

*Drawing on our strengths.*

100

PARKER HANNIFIN  
CENTENNIAL

PARKER BEGAN WITH ONLY TWO PEOPLE,  
ARTHUR PARKER AND CARL KLAMM. THE JOURNEY  
FROM THAT TWO-PERSON ENTERPRISE TO  
A TECHNOLOGICAL TOUR DE FORCE CONTAINS  
STAGGERING SETBACKS AND ACHIEVEMENTS,  
BUT THROUGH IT ALL ONE THING HAS GUIDED  
THE COMPANY: THE ENTREPRENEURIAL SPIRIT OF  
ART PARKER. ART CREATED A CULTURE THAT  
COMBINED FAMILY AND FAIRNESS WITH  
INNOVATION AND DETERMINATION. THAT  
COMPETITIVE AND COMPASSIONATE CULTURE IS  
ALIVE AND WELL. IT'S WHY PARKER IS THE GLOBAL  
LEADER IN MOTION AND CONTROL TECHNOLOGIES.



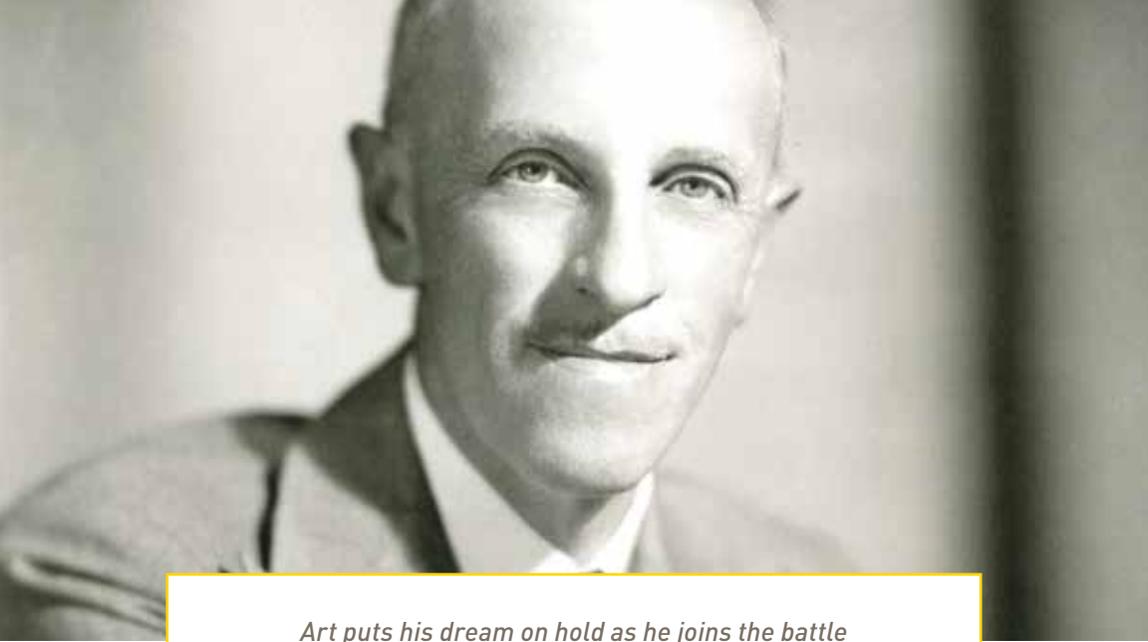
# 1917

## THE *Dawn* of HIS DREAM.

*Art Parker establishes the Parker Appliance Company, a small machine shop in Cleveland, Ohio. The company would build pneumatic brake systems for trucks, trains, buses, industrial machinery and a recent invention called the airplane.*



*Nearly 10 years before the founding of the company, Art Parker receives a patent for a device that provides hydraulic control on machinery. The first of his nearly 160 patents.*



*Art puts his dream on hold as he joins the battle in World War I. While at war, Art notes that the braking systems on supply trucks are insufficient. He is inspired to improve them.*

---

Traveling to a trade show where Parker would demonstrate the capabilities of their brake system to several large bus and truck manufacturers, a trailer carrying Parker's entire inventory falls off a cliff east of Pittsburgh, Pennsylvania. Art is forced into bankruptcy but immediately begins his efforts to rebuild.



