

# EUROPEAN BUSINESS REPORT

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**PARKER reinforces its  
Promise to Customers**

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**WÄRTSILÄ AND PARKER  
Partners in Propulsion**

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**PAN-EUROPEAN  
TEAMWORK for  
Michelin Tyre Factory!**

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A photograph of several sailboats racing on the ocean under a blue sky. The boats are white with dark sails, and their masts are tall and thin. The water is dark blue, and the sky is a lighter blue with some clouds. The boats are moving from left to right across the frame.

**AMERICA'S CUP**  
Parker goes sailing

# EUROPEAN BUSINESS REPORT

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## EDITORIAL

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Jack Myslenski, Executive Vice President  
Sales, Marketing & Operations Support.

## "Where there is Water, there is Parker"

From leisure craft to supertankers, from port equipment to offshore oil and gas platforms, Parker products can be found in every corner of the global marine industry.

Our unbeatable range of marine products and solutions includes steering systems, engine controls, fuel and water systems, refrigeration and air conditioning, bow thrusters and stabilisers. Many of our marine products are famous throughout the world, such as Racor, the world's best filtration system for marine diesel engines of all sizes.

Our products are now available in 86 countries, with more to come, giving marine operators easy access to the parts they need, no matter where their ships are berthed. We are also rapidly expanding our network of marine-focused ParkerStores, with the ultimate aim of having a ParkerStore in every major port in the world, while our HOSE DOCTOR® service brings maintenance and repair services directly to the deck in one hour or less. And not forgetting either our unique container service, holding everything required for on-site maintenance and repair of marine craft.

Marine products and services is just one of the topics covered in this latest issue of European Business Report. You'll notice that the magazine has a fresh look – this is designed to fit with Parker's new branding and visual identity, our first major changes in this area for more than 30 years.

With the changes comes a new brand promise – ENGINEERING YOUR SUCCESS – which emphasises the power of Parker to improve our customers' productivity and profitability by working in partnership with them.

# The America's Cup - Parker goes sailing

The America's Cup yacht race is a punishing test of crew, boat design, sail design and...hydraulics.

Observers watching the boats compete in Valencia (Spain) this year will have seen "trimmer" crew trying to maximise depth of sail by adjusting the mast. Speed depends on getting optimal "lift" from the wind, by having the right "camber" in the sails for the prevailing conditions at any moment. This involves advanced hydraulics.

America's Cup yachts are 24 m long and 4 m wide, with a 19 ton keel and a 2 ton hull. The flexible, carbon-fibre mast is 33 m high and the sail area is hundreds of square metres. The mast can be bent hydraulically forward and aft, while other hydraulic sail-shape functions include control of the boom, tightening the foot of the mainsail, pulling down the spinnaker and adjusting the jib sheets. The boats have other hydraulic functions not related to the mast or sails.

Hydraulic components and parts used include high-tech cylinders, pumps, valves, hand motors, actuators, accumulators, connectors, hoses, seals, filters and instrumentation fittings. Loads are staggering while working pressures range from 7,000 to over 10,000 psi and everything must be both ultra-efficient and ultra-light.

### "R&D test beds"

The late Pat Parker (1927-2005), Chairman of Parker Hannifin until 1999 and a keen yachtsman, wanted the America's Cup winner to have Parker hydraulics on board. In fact, in 2007, Parker parts were on all the boats in the semi-finals and final. Parker Hannifin actually sponsored BMW Oracle, the U.S. boat, providing it with fluid connector parts, a power unit and high-pressure filtration and worked



Valencia provided superb facilities for the racing teams.

with other suppliers to ensure leak-free systems. Other yachts using Parker parts, included Alinghi (the winner, representing Switzerland), Luna Rossa (Italy), Desafío Español (Spain), Shosholozza (South Africa), Mascalzoni (Italy), Emirates Team New Zealand and Team China. "Pat saw these boats as R&D test beds," says Joe Kovach, Vice-President of Technology and Innovation, Hydraulics Group. "They're a great

way to prove advanced technical ideas in real-world conditions, with a view to technology breakthroughs and spin-off applications." In fact, the Group is already applying lessons learned – about lightness, efficiency, durability and high pressures – to Continuously Variable Transmission (CVT) technology in hydraulic energy-recovery systems. The harnessing of wind, wave, current and tidal power and solar panel technology are other areas which may benefit from racing-yacht experience. **EBR**



**Joe Kovach:**  
We're increasing our involvement in the America's Cup."



### ON-THE-SPOT SUPPORT

Prior to the actual competition there were nearly two years of intensive sailing training sessions, with many trials in Valencia's waters, in some cases leading to technical modifications on the boats. To make these happen as rapidly as possible, professional and dedicated local support was required. Hydra-Power S.L., a distributor that has worked with Parker in Spain for 38 years, played a key role through its technician Pedro Sahuquillo.

**SERVICES**

# Parker reinforces its Promise to Customers

**W**e have long placed partnering with our customers at the heart of our business. In fact, this concept has been part of Parker's Win Strategy (see panel) since its inception. It is one of the reasons why the company is the world leader in motion & control technologies, with sales in excess of \$10 billion.

Recent customer research, commissioned by the company as part of a worldwide brand review, high-lighted how important the supplier traits of 'partnership', 'consulting', and 'profitability' were to customers. The research also highlighted that many customers already attributed these traits to Parker, and that they saw them as points of differentiation with its competitors.



"This is an important issue, because although we are an extremely innovative company, our customers also perceive this attribute in some of our key competitors, so it's not an area where we can easily differentiate ourselves," explained James Perkins, Corporate Communications & Brand Manager – Europe.

"We know that we can fulfil customer expectations of 'partnership', 'consulting', and 'profitability', and so our brand promise now makes specific reference to Parker 'partnering with its customers to increase their productivity and profitability'. This has been distilled into a new tag line: ENGINEERING YOUR SUCCESS," James added.



