parker golf shirt.



Contact IPD Marketing Dept. for additional copies of the N-Stamp booklet.

"When we launched the Win Strategy in 2001, we set out to accomplish several goals for the company: to provide premier customer service, deliver financial performance, and to grow profitably. We have accomplished these goals partly by re-engineering Parker. It is now time to re-engineer one of the company's most valuable assets, the Parker brand."

Don Washkewicz

"The global commercial nuclear industry continues to gain momentum," said Skip Bowman, IPD General Manager. "As one of the premier suppliers to the nuclear power producers, we felt it of paramount importance to achieve this accreditation to supply the growing needs of the industry's comeback."

Skip Bowman