



Business Unit Engineered System Solutions

Motion and Control Technologies



ENGINEERING YOUR SUCCESS.

Parker Engineered System Solutions

From small beginnings in 1917 as the Parker Appliance Company, today the Parker Hannifin Corporation has become the global leader in motion and control technologies with approximately 57,000 employees in 50 countries around the world.

Parker's European operations started in 1960 with a sales and service facility at Shiphol airport in The Netherlands. Now, nearly 60 years later Parker operates over 130 facilities in Europe manufacturing and selling products and systems into all nine technology areas.

Whatever your need in motion and control, give your local Parker sales office or distributor a call and see how partnering with Parker can help you meet today's productivity and profitability challenges.

Engineered Systems are now centralised in Centres of Excellence in multiple countries serving customers all over the world. Sales & application engineers are located all over Europe getting the best of both local direct lines to the customer and close contact of engineering towards the assembly process in one of the assembly locations.

Business Unit Engineered System Solutions

About us

Global but local

With annual sales exceeding \$12 billion in fiscal year 2017, Parker Hannifin is the world's leading diversified manufacturer of motion and control technologies and systems.

Strong competitive advantages, a clear strategy and goals, consistent execution and performance and many opportunities for growth, have allowed the company to consistently deliver strong shareholder returns. The company employs 57,000 people in 50 countries around the world.

Globally, the company serves more than 400,000 customers providing product and system solutions in more than 1,000 markets.

Power units



System solutions

We partner with our customers, engineer to engineer, at the earliest stages of design, to get beyond the pieces and parts, and develop system solutions. We are uniquely positioned to service you with complete motion and control systems.

Integrated systems



Total systems



Manifolds



Engineered System Solutions technologies

To meet your needs in motion and control, Parker provides expertise in nine major technologies. Within these technologies, Parker offers the widest range of products and systems available from any single supplier, including filters, hoses, fittings, valves, vessels, pumps, motors, drives, electronics, controls, cylinders and seals.

Thanks to the product breadth you can rely on Parker as a single source supplier.

Hydraulics

Delivering engineered hydraulics systems and components for powerful applications

Filtration

Quality filtration and separation products and systems for industrial, transportation, mobile and marine markets

Electromechanical

Delivering engineered electromechanical systems and components for high speed precision applications

Pneumatics

Delivering engineered pneumatic systems and components for high speed automation equipment



Partnership in Motion

From hidden costs to visible profits

Partnership is an important aspect of the Parker Hannifin business philosophy. We feel that together we can increase your productivity and profitability by utilizing all the products, services and systems in our portfolio.

Whether your need is to develop sophisticated new machinery or to keep production lines running 24 hours a day, Parker is there to work with you to help you achieve your goals.

Original equipment manufacturers from a huge variety of industries work with Parker on a broad basis in the development of new and advanced machinery. Having the widest range of products in the motion and control industry available makes it easy for our customers, wheth-

er they are in the mobile or industrial market, to build more effective and efficient machines. From sophisticated electronic controls to leak free hoses and fittings, customers can be sure they have access to the best products for their application.

But working with Parker not only means access to the best in class products for your application, it also brings partnership, engineer to engineer, at the earliest stages of design to develop hydraulic, pneumatic and electromechanical system solutions. And not only the power and control equipment but also the necessary filtration, connection, sealing or EMI shielding devices.

Rapid prototyping, unique leak free warranty program, sophisticated just in time delivery program and full training facilities are just some of the other benefits available to you when you partner with Parker.