To support the new brand promise, we will in future present a new, more consistent brand presence to our customers, thanks to the first significant overhaul of the Parker visual identity for more than 30 years.

Everything from business cards, stationery, catalogues and advertising will be reflecting the new look and reinforcing the brand message, including those of the many acquisitions that we have made over the years. "Our new

brand positioning allows for much greater consistency in all our visual communications, linking each subsidiary and business line more closely in the minds of our customers," James noted.

The Parker logo itself will not be changing, neither will the Parker 'gold' colour which has been associated with Parker for almost 30 years. Instead, the logo will appear more consistently, in black and white, as an easily identifiable master brand, and if there's an additional significant subsidiary name such as Racor, Chomerics or Domnick Hunter, it will be retained as a Parker sub-brand. Meanwhile the gold colour will be used more consistently and prominently across all marketing, advertising and other visual materials, including publications such as European Business Report. **EBR**

### PARKER'S WIN STRATEGY

Devised in 2001, the Win Strategy is centred on the vision of Parker being the world's number one motion & control company. Behind that vision are the goals to become first for customer service, produce strong financial performance and deliver profitable growth, while at the same time empowering employees to deliver the company's strategies.

The Win Strategy has many elements underpinning it – among them are product quality, value added services and the ability to offer integrated system solutions.

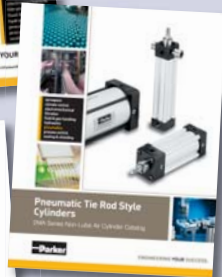
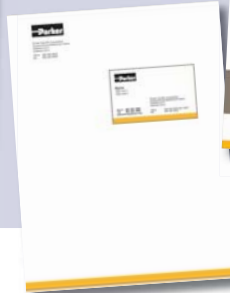
The new brand strategy fits much more closely with the Win Strategy and supports its execution. "A strong, clearly differentiated brand is a vital tool for our future success in delivering the Win Strategy. In future our customers will see a much more integrated brand that brings the various companies we've acquired more closely into a Parker 'family' that's exemplified by all our marketing and communication materials," said James Perkins.

## ENGINEERING YOUR SUCCESS.

### A NEW BRAND IDENTITY HELPING YOU TO FIND YOUR BEARINGS MORE EASILY



Together, we can reach new heights. The sky is the limit.



In all our published material you will find the strong visual features which come with Parker's new visual identity: a greater impact Parker black and white logo, a new brand promise – "ENGINEERING YOUR SUCCESS" – high-quality images with a meaningful message, and a "gold" bar at the foot of each page providing continuity across all our publications.

## IN BRIEF

## TECHNOLOGY

**Acquisitions to fulfil customers' needs**

**Airtek** – A leading provider of drying and filtration equipment for compressed air, adds to Parker's ability to provide customers with a complete air treatment package from the compressor to the point of use.

**Mitos Technologies, Inc.** – A manufacturer of fluid-handling products and systems designed specifically to meet the high purity requirements of the biotech industry, including tubing and hose, valves, pumps and moulded components. This acquisition represents significant synergies with other recent ones such as Rectus AG and Domnick Hunter.

**Rayco Technologies** – An Asian elastomer and seal technology company with compounding, mixing and precision moulding capabilities; it expands Parker's offer within industries that require high-quality, distinctive sealing technologies for critical applications in electronics and medical.

**Rectus AG** – A leading manufacturer of quick disconnect couplings and related products for pneumatic, hydraulic, medical and chemical processing applications, complementing Parker's global presence while significantly strengthening its European position.

**SSD Drives India, Pvt. Ltd.** – SSD India designs, integrates and sells low voltage AC, DC, and servo-drive systems to power and control continuous and discrete manufacturing processes. This acquisition gives Parker a strong footprint in India.

**Beijing Olympic Competition depends on Parker technology**

A patented starting gate design that uses Parker technology is winning recognition throughout the world of BMX bicycle racing, including the 2008 Olympics in Beijing. Parker Distributor, Barker Rockford, Inc., integrated Parker automation components to develop the patented system.

**Parker participates in the JP Morgan Chase Corporate Challenge in Germany**

Run over a 5.6 km long course in Frankfurt/Main with a record of 67,270 participants from 2,446 companies, this is the largest event worldwide.

As brand promotion for the ParkerStore and HOSE DOCTOR® programmes, seven teams consisting of 62 Parker and Parker distributor employees, participated in the event. For each runner, JP Morgan donates 2 Euros to support projects for young talents in deaf sports, measures for the Olympic Games and the integration of disabled and non-disabled talents in sport schools.

**Another Record Year of Sales, Earnings and Cash Flow**

For the 2007 fiscal year, Parker Hannifin surpassed \$10 billion in sales for the first time in its 89 year history. Sales reached a record \$10.7 billion, an increase of 14.2% from \$9.4 billion in the previous year. Income increased 30% to \$830.0 million compared with \$638.3 million and earnings per share increased 32.8% to \$7.01 compared with \$5.28 a year ago.

# Parker Power Units and Systems - Stem-to-Stern Solutions

Parker's huge experience and product range, global presence and economic stability equip it not only to supply customised power units for every imaginable application but also to offer complete system solutions.

"A power unit is already a system," explains Per Ivar Kolsung, Technical Manager Hydraulics, Power Unit Division, Parker Norway. "To design a power unit for any application you must already know how the customer's overall system works. It's a short step to taking responsibility for the whole package."

Power units are always customised, varying from application to application, market to market and country to country. Parker Europe produces power units in fifteen scattered European locations, to best address the specific market requirements of each area.