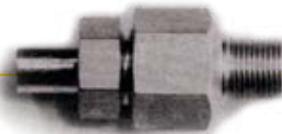
# 1924

## DECLARING THEIR *Determination.*



In an effort to restart the company, Art Parker files for a patent for a two-piece flared tube fitting. The new fitting, which could be used in thousands of applications, would be the foundation for the new Parker Appliance Company.

Along with Detroit Edison and Goodyear Tire and Rubber, the U.S. Navy adopts the use of the Parker flared tube fitting.



*Art begins his intense study of the aviation industry with aircraft pioneers. They would depend heavily on Parker fittings and valves.*



Charles Lindbergh makes the first transatlantic flight with Parker's fuel system on board his plane, the Spirit of St. Louis. This historic event marks the beginning of Parker's remarkable relationship with the aerospace industry that continues today.

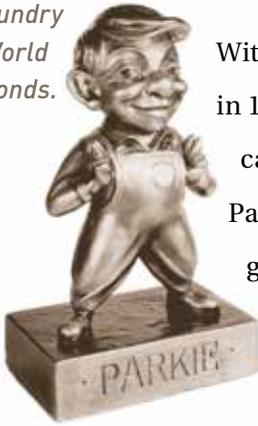
*Art marries one of his very first employees, Helen M. Fitzgerald, a progressive and determined woman. In 1929, within two years of their marriage, their son Patrick Parker is born. Art and Helen would have three additional children, creating a vibrant, loving family.*



*Parker survives  
the Great Depression as a  
result of critical orders from  
the aviation industry.  
Employees receive steady  
paychecks amid hard times.  
In 1934, with a growing  
workforce, Parker buys the  
former Hupp Automobile  
plant, a 450,000-square-foot  
building on Euclid Avenue  
in Cleveland.*



*Parker creates an official mascot salesman, "Parkie," in its own foundry to help sell World War II bonds.*

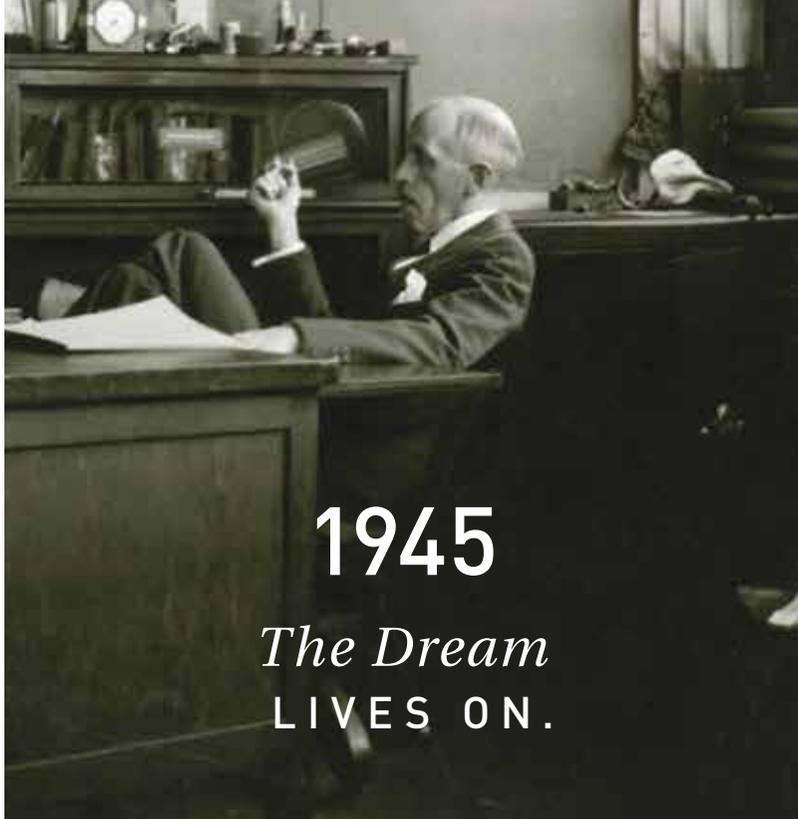


With 40 patents and sales of \$3 million in 1939, Parker responds to the country's call to arms. During World War II, Parker has only one customer: the U.S. government. A testament to the trust and innovation in Parker products.