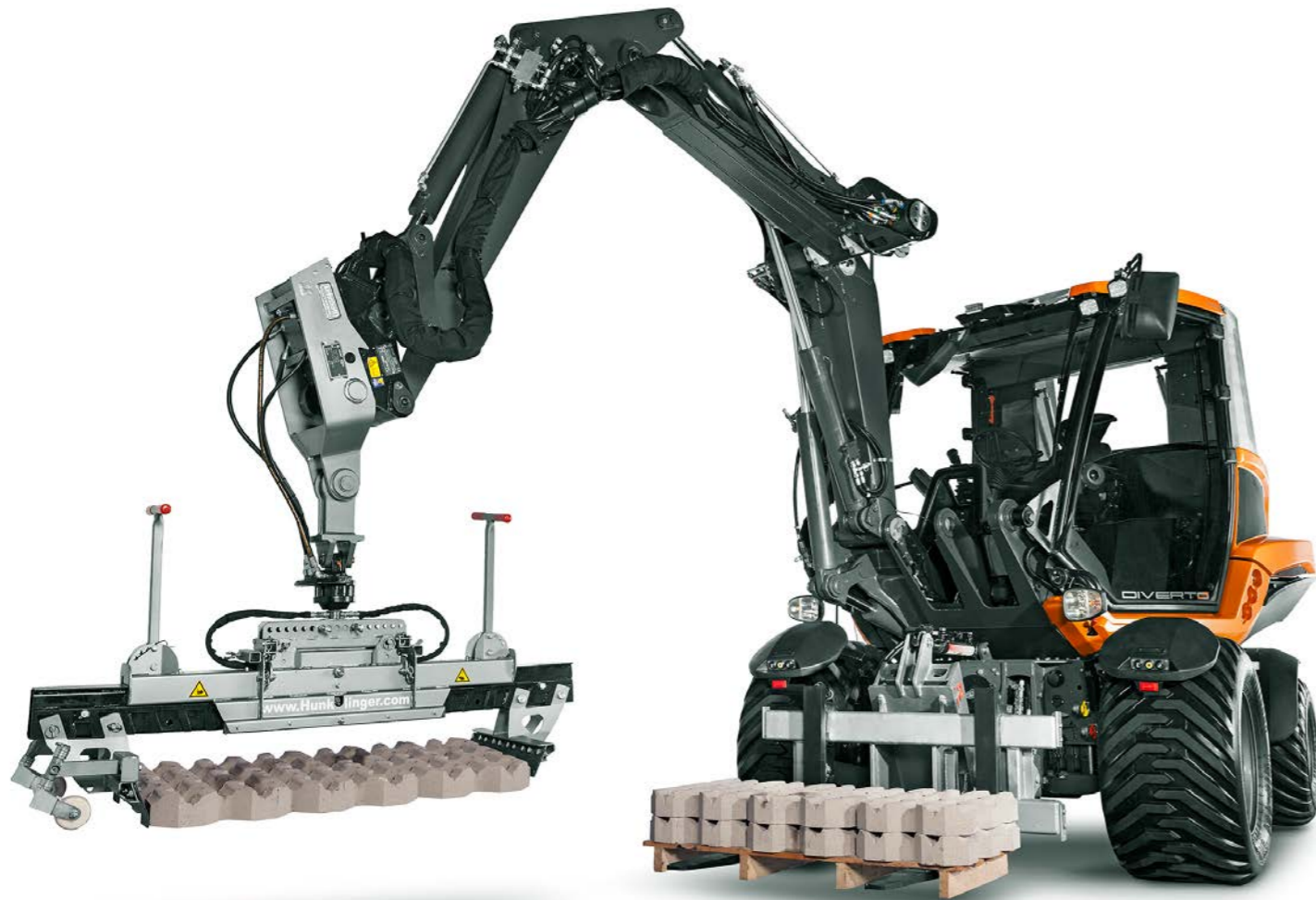
When it comes to ordering, all you need to do is call the local Parker Hannifin sales and service centre in your country. For those that have ordering requirements across the world, we can create a global engineering team to simplify the whole process and give similar access to the same products and service in multiple countries.

Maintenance & repair

Maintaining machinery and keeping it in perfect condition is essential in today's competitive markets. An idle machine generates losses with every second that passes. Profitability is enhanced when machines run at maximum capacity, so the last thing you want to happen is for something to go wrong. This is where Parker comes in. We can be on board helping you develop preventative maintenance programmes, monitoring such things as oil contamination. But if the unexpected does happen and you need immediate repair facilities, our service engineers can be on site with our rapid repair and replacement services with a 24/7 service telephone support.

Customer service

You have read about our products and services and how it can pay to work with us. But however you choose to take things forward, one thing will always be the same, our service promise. It's easy to get in touch with us. Our accessible approach enables you to make the collaboration a pleasurable and productive experience.



Three Good Reasons to ask Parker first...

Single source supply in system solutions

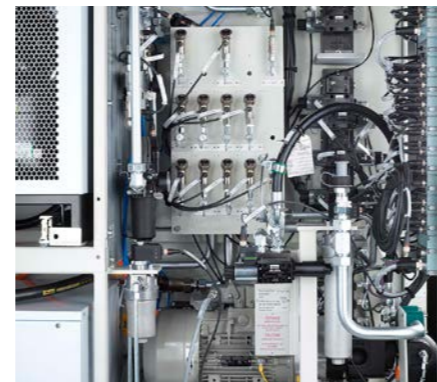
Some quotes of our satisfied customers:

“Parker was quickly convinced in our plans and was completely joining our development program.”