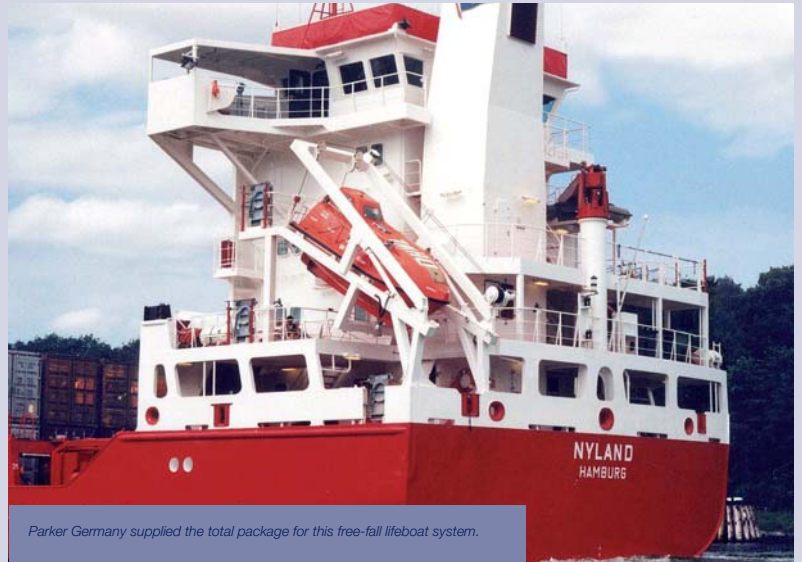
Parker has created a pan-European Power Unit "Division" – actually a think-tank of top people based in each of the fifteen power unit producing locations. They come together several times a year to share experience, standardise on engineering tools, share best practices, cooperate on purchasing-power, reduce logistics costs and maximise synergies.

**On land and sea**

Since its reach extends to the four corners of the earth, Parker is the ideal partner for tough and geographically far-reaching applications. Being already strong on land, becoming strong on the waves was a logical evolution for Parker. The Company now boasts massive expertise in marine power units and marine-dedicated product lines – for application contexts ranging from huge liners to power boats, via offshore rigs.

**Complementary strengths**

Marine application power units are the main market for Parker Norway, which has years of experience in



Parker Germany supplied the total package for this free-fall lifeboat system.

this field. "It's a specific skill," says Per Ivar Kolsung. "The sea is a turbulent, corrosive environment, so we design tanks to avoid spillage, and systems to survive shock and vibration in high seas. Standard equipment must be adapted to withstand damp and salty conditions. We must also understand international standards and obtain accreditations from marine certification bodies."

Parker Netherlands, while very active in the mobile and industrial markets, also has a strong marine side. "Ship steering applications are big for us," says Jan Fortuin, Systems Manager. "We're also involved in winches, cranes, cargo pumps, davits, bridges and stabilisers for ship radar systems and are collaborating with specialist distributors on dredging equipment."

For Parker Germany, the industrial market dominates. "Our Bremen facility, however, is strong in ship steering systems, lifeboat systems, explosion-proof equipment for offshore rigs and waste and water-recycling equipment on passenger ships," reports Udo Heidrich, Power Unit Manager, Marine and Industrial.

**Leveraging synergies**

"Our Power Unit Division helps us respond to the growing demand for total system solutions," says Hans Günter Fleischer, Value Added Services Manager Germany. "We've got engineers around the world who can understand a customer's application. We have the manufacturing capability to build and test systems and the skills to manage the supply chain. We have a breadth of product

A Parker power unit for a winch (60-ton load) manufactured by Norwegian company Hydraramire AS for an ROV/sub-sea vessel.



To protect it from the salty environment, this typical deck-sited marine power unit is enclosed in a container. Its tank and pipes are stainless steel, the fitting bodies are protected with oil-impregnated tape and other elements are surface-treated.



range and experience that allows us to stand back, look at the requirement from the widest perspective and offer the most enlightened solution. And Parker can provide support anywhere. This is good news for any sector and great news for marine systems!

Our latest new products, see pages 5/6.

**SERVICES**



# “PTS” – Helping ParkerStore replace Hose Assemblies Faster...

The excavator suddenly stops. The driver jumps down onto the mud, opens the engine compartment and locates the failed hose. The foreman comes over and rubs the dirt off a label on the hose assembly, revealing an alphanumeric code – the Parker® Tracking System code.

The label also gives an emergency freephone number and a Web address. Choosing to call rather than use the Internet (another way of getting the information he needs), the foreman dials the number on the label. The operator at the other end directs him straight to the nearest ParkerStore.

At the ParkerStore, the staff-member enters the alphanumeric code into the PTS section of PHConnect web service. Immediately, the bill of material (BOM) of the hose assembly appears on the screen, showing when it was made, the machine it is mounted on, if it has already been replaced and if so, how often and for what reason. All this helps the ParkerStore to supply

the correct new product. The ParkerStore reassures the foreman that his part is in stock.

This story is just one example of the value of the Parker® Tracking System (PTS) – an innovative, versatile and complete Web system that Parker is setting up as an added-value service for its ParkerStore network. The roll-out commences 1st July 2007 and it will be available from all ParkerStores and HOSE DOCTOR® in Europe, the Middle East and Africa by the end of the year.

The PTS uses a unique code, printed on a label (there are four label formats for different hose sizes) and is placed on each Parker hose assembly. This product “fingerprint” helps reduce machine downtime for the customer in the event of a breakdown or provides the opportunity for preventive maintenance and makes it easy to find the most suitable spare part. The programme’s Search & Report feature allows the ParkerStore to reconstruct the history of the part, in real time, and provide the customer with the best solution.

For the ParkerStore, the system means not only that it can help customers rapidly but also gives the possibility to rationalise its own inventory, launch preventive maintenance programmes, offer customers an added-value service and grow its business.