*To support the war effort, Parker grows from 910 employees in 1940 to 2,600 in 1941. Sales from 1940 to 1945 rise from \$3 million to \$21.9 million.*

*Supporting*  
THE  
WAR EFFORT.





# 1945

*The Dream*  
LIVES ON.

On New Year's Day 1945, Art Parker dies suddenly. To keep Parker running and against the advice of the board, Helen Parker reinvests the proceeds from her husband's \$1 million life insurance policy back into the company. She hires new management, and together they make the visionary decision to diversify.

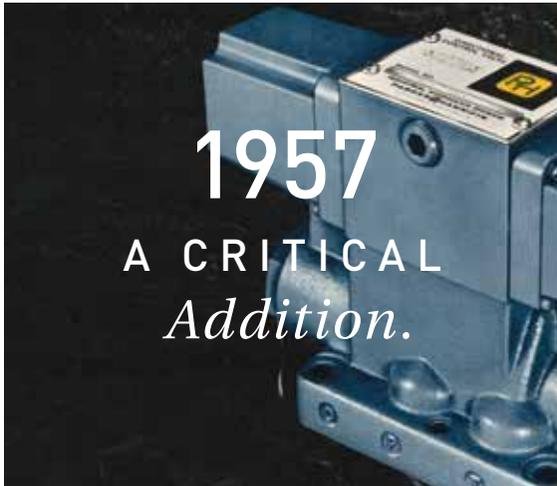
*Once again, Parker becomes a trusted ally of the United States in the Korean War. Parker products, which have been vastly improved since World War II, are in high demand. These include new valves for aircraft fuel and hydraulic systems, components for jet engines, and devices that enable faster refueling of airplanes.*