“What mostly attracted me, is that Parker takes responsibility for the complete hydraulic or pneumatic systems design.”

“Parker is always available to support us with technical advice and excellent component documentation.”

“We are very positive with Parker, the product quality is excellent and the customer service is at a very high level.”



Product range

Our breadth of product is unmatched. No single manufacturer is able to combine the product breadth in nine technology areas as comprehensively as Parker Hannifin. And while the current portfolio is impressive, we continue to expand our offering through significant investment in research and development and where necessary through strategic acquisitions.

Single source supply

But that's not the whole story. More and more customers have come to rely on Parker Hannifin as a single source supplier and a systems solution provider. Whether your need is for hydraulic, pneumatic, electro-mechanical, or filtration components, Parker is uniquely able to supply all of these together.

All you need to do is call your local Parker Hannifin sales and service centre.

Application knowledge

Not only does Parker have the most comprehensive breadth of product in the industry; we also support our customers by providing the engineering expertise in nine major technologies.

By developing system solutions in partnership with Parker, you benefit from:

- **Design engineering support**
- **High quality and reliability**
- **Reduced installation costs**
- **Reduced maintenance costs**
- **Easier installation**
- **Reduced operational costs**
- **Less energy consumption**
- **Reduced downtime**
- **Global support**
- **Reduced risk (single source)**
- **Enhanced system design**

So, by choosing Parker as your supplier you do not only get access to the largest range of quality components at competitive

prices from a single source, you also get access to our vast experience in systems engineering. For example our Mobile Systems Team is ready to assist in developing and fine tuning the hydraulic systems for all types of mobile machines, on site or at our own dedicated Systems Engineering Centre.

The team members all have years of experience in advanced system design and will be your partners all the way, suggesting different system solutions until you are satisfied with the performance of your prototype machine.

By adding a highly qualified Parker systems engineer to your project team, you can utilize Parker components in a way that offers significantly improved systems performance - and hence a more competitive product - at an optimized total cost.



Advanced Technology

Putting the customer one step ahead

Business development teams

Parker Hannifin combines market analysis and voice of the customer to develop their products. The Engineered System Solutions team is close to the customer and driving innovation for our component divisions.

Classification approval

Our product range with required approvals is growing daily. With the input of Parker product certification is guaranteed to meet market demands.



Innovation & technology centre

Parker uses many of the latest virtual engineering tools. By doing so, Parker Hannifin's engineers have reduced the time to develop, test and manufacture our latest product innovations. Tools such as:

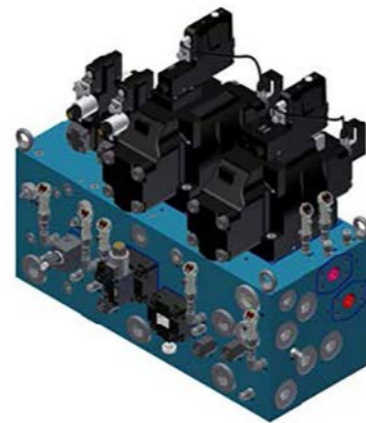
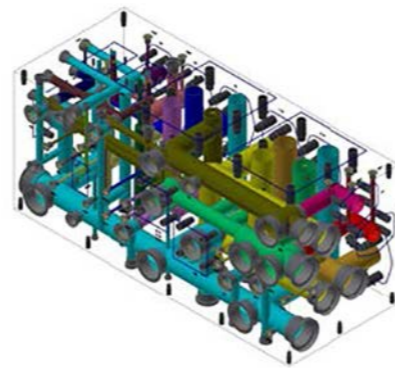
Computer Aided Engineering

3D modelling of components and assemblies with 2D manufacturing and customer assembly drawings. We make detailed 3D models of our systems available online for you to download, in order to incorporate into your own designs. The Engineered System Solutions Business Unit uses its inhouse manifold design department to ensure quality and flexibility.