**1000**

**THE 1,000<sup>th</sup> PARKERSTORE!**

July 16<sup>th</sup> 2007 saw the opening of the 1,000<sup>th</sup> ParkerStore worldwide, by McCoy Sales Corporation, in Grand Junction, Colorado, USA. Don Washkewicz, Chairman, CEO and President of Parker, and Mark Mealy, Chairman of McCoy Sales, cut the ribbon.

ParkerStores are distributor-owned and operated retail outlets, providing motion and control products to the MRO market. Customers can get expert counter assistance or find their own parts from the retail displays – which vary from store to store to reflect local needs. Hose-assemblies can be built on the spot.

ParkerStores operate in over 50 countries. “Our distributors and ParkerStores exemplify the Parker promise to lead the motion and control market, by partnering with customers to increase their productivity and profitability,” says Don Washkewicz.

**PARTNERSHIP**

# No Worries on the High Seas

**MTU Friedrichshafen** in Germany uses Racor pre-filters for its advanced diesel engines.

The main characteristic of MTU Series 2000 common rail marine engines is their use of the very latest key technologies, such as the common rail fuel injection system. With this arrangement, fuel is compressed to 1800 bar and injected within a thousandth of a second. Even small amounts of water can cause widespread damage to the interior of an engine, so MTU Friedrichshafen GmbH, a subsidiary of Tognum AG, uses Parker Racor pre-filters in yacht applications.

yacht applications in the ‘Pleasure Duty’ range, we offer our customers an alternative to other fuel-management systems that’s both economical and thoroughly tried and trusted.”

Parker’s double switchover filter is a guarantee that fuel pre-filtering is always adequate. The two chambers of the Racor filter are connected by means of a valve block and the user can switch from one chamber to the other at any time by means of a simple lever. Sensors on the filter’s water separator issue an immediate alarm if the amount of water becomes critical, thus protecting the common rail system from cavitation.

“One important reason for choosing Parker’s double switchover filter is the fine, 10 micron filtration value,” says Joachim Martin, Sales Engineer at the MTU Friedrichshafen Marine Applications Centre. “For

“The market demand is perfectly clear. What’s wanted is a classified version of the Parker fuel pre-filter,” says Joachim Martin. “As well as functional reliability, having spare parts rapidly available is also an important factor for us. We have excellent experience of true commitment to the customer from Parker after-sales service,” he concludes.

**ON LAND AND WATER**

Tognum AG employs some 7,500 people around the world and achieved a turnover of 2.5 billion Euros in 2006. MTU and Detroit Diesel are the Group’s core brands. MTU Friedrichshafen GmbH manufactures diesel engines and complete drive systems for ships, heavy land and rail vehicles, industrial drive systems and decentralised energy installations.



Standard Racor 75/1000 double manifolds with integrated valve block are used in the MTU 2000 common rail engines.

MTU Friedrichshafen GmbH also develops and manufactures tailor-made electronic systems to control and monitor diesel engines and thus guarantee reliable operation for yachts.



**PARKERSTORE OPENINGS - APRIL '07 TO OCTOBER '07**

COUNTRY/DISTRIBUTOR	TOWN	COUNTRY/DISTRIBUTOR	TOWN
AE Petrotech	Sharjah	FR Nagou	La Réunion
AT Hydraulikservice	Au an der Donau	FR PHP	Pau
AT Pixner	Oberndorf	FR Sogema Services	Lys-lez-Lannoy
AZ ESMA	Baku	GR Pneumatec	Athens
BE Autostuc	Genk	HU El & Me	Budapest
BE Morreels	Ronse	IE Redwood Hydraulics	Cork
CH Tecalto	Basle	IT Deltatec	Milano
DE Bührig und Adam Waelzlager und Antriebstechnik GmbH	Hanover	IT OPT	Rivoli
DE Fritz Barthel Armaturen GmbH & Co. KG	Hamburg	IT Rama Fluid	Lecco
DE Hydraulik-Technik Kh. Hauck GmbH	Neustadt-Speyerdorf	IT Salm	Viareggio
DE HyPneu GmbH	Chemnitz	KZ Gateway Ventures	Almaty
DE Maag Technik GmbH	Rastatt	LV Inpap	Daugaspils
DE Max Michl GmbH	Munich	LT Industrial technologies	Panevezys
DE Otto Glas Handels-GmbH	Stephanskirchen-Rosenheim	LY Devexport	Tripoli
DE PV Industrietechnik GmbH	Bremen	NL Integron Aandrijftechniek	Leeuwarden
DK Parker Hannifin	Esbjerg	PL Hydrog	Bialystok
ES Bezars	Villafranca de los Barros	PL KoPo	Opole
ES Bezars	Casarrubios del Monte	PL U-Tech	Radom
ES F10 Servicio Sur	La Victoria	RO Badi	Bucharest
ES Freytam	Tarragona	RO PH Pneumosevice	Craiova
ES Manufacturas KAM	Llanera	RU Petrogress	Nizhnevartovsk
ES Roda & Plast	Alcala de Henares	RU Tractorcenter	Vologda
FR ATH	Bordeaux	SE Inab AB	Skeleftea
FR Caen Fluid Service	Caen	TM ACECO	Ashgabat
FR Fica	La Ricamarie	TR Hidroser	Bursa
FR FIO	Nantes	TR Hidroser	Izmir
		TR Hidroser	Tuzla
		SK Parker Hannifin	Bratislava
		ZA Coalition Trading 570 cc	Wittbank
		ZA Eavesdrop Trading 106 cc	Airport



# PRODUCTS

TDP Info 09

## Active Closed-Loop Control

**Product family:** proportional throttle valves.  
**Technical description:** active-control pilot-operated 2/2-way throttle valve • Flow 500 up to 30,000 L/min • Pressure 350 bar • Completely adapted unit with integrated electronics • "Fail-safe" function.  
**Advantages:** highest dynamics • Excellent positioning accuracy • Excellent reproducibility • Low hysteresis • Enhanced process accuracy through high-precision production • Higher machine output thanks to shorter cycle times • Minimised failure time due to robust valve design • Flow direction from A to B and B to A.

