

Global Solutions

Parker business units from several countries collaborate together to service the customer



Situation:

Parker PSM cold called previous Parker customer with the new LIQUIfit™ product line. Customer switched to John Guest 15 years prior due to change in brass laws. TM Michael Moore stayed in close contact with customer and an opportunity arose for a smaller profile fitting due to tighter routing on a new water dispensing machine for the European restaurant market. This new machine takes room temperature water and converts it into cold carbonated water.

Solution:

TM worked with local engineering customer in Ohio to get 32 LIQUIfit™ fittings, three TrueSeal™ check valves, and a regulator from Fluid Control Division specified for a new water dispensing machine to be built in China. All products were produced in Parker North American plants and transferred to Parker China for customer delivery.

Featured Product: **LIQUIfit™/TrueSeal™**
Market: **European Restaurant Industry**
Customer: **Oasis International**
Competitor: **John Guest**



Contact Information:

Parker Hannifin Corporation
Fluid Systems Connectors Division

Matt.Fortner@parker.com

www.parker.com

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Benefits:

- Broad range of fittings from single source
 - Smaller profile fittings
 - Better bend radius achieved
 - Engineering support in both countries

Success Factors:

- TM local to engineering decision
- Parker global presence
- Regained lost business from John Guest
- First prototype build for 300 units secured



ENGINEERING YOUR SUCCESS.