Finite Element Analysis

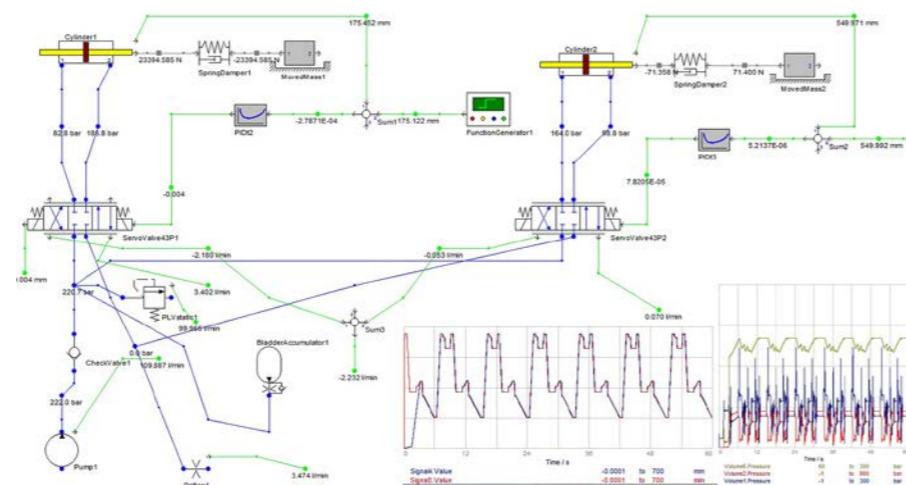
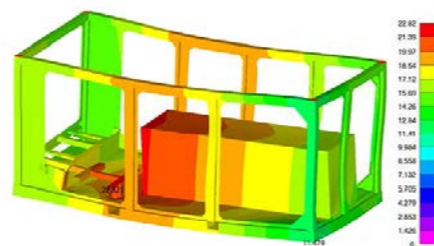
Parker Hannifin's advanced FEA techniques are used in support of product developments to reduce development time through stress analysis techniques. In complex projects it is vital to have inhouse FEA competence to deliver in time.

We have a wide experience with shock analysis, strength & stiffness and pressure tanks and reservoirs. FEA techniques are often put in practise in both destructive and nondestructive testing.



Computational fluid dynamics

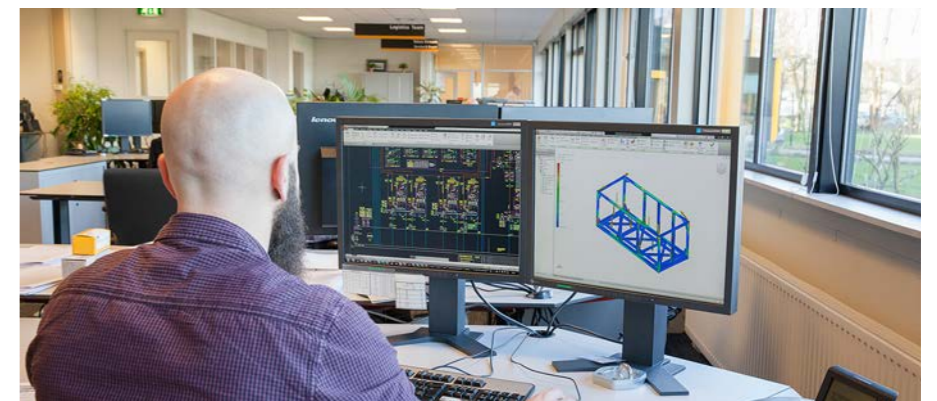
Used to optimize fluid dynamics to optimize and ensure correct working of complex systems. We have wide experience to analyze up to the most complex systems and predict behavior.



Testing

Ensuring that the product will function as expected in real life is an essential part of the development process. You can be sure that whatever the product, it has been through a rigorous test procedure whether in situ in the real life situation or using sophisticated simulation equipment in our laboratories.

Our units are all tested with continuously filtered & monitored oil (on both moisture and dirt). A wide spread power supply is available to test units in their target conditions.



Certification

We have a team of dedicated certification specialists on topics like: CE certification, ATEX, welding, MIL spec, etc. We have extended experience with shock testing, sound demands <60 dB in all kind of applications & markets.

Customer technical support

Our customer technical support provides advice through a group of technicians qualified to provide preventive maintenance for your systems (troubleshooting) factory expertise and repairs to hydraulic and pneumatic systems.



Training

Parker organizes training sessions: from theory to practice with qualified instructors using proven methods. This enables our clients to develop a greater expertise and to acquire new knowledge.

Rapid design teams

Working in a common engineering database, teams can join the customer design process. These high performance teams have short lines to multiple disciplines. Working to the highest quality in the minimum lead time.

Environmental conditions

Engineered System Solutions are designed for all kinds of conditions, whether it is subsea, marine, offshore, arctic or desert conditions. Nothing is too extreme.



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