**Applications:** speed, position, force and pressure controls  
 • Especially suitable for die casting machines and presses.



IQAN-MD3 Info 10

## New IQAN Master Module IQAN-MD3

**Product family:** IQAN system.

**Technical description:** colour 3.5" TFT Display  
 • Two CAN buses  
 • 7 Inputs/1 Output  
 • Outdoor rated • Function buttons • Diagnostics and event logging  
 • Deutsch connectors  
 • IQAN design software platform.

**Advantages:** two CAN buses give flexible system solutions  
 • Rapid application development and simulation • Easy to customise the operator interface • Replaces external instrumentation • Mounted internal or external to the cab  
 • Built-in data logging with large storage capacity  
 • Fast machine status and error detection • Rugged design.

**Applications:** applications involving hydraulic control as a machine master control system node • Various mobile applications controlling and supervising engine ECU's - Forestry - Material handling - Refuse - Construction - Mining - Agriculture.



IDEC Info 11

## Integrated Digital Electronic Control for P1 / PD

**Product family:** medium duty piston pumps.  
**Technical description:** digital electronic control for medium duty piston pumps  
 • Integrated sensors for pressure, speed, temperature and displacement  
 • Windows™-based software • Currently available for 75 cc/rev.  
**Advantages:** fully integrated into the pump • No external



wires other than the one for commanding flow and pressure • Reduction of proportional valves required in the system • Increased operating efficiency • Sophisticated hydraulic system monitoring capability for onboard diagnostics.

**Applications:** a wide range of demanding industrial as well as mobile applications to be found in several areas  
 - Materials handling • Construction • Mining  
 • Industrial machine tool • Injection moulding.

PV270 / T7EECS Info 12

## Unique Pump Combination for High Flow Applications

**Product family:** hydraulic pumps.  
**Technical description:** pump combination consisting of a variable PVplus pump with 270 cc/rev and a vane pump T7EE with 454 cc/rev • Maximum flow 1,300 litres per minute • Pressure level up to 350/240 bar continuous operation (PVplus/T7EE) • Power to weight ratio >2kW/kg.  
**Advantages:** lighter and more compact design than any other product on the market • Ripple chamber and vane technology minimise pulsations from the pump, which results in lower system noise and longer component life  
 • High performance.

**Applications:** all types of applications with high flow demands • Hydraulic presses • Marine and Off-Shore  
 • Paper industry.



F11-19 IP Info 13

## Intelligent Saw Motor for Forestry Machines

**Product family:** hydraulic piston motors.  
**Technical description:** high speed (10,000 rpm) piston motor • Integrated start/stop, bar feed and chain speed control valves.  
**Advantages:** reduces cutting time by up to 35% compared with other saw motors • Minimal log splitting - better timber grading • No over-revving damage - longer system service life • Machine owners make up to 20,000 Euros extra income per year.

**Applications:** forestry harvesting machines.



PRO-BLOC / MONOFLANGE Info 14

## New Manifold Range Meets ISO 15848 Class A for Fugitive Emissions

**Product family:** Instrumentation flanged products.  
**Technical description:** Pro-bloc and bleed valves and monoflanges to meet the new ISO 15848 Standard for Fugitive Emissions • New designs provide process instrument interfaces of outstanding integrity to help processing organisations dramatically enhance their LDAR (Leak Detection and Repair) programmes.  
**Advantages:** specifically designed to meet the ultra low ISO 15848-1 emissions standard to class A • Temperature rating of -29°C to +180°C • Available in all standard pro-bloc and monoflange configurations • Maximum pressure rating to class ANSI2500 • Bolted bonnet ball valve design • All sealing threads protected from the process media  
 • Fire-safe design available.

**Applications:**  
 • Chemical  
 • Petrochemical.



DR Info 15

## New Magnetic Piston for Pneumatic Cylinders: Slim and Smart



**Product family:** complete pistons for pneumatic cylinders.  
**Technical description:** double-acting elastomer complete piston with solenoid interrogation and integrated cushioning

• Pressures up to 10 bar  
 • Temperatures: -20 °C to +80 °C (120 °C)  
 • Sliding speed up to 1 m/s.  
**Advantages:** one-piece solution combines sealing, guiding, cushioning and interrogating function and guarantees easy assembly as well as offering handling and logistic cost benefits • Extremely low axial assembly height facilitates small cylinder designs • Fits standard profile DP installation grooves, therefore easy retrofitting.

**Applications:** pneumatic cylinders according to DIN ISO 15552 and compact cylinders according to DIN ISO 21287 • Double as well as single-acting cylinders.

S8824-60 Info 16

## High-temperature Silicone for Intercooling Systems

**Product family:** VMQ sealing compounds (Silicone rubber).  
**Technical description:** temperature range: -50°C to +210°C  
 • Hardness: 60 Shore A • Compression Set (70 h / 210°C): 35% • Low-temperature performance TR10: -51°C.  
**Advantages:** consistently low compression set throughout a vehicle's entire life cycle • Resistance to charge air with engine oil contaminations as well as blow-by gases • High temperature resistance • Retention of resilience at low temperatures • Suitable for the demanding conditions of very tight assembly spaces • Accommodates complicated geometries and tight tolerances • Outstanding ageing and weather resistance • Excellent electrical insulation.

