

**2016 Price List**

To our Valued Customers,

In the current economic times, several of our key markets are facing headwinds; jointly, we must focus on winning share. With this in mind Parker is committed to superior customer experience, offering the broadest portfolio at the shortest lead times in the industry. We will continue to drive simplicity in our business process so the customer experience continues to improve, and we are aligned with our channel partners to drive share shift.

We are working to closely manage our costs during this period of unsteady conditions and decline in many of our shared markets. In support of our mutual growth goals, list prices will be adjusted on a very selective basis. The list price updates will be effective January 15, 2016. As per Parker Hydraulics Group policy, orders placed prior to January 15, 2016 will retain current list price as long as the product ships by February 15, 2016. On February 15, 2016 all orders adjust to new list prices.

The addendum to this letter provides some detail as to product offerings that are impacted by this action.

Best Regards,



Steve Myers  
VP Operations  
Parker Hydraulics Group



Sheila Konopka  
Group Pricing Manager  
Parker Hydraulics Group

Addendum

**CHELSEA DIVISION**

<b>Product</b>	<b>Adjustment</b>	<b>Comments / Description</b>
221	3.0%	
230, 231, 236, 238, 270, 271	4.0%	
280	1.5%	
247, 249	2.5%	
252	1.5%	
340, 348, 352	2.0%	
442, 447, 489, 660, 680,	0.0%	
511, 523	0.0%	
560	3.0%	
590	2.0%	
Adapters - 626, 628, 630,	0.0%	
267, 870, 877, 880, 885	1.5%	
890, 892, 897, 899	1.0%	
340, 348	3.0%	
352, 541	2.0%	
823, 852, 863	1.5%	
901, 912, 941	1.5%	
CAT-D, CAT-H	3.0%	
Pumps & Tanks	1.5%	
Components & Kits	1.5%	
Legacy Products	-	All Legacy Products Call for Quote