



ISS Solutions Newsletter
Parker Hannifin

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Welcome to ISS Solutions, Parker's Integrated Sealing Systems (ISS) newsletter

Welcome back, much has happened at ISS over the past several weeks. In this edition of ISS Solutions we will be featuring:

- Zatkoff Dedicated Product School
- E-Business Success Stories
- Product Highlight- Hydraulic Filter Cap
- I Am Parker
- Did You Know?
- Employee Spotlight



Zatkoff Dedicated - Product School (February 18th-19th)



Natera Carter, Lynchburg press-in-place employee, said, "I enjoy product school; it is a great learning experience and I learn new stuff all of the time. I like to hear the ideas and concerns of our customers."

Following our product school last summer, which resulted in a series of very profitable, value added projects for Zatkoff, ISS was asked to host a second product school specifically for their staff.

Designed to demonstrate ISS's multi-industry value added capabilities, the format provides for an informative, interactive and social experience. Product school began with presentations describing all of the different aspects of how ISS works including: marketing, engineering, customer service, functional lab testing and manufacturing capabilities to name a few.

After lunch on the 18th, ISS hosted a comprehensive tour of its Lynchburg facility that included our prototyping facility, our materials test lab, validation labs and all our local value streams. Each destination prepared a mini exhibition illustrating what they do. Our Ligonier and Matamoros facilities also came prepared with exhibitions demonstrating their manufacturing capabilities.

In the spirit of fun competition, the attendees then voted on how good the exhibitions were. Creativity, education, and interaction aside - many of the presenting groups offered bribes such as candy and sodas to gain points toward the trophy. With great grace - Ligonier (2013 winners), handed the trophy over to Matamoros.



E-Business Success Stories

Our E-Business efforts continue to draw success, as our website begins its transformation to WebSphere with a greater emphasis on E-Commerce and our blogs result in new orders.

ISS is continuously looking for ways to improve communications to better promote its capabilities and products electronically. Currently our division webpage is not as user friendly, descriptive, or appealing as we would like it to be, but over the next few months you will see a lot of that changing.

The first product series to go live on Parker.com is the Railcar Manway Gasket, it is expected to be on our division page soon (click below). As shown in the top photo to the right, there are three manway categories: General Applications, Ethanol, and Crude Oil.

The customer will choose which category/ industry meets their needs and will find a descriptive overview with product recommendations, tech specifications, and product support. There are also drop boxes of attributes that will provide the customer with the appropriate part number. In essence ISS has taken one product line and created three. This should result in better search engine optimization and a quicker, market specific, interactive experience for the user.

On a similar note, ISS's blogs have rated as the most visited blogs throughout the entire corporation. A number of them have created interesting conversations, but more importantly, they have increased ISS exposure and resulted in several promising leads which ISS and its sales team may never have discovered otherwise.

The website will undergo many changes over the next several months- check back often.



Railcar Manway Gasket for Crude Oil
Parker recommends its Blue Fluorocarbon (FKM) for crude oil. For more aggressive fluids view our Material Selection chart. Reusable up to 30 times! 1 year, HARS reduced by 95%, no retorquing required, competitively priced, impact wrench approved.

Add to Compare



Railcar Manway Gasket for Ethanol
Parker recommends its Black EPDM for ethanol. For more aggressive fluids view our Material Selection chart. Reusable up to 30 times! 1 year, HARS reduced by 95%, no retorquing required, competitively priced, impact wrench approved.

Add to Compare



Railcar Manway Gasket for General Applications
Parker is continuously expanding its range of elastomers to meet your requirements. View our Material Selection table to see our current list of elastomers or contact us for more information or other options.

Add to Compare



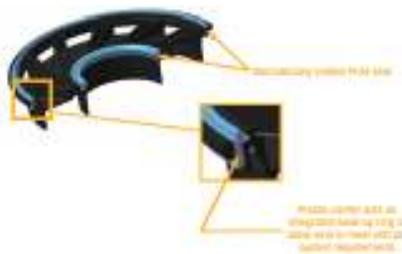
Check out Parker's Sealing & Shielding Blog

[Click here](#) 

Hydraulic Filter Cap- A Long Term Success Story



Over-coated seal with filter cap



Hydraulic filter assembly

Several years ago ISS faced the challenge of redesigning a faulty hydraulic filter cap for the Hydraulic Filter Division. The prior cap would leak within 100,000 cycles when pressurized to 300-psi at room temperature. ISS was able to successfully redesign the filter cap through the use of their engineering expertise, finite element methods, and support from the functional test lab.

ISS chose to test the new cap much more aggressively than before by more than doubling the cycles to 250,000 at 250 degrees Fahrenheit with a pulse rate of 0.5 Hz (one pulse every two seconds). The pressures also cycled from 0 to 400-psi and the new test was conducted in 10W oil, rather than 30W. The new design by ISS successfully passed all functional testing and enabled Hydraulic Filter to successfully launch the 12AS/50AS series of filters - which are an innovative alternative to the age old spin-on style can. To see more on Parker's 12AS/50AS filters and values this product line offers click on the link below.

For more information on the ISS Division's capabilities with regards to providing engineering, finite element, and functional testing support, please contact ISS at isscustserv@parker.com or visit the division's website at www.parker.com/iss

Click here



Did you know ?



During World War II, 90% of the world's rubber became unavailable to the United States. Americans were encouraged by the government to conserve rubber, contribute to scrap rubber drives, and abide by rationing regulations for tires, shoes, and other rubber products.

I Am Parker News

I Am Parker works hard to celebrate and appreciate all that our employees do. One of the many ways we recognize our team members, their value, and their efforts, is through Friday Cheers. Employees are able to recognize other employees for going above and beyond normal job duties. Recognition can be for making it to work on time during inclement weather, dedication, service, motivating others, and teamwork.

Every week, names are listed on a board for everyone to see and recorded on Thursdays at noon. Every Friday all employees meet, each nominator is asked to speak about whom they recognized in front of the group, with the nominee receiving a prize. On the last Friday of each month, every employee who celebrated a birthday is regaled with a team rendition of "Happy Birthday" and given a bag of candy to enjoy.



Employee Spotlight- Beating the Winter Blues

No one has escaped the winter blues this season - with that said, our Ligonier team found a delicious way to heat things up... an open cooking contest, encouraged everyone to bring a dish. No restrictions, no rules... each shift then voted on their favorite with various prizes being awarded in each shift.

All shifts had a lot of fun and enjoyed the tasty food and in some cases amusing presentations. Worthy of an honorable mention were the scalloped potatoes, which were heavily loaded with bacon and ham. Other descriptions were less than honestly advertised, including the vegetable stew that included deer meat and the pine floaters which were nothing more than a toothpick in a glass of water. While falsely advertised, not a scrap of the "vegetable stew" was left in the bowl... votes were tallied and the winning dishes were: 1st shift - veggie pizza, 2nd shift - deviled eggs and 3rd shift - cheeseburger sliders. Prizes included gift certificates to local restaurants. Needless to say, it was one of the most memorable days in an otherwise forgettable winter.



Winners and Runners-up Pictured (L to R)-

1st shift- Front Row: Michelle Trammel, Shelly Bowman. Back Row: Brittany Gordon, Jane Christman, Josh Musselman.

2nd shift- Shatoya Powers, Kevin Wolfe

3rd shift- Tammy Heartman (not pictured), Karissa Mitchell

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