**Applications:** seals and moulded shapes for applications in inter-cooling systems.



For more information please complete the form on [www.parker.com/ebv](http://www.parker.com/ebv) or send an e-mail to our European Product Information Centre at: [epic@parker.com](mailto:epic@parker.com)

### Automation Products

[Info 01](#) Mini Direct Solenoid Valves  UK  DE  FR  IT  ES

### Climate and Industrial Controls Products

[Info 02](#) EPP4 Comfort  UK  DE  FR  IT

### Filtration Products

[Info 03](#) Icount PD Olded  UK

[Info 04](#) Racor Transmission Filter  UK

### Fluid Connectors Products

[Info 05](#) Prestolok Stainless Steel  UK

[Info 06](#) Cergom 10  UK  DE

[Info 07](#) Parker ServiceMaster Easy  UK  DE

### Hydraulic Products

[Info 08](#) SBA Safety Blocks  UK  DE  FR

[Info 09](#) TDP  UK  DE

[Info 10](#) IQAN-MD3  UK  DE  FR  IT  ES

[Info 11](#) IDEC  UK  DE

[Info 12](#) PV270 / T7EECS  UK  DE

[Info 13](#) F11-19 IP  UK

### Instrumentation Products

[Info 14](#) Pro-Bloc / Monoflange

### Seals Products

[Info 15](#) DR  UK  DE

[Info 16](#) S8824-60  UK  DE

**PARTNERSHIP**

# Wärtsilä and Parker – Partners in Propulsion

**W**hen **Wärtsilä** out-sourced the hydraulics on its thrusters and propellers, it needed more than just a component supplier.

The Finnish company Wärtsilä is the leading supplier of ship machinery and propulsion and manoeuvring solutions for marine vessels and offshore applications. Wärtsilä Propulsion Netherlands BV, in Drunen, Holland, designs and supplies the lion's share of Wärtsilä propulsion systems. In 2002, after initiating a Total Cost Reduction programme, it out-sourced total responsibility for the hydraulic systems on its control table pitch (CP) propellers, steerable thrusters (ST) and transverse tunnel thrusters (TT). The company was looking for a long-term partnership



The impressive Wärtsilä CPP main propulsion unit is powered by Parker hydraulics.



Wärtsilä estimates that it "powers every third vessel on the horizon." The adjustable angle of CP propellers (at the stern of a boat), gives extra manoeuvrability, propeller efficiency and power. Transverse thrusters, at the bow, may be equipped with CP propellers to enhance manoeuvring. Steerable thrusters, mostly found on offshore or tug applications, can be fully rotated, to apply thrust in any direction. The accurate positioning of platforms equipped with such thrusters is stabilised by satellite.

A 6 x 160 kW Parker Hydraulic Power Unit for driving a thruster.



with a single supplier.

Parker proved an ideally qualified partner for the assignment. "Wärtsilä gave us a free hand in designing solutions," says Parker's Jan Fortuin, Systems Manager Netherlands. "And as a complete system supplier, we could be crea-

tive about achieving cost reductions across the whole supply chain. Our solutions lean towards maximising standardisation and modularity across the propeller and thruster ranges." Creating modules and standardising manifolds, tank designs and pump/motor combinations, for example, means fewer components, higher quality and lower costs. It also simplifies life for the Wärtsilä engineers, who can install and start up the Parker systems with standardised hydraulic, pneumatic and electrical control components across the board.

Some of Parker's systems have to be shipped to China, where Wärtsilä has a major manufacturing facility. "The shipping market is in tremendous growth," explains Rob Stuit, Parker Territory Manager. "The sheer quantity of orders from Wärtsilä is a challenge in itself and

Wärtsilä really relies on Parker's financial solidity, marine expertise, technical solutions and efficiency, and its global distribution and support network. This all requires a very open and strong partnership between the parties concerned."

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# High Performance Requirement

**H**igh-pressure piston compressors from **J. P. Sauer & Sohn Maschinenbau GmbH** lead the worldwide market in naval applications and general marine operations. The Kiel-based company uses Parker Lucifer Series solenoid valves to drain off condensate. Parker also provides all tube fittings in the compressors and filter technology.

"Reliable components with really high performance are an absolute must, as far as we're concerned", affirms Hartmut Hahn, Engineering and Logistics Manager at Sauer & Sohn in Kiel. The high performance requirement results from the demands imposed by the high-pressure piston compressors, which deliver between 15 and 400 m³ per hour at pressures from 8 to 420 bar. These are used as start-up air compressors for ships' diesel drive plants, for example in container vessels. Producing some 2,500 compressors per year, Sauer & Sohn enjoys up to 40 percent global market share. For naval applications, the compressor specialists are global market leaders.

"We've been working with Parker for over 25 years and they were already involved with the design and development of these compressors," Hartmut Hahn explains.

While Parker EO-2 tube fittings are used in all the compressors, the Lucifer two-way solenoid valves, with water-tight IP67 housings, play a major role in the multi-stage compression of air or technical gases. In terms of the oil and water separators installed between the stages, these valves ensure the elimination of water, which is essential during compressor operation.

The excellent performance provided by these high-pressure solenoid valves meets demanding naval requirements, particularly as regards EMC compatibility. And the valves have other advantages, as Hartmut Hahn points out. "Their performance capacity and tough design have convinced us," he says. "Of course, the valve must also have a good price-performance ratio and that's definitely the case with those we use." He is also particularly pleased with "the constructive co-operation and the fact that Parker delivers reliability and high quality." This is why Sauer & Sohn also chose high-pressure dryers and filters for compressed-air generation from Parker subsidiary Zander-Filter.

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Naval compressors such as the WP 5000 feature compact dimensions, low weight, low noise level, minimal vibration and easy maintenance at long intervals. Reliable Parker components such as fittings, filters and valves provide the support vital to this highly successful design.



Sauer & Sohn four-stage water-cooled high-pressure compressors with high capacity are used in naval submarines and are among the most modern and maintenance-free products of their type in the world.



Our latest new products, see pages 5/6.

