



Visiting Parker IPD

Policies, Schedules and Timetables

aerospace
climate control
electromechanical
filtration
fluid & gas handling
hydraulics
pneumatics
process control
sealing & shielding



ENGINEERING YOUR SUCCESS.

About Customer Visits



At Parker IPD, we appreciate the commitment of everyone involved in the Customer Visit Program. It's our goal to provide the opportunity to visit our production facilities so that customers can better understand and appreciate our people, products and programs.

Parker Instrumentation Products Division encourages customer visits to our Alabama and Erie, PA facilities.

Visits allow us to discuss business while giving you the opportunity to review what we do and meet our dedicated employees. To facilitate the process, the following policies are in effect for all visits.

Consent

All plant visits require the prior knowledge and consent of the local Parker ITM or Regional Manager.

Guests

Distributors may bring one customer to IPD each year as a guest of the Division. IPD will pay the customer's commercial airfare as well as hotel lodging and meal costs. For each subsequent customer visit within the fiscal year, IPD will split the cost of commercial airfare and other expenses with the distributor.

Using the Company Plane

Depending on location, the Parker plane may be requested **with the approval of IPD's Marketing Manager / General Manager**. When the Company plane is used, the distributor will pay all expenses (hotel, meals, entertainment, etc.) for the entire visit. For maximum cost benefit, the plane must be filled to capacity with either 7 or 8 people. The Parker ITM or Regional Manager must accompany customer guests and distributors on Company aircraft. Only two people are allowed from the distributor side. If your group cannot fill the Parker plane, commercial airline arrangements can be made.

Notification / Date Selection

Each prospective customer will be offered a specific week in which to visit. Any days available within that week will be acceptable. Visits must be confirmed 30 days ahead.

To ensure proper visit coordination, IPD must receive visit itineraries with customer names and titles two weeks in advance.

Kevin Burke
Marketing Manager

Timetables

Typical Customer Tour Timetable

Welcome

IPD Overview and Discussion 1 hour

Plant Tour and Quality Program Overview

Huntsville or Jacksonville 1-2 hours

Instrumentation

Products Overview 45 min.

Lab Tour 30-45 min.

Lab Tour with Testing 1 hour

Boaz Plant Tour 1-2 hours

Visit Schedule, Headquarters Only

Day 1 – Arrive Huntsville:

Afternoon Arrive Huntsville Airport

6:30 p.m. Dinner with Parker Personnel

Day 2 – Huntsville:

8:00 - 9:00 a.m. Welcome / Overview Conference Room

9:00 - 11:00 a.m. Plant Tour / Product Discussion

11:00 - 12:00 p.m. Lab Tour / Demo

12:00 p.m. Lunch

1:30 p.m. Depart from Huntsville

Visit Schedule – All Plants

Day 1 – Arrive Huntsville:

Afternoon Arrive Huntsville Airport

6:30 p.m. Dinner with Parker Personnel

Day 2 – Huntsville:

8:00 - 9:00 a.m. Welcome / Overview – Conference Room

9:00 - 11:00 a.m. Plant Tour / Product Discussion

11:00 - 12:00 p.m. Lab Tour / Demo

12:00 p.m. Lunch

1:00 p.m. Depart for Boaz

2:00 - 4:30 p.m. Plant Tour – Boaz

4:30 p.m. Depart for Anniston

6:00 p.m. Dinner with Parker Personnel

Day 3 – Jacksonville:

8:00 - 9:00 a.m. Review – Conference Room

9:00 - 11:00 a.m. Plant Tour / Product Discussion

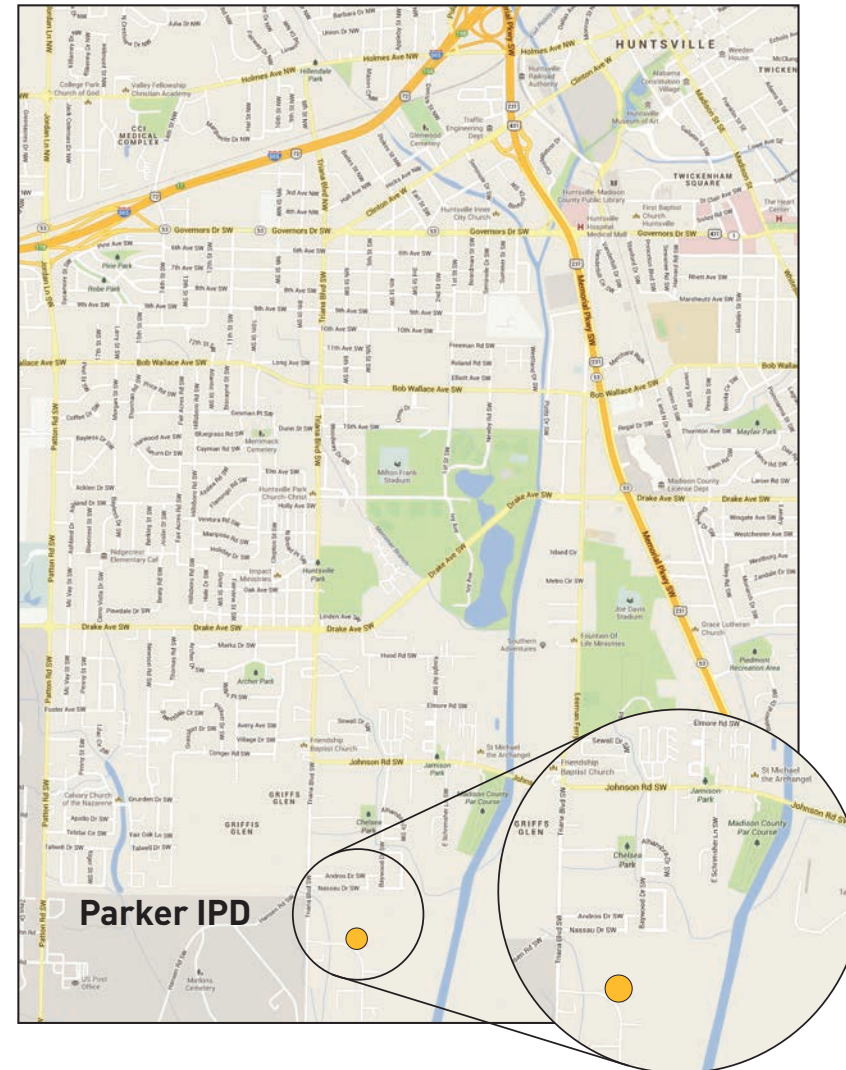
11:00 - 12:00 p.m. Engineering

12:00 - 1:00 p.m. Lunch

1:00 - 2:00 p.m. Product Discussion

2:00 p.m. Depart for Airport (Birmingham / Atlanta)

Area Map



Parker IPD

Parker IPD
1005 A Cleaner Way
Huntsville, AL 35805



Driving Timetable

Huntsville to Boaz 1 hour

Boaz to Jacksonville 1 hour

Huntsville to Huntsville Airport 30 min.

Jacksonville to Birmingham Airport 1-1/2 hours

Jacksonville to Atlanta Airport 2-1/2 hours

Jacksonville to Anniston Airport (Corporate planes only) 45 min.

Hotel to Plant (Hilton Garden Inn, Hampton Inn or Hilton DoubleTree) 10 min.

Please note: Plant visits are customized for individual customers and their requirements.



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