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**PARTNERSHIP**

# Pan-European Teamwork for Michelin Tyre Factory

**N**ot many companies have Parker's capability of coordinating a French-German-Polish project, which is one reason why Parker Hannifin has been a lead supplier to **Michelin** for 35 years.

A boom in the global automobile market has had a direct impact on the tyre industry. Michelin decided in 2005 to invest €250 million to expand its factory in Olsztyn, Poland, and last year it authorised an additional €100 million expansion to increase its capacity for passenger car, light and heavy truck and agricultural tyres.

The French tyre company ordered dozens of new tyre curing presses from a German supplier, Harburg Freudenberg Maschinenbau GmbH. Tyres obtain their final forming,

In Germany, engineers specified the necessary components for the presses and designed the customised products required while working with Harburg and Parker's Market Sales Manager, Thomas Schmidt and Account Manager Günther Eberhart. In Poland, two Parker engineers worked with Sales Manager Miroslaw Wojcik to coordinate all specifications, draw up the project plan, and install and maintain the Parker material. At the height of the project, said Wojcik, "we had up to 12 people at the site," including those from the

local Parker distributors involved throughout the project. **EBR**

Parker's manifolds with D41FW proportional valves control the speed and position of the tyre curing presses delivered to Michelin by Harburg Freudenberg, the former Krupp Elastomertechnik.



**Rockfin.** Parker's distributor in Poland, built the PV270 noiseless piston pump in the foreground and installed the hydraulic tubing.



tread design and the required markings on the sidewalls in the curing press at 150°C. Michelin demands reliability, quality, low maintenance and cost-effectiveness in its operations.

The worldwide demand for tyres is nearly one billion a year, and Michelin makes them one at a time in curing presses supported by Parker technology. In the centre: CEO of Michelin - Michel Rollier.

The project started in France, home to Michelin's purchasing and engineering departments, but execution required a larger view. "Germany did the engineering, Poland put it all together and France coordinated everything," said Dominique Marceau, Parker Key Account Manager for Michelin and the industrial market in France. Parker supplies not only components to Harburg for the presses but also hydraulic and pneumatic systems.

Thus, Parker products that help Michelin build tyres include customised hydraulic round-line cylinders made in Germany, hydraulic proportional valves, hydraulic control units and PV+ hydraulic piston pumps as well as SCP SensoControl Mini pressure sensors, power units, no-skive hoses and fittings, pneumatic connectors and all the couplings required.

"In value, it is about 50-50 between components for the presses and for the factory," said Marceau.



# Parker Goes Deep with Halliburton for Subsea Oil

**W**hen worldwide demand for petroleum raises prices at service stations, it also inspires creative approaches to increase the flow from oil wells. Working together, **Halliburton** and Parker have developed an economic way to get more oil from Norway's existing sub-sea wells.

In general, oilmen get 57 percent of the oil from an onshore well, stimulating production by pumping down cocktails of chemicals like scale inhibitors, scale solvers and acid treatments. However, they usually get only 45 percent out of sub-sea wells because using the kind of rigid superstructure that is possible on land would be exorbitantly expensive in the sea.

Halliburton had the idea that with a dynamically-positioned vessel in a relatively calm sea, a flexible hose could be used to force chemicals into the well.

Parker had the hose for the job: 600 metres of Polyflex 2" Black Eagle with its working pressure of 10,000 psi. With Parker's Graham Ford, Focus Product Unit Manager of the Polyflex Oil & Gas Division, onboard the Viking Poseidon, Halliburton's crew learned how to handle the hose safely.

A system of floats and weights allow the 600 metres of hose to form a "lazy S" in the 350 metres deep North Atlantic. The slack handles the ocean swells that push the vessel constantly.

"Using the same wells that they spent all that money drilling, they can squeeze another 20 percent out," said Ford. "It's going to earn millions for the country." The well intervention industry today is going crazy. Other well intervention specialists are now taking the lead from what Halliburton has achieved and Parker's order book is extremely healthy with new and repeat business. **EBR**

*After the valve is attached to the Parker hose, it is lowered into the sea through the "moon pool" on deck, and robot submarines attach it to the well.*



Dynamically-positioned vessels are likely to experience heave, so they require a flexible contact with the ocean floor.



**PARTNERSHIP**

# Terenzio Presses – Perfect pressing with Parker

**T**erenzio's great versatility and remarkable advanced design capability is obvious when you look through the gates of its plant in Desio, Milan province.

As well as two machines under construction for helicopter blades, an observer would see 30 metres of sophisticated equipment for moulding composite materials, alongside equally reliable and accurate machines for moulding rubber items.

Founded in 1934, the company employs over 60 people – 25 percent in the technical office. "Apart from injection presses for moulding elastomers, our machines are customised," says Silvio Tavecchia, Terenzio plant manager. "We define the specifications with our customers so as to produce installations with perfect characteristics for the end customer." Italy accounts for 40 percent of this market, whilst the remaining 60 percent is exported, primarily to Europe but also the U.S, Australia, North and South Africa, the Middle East and China.

Terenzio's wider range of machines – which becomes ever more sophisticated and whose common

denominator can be found in the components used – is used for the production of O-rings, washing machine seals, anti-vibration mounts, high-voltage insulators, truck and tractor cabs, heat shields and dozens of other items.

"All the double-acting cylinders, for virtually all the press units for injection machines, the filter elements, hoses and connectors are provided by Parker, as are the hydraulic and pneumatic components used on the Advantage injection-press series," says Silvio Tavecchia. He explains that the long partnership with Parker, which has become closer in recent years as technology has developed, is due to the quality/price ratio and the close attention that Terenzio receives from Parker. "Our engineers liaise closely with their Parker counterparts on the technical aspects of the production of customised machines," affirms the plant manager. "The result is that we receive a pre-tested product



with the specifications required." This added value is as important to Terenzio as it is to its customers.

**EBR**

**PARKER PRODUCTS ON THE ADVANTAGE**

*Clockwise from bottom left: Modultex FRL. PV Plus Series pump with P/Q control. HMI Series hydraulic cylinders. Hoses and fittings. Series P1D pneumatic cylinder. Hydraulic system. Series PM133 water solenoid valve.*

## Custom thinking keeps Missile Unit on Duty

**W**hen soldiers go to war, they have a right to depend on their equipment. MBDA, the company formerly known as Matra BAe Dynamics, needed unsurpassed quality for an engine unit to power the Rapier Mk2 missile launcher that defends ground troops from air attacks. Parker Hannifin and its employees in Warwick are proud to have been chosen to develop and supply the power plant and a critical maintenance tool.



*Defence departments in 10 countries use the Rapier Mk2 missile launcher.*



*The CM20 includes a printer to make a permanent record of test results.*

A two-cylinder, air-cooled diesel engine encased in a bonded honeycomb pod provides electric power for the radar and electronics that track enemy aircraft and hydraulic power to aim the eight ready-to-fire missiles in the latest Rapier F SC MK2. The combined hydraulics and electronics systems have many custom-built components, including the pump, alternator, transformer rectifier unit, relay box and control and monitoring system. The assembled and tested unit is delivered to MBDA for mounting into the trailer unit.

"Among the main criteria when developing the Rapier system was the need to build a unit that was as lightweight and compact as possible, yet sufficiently robust to withstand the rigours of transport

and operation in extremely hostile environments," says MBDA's Tony Pedley. "Just as importantly, the system had to be simple to use and easy to maintain."

A critical maintenance question is the checking of the hydraulic fluid for purity, which isn't easy in a compact, rugged package that has to operate reliably and with precision under a wide range of environmental conditions. But Parker was up to that task as well.

By designing the package with a single access point for the hydraulics, MBDA, or users in the field, could theoretically use Parker's CM20 portable particle counter to check and validate the fluid. Connection is quick and easy. However, back pressure from the

hydraulic system would disable the Single Point Sampler normally used with the CM20, so Parker developed a special needle valve assembly to overcome the problem.

"Now, not only does the CM20 allow our production engineers and our customers' battlefield technicians to check contamination levels in the hydraulics fluids quickly and simply," says Pedley, "it also minimises the volume of fluid required for each sample. The technology and support services provided by Parker are of the highest standard," says Pedley. "They have helped us to develop hydraulics and electronics control and monitoring systems that far exceed our original design parameters."

**EBR**

## SERVICES

# Sales Companies create Value for Parker Customers

Three new Parker Sales Companies are now open for business – in Switzerland, the United Arab Emirates and Turkey – bringing to 25 the number of these customer-focused organisations now operating in the Europe/Middle East region.

The three new countries in the network are all logical choices – the UAE is enjoying a boom in construction and is seeing major developments in its oil and gas industries; Turkey's machine tool and automot-

ive manufacturing sectors are growing rapidly, while Switzerland has both a sound industrial base and a very central geographical position in Europe.

The Sales Companies offer customers and distributors a single contact point from which to access the complete range of Parker products. Each office is staffed with technical experts who can devise system solutions tailored exactly to the customer's needs, as well as providing logistical support

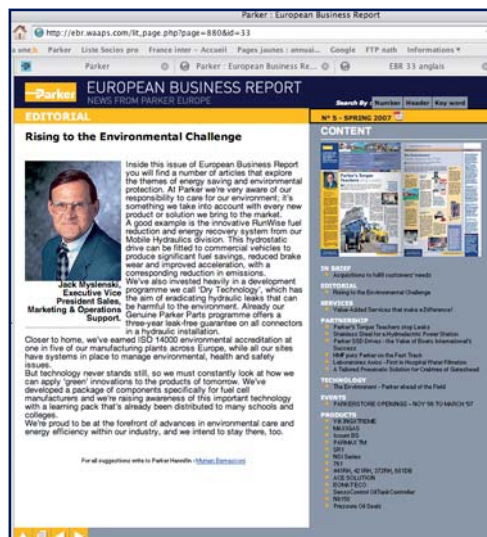
(including just-in-time deliveries and kitting services), maintenance and repair, training and value-added services. They can also help to cut transaction costs by issuing single invoices, no matter how many different products from different Divisions are involved.

“Strong partnership and premium customer service are at the heart of the Sales Company philosophy,” explained Charly Saulnier, VP Operations, Sales Companies South. “They bring us closer to our customers and give us the ability to augment our in-

country representation with specialists focused on finance, customer service, IT, value-added services and products, together with a market-driven field sales team that is focused on identifying and meeting the needs of customers and distributors.”

Through its network of Sales Companies, representative offices and distributors, Parker now covers some 60 countries in the Europe/Middle East region, serving 300 million people. **EBR**

## EBR goes Virtual



The EBR's Internet version now looks – and behaves – just like the printed version!

If you're caught without your copy of EBR these days, no need to wring your hands. Just connect to [www.parker.com](http://www.parker.com), follow the path to EBR and find a small animated miniature of the latest issue – its pages turned by an invisible hand.

Double-left-click on this and EBR itself will open on your screen – not the rather basic HTML layout hitherto typical of the mag's Web version – but the real thing! Click on a page corner and the page will “turn” realistically. Clever tools then let you zoom in and out, word-search, bookmark things, make margin notes, highlight passages and send it electronically (highlights, notes and all).

Virtual EBR: it's practical, it's attractive, it's useful... it's great! **EBR**

### LETTERBOX

Over to you. European Business report is a forum for dialogue between Parker and all of its partners. Please give us your best ideas, your observations or the subjects you would like to see covered in this magazine.

You can contact Myriam Bernasconi by e-mail: [mbernasconi@parker.com](mailto:mbernasconi@parker.com)

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