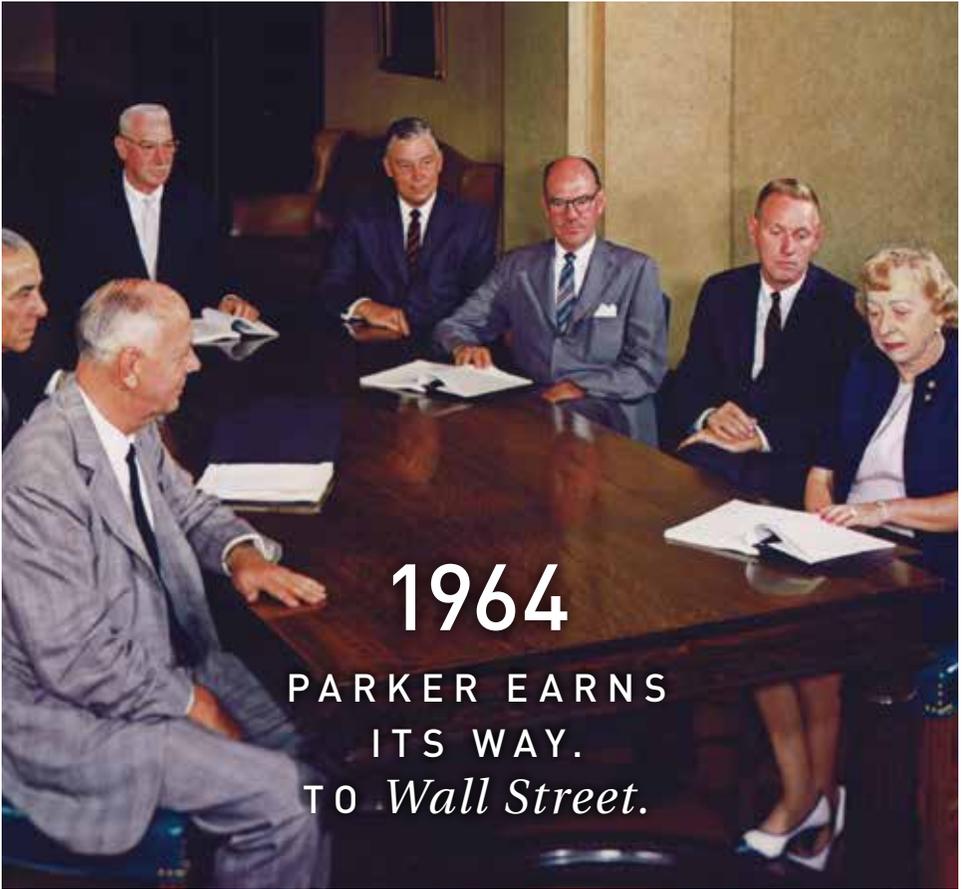


Pat Parker begins working for the company full time in 1955.

His experience with fighter planes as a U.S. naval supply officer during the Korean War would serve him well as sales correspondent at Parker.



In 1957, Parker acquires the Hannifin Company, a family-founded company and a leading manufacturer of cylinders and valves. The acquisition allows Parker to supply all of the components of a fluid power system, a critical capability to the broader industrial world.



# 1964

PARKER EARNS  
ITS WAY.  
TO *Wall Street.*

Parker expands dramatically through more and more acquisitions. The company prospers by maintaining its unique culture and decentralized management philosophy.



For the first time, Parker's stock is traded on the New York Stock Exchange. In just two years, Parker is part of the prestigious Fortune 500. A new era begins as Pat Parker becomes the company president.

He will lead the company with the same innovative vision as his father.



# 1969

REACHING  
AMAZING NEW  
*Heights.*

A mere 42 years after Charles Lindbergh's historic transatlantic flight, Apollo 11 lands on the moon. Once again, Parker technology is on board, helping to control the engines of the landing module.



*Parker engineers work around the clock with NASA to save  
the lives of the Apollo 13 astronauts.*

*They devise a way to get oxygen from high-pressure storage to  
the spacecraft cabin, allowing the astronauts to breathe and  
return home safely.*

During a deteriorating economic period, Parker remains strong by  
becoming a major player in the automotive industry.

Parker introduces its new logo in 1975. The modern design represents  
the forward-looking vision of the  
company. The logo is still in use today.

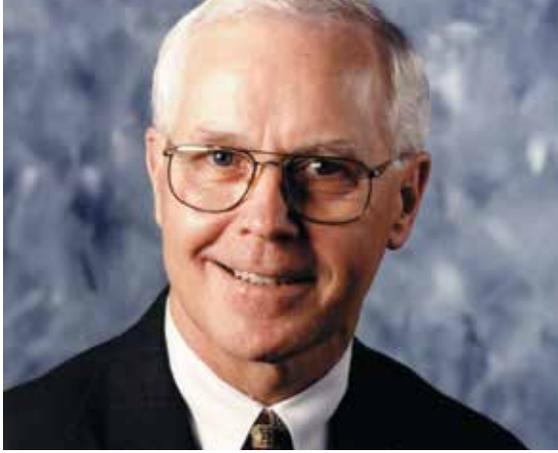




After 10 years of strategic growth, Parker reaches a significant milestone: sales of \$1 billion. It is a promising indicator of things to come.



Parker expands and builds in West Germany, France, Norway, Finland, Italy, the UK and Australia. It is a true global enterprise.



Led by President and CEO Duane Collins, Parker commits to global growth through acquisition and new facilities. Supported by a robust network of independently owned distributors, Parker is now serving customers in 120 nations.

*In 1993, Parker transforms its value-added services with the ParkerStore™ network, which offers walk-up repairs and the HOSE DOCTOR® service, which performs on-site maintenance. By 2007, it had opened 1,000 retail stores. As of now, there are approximately 3,600 independently owned retail locations.*





*After more than 60 years of operation at the former Hupp Automobile Plant, Parker moves its global headquarters to a modern building in Mayfield Heights, Ohio, near Cleveland.*



# 1997

IT ALL ADDS UP.  
TO *Success.*

From 1993 to 1997, Parker reorganizes  
into global businesses establishing  
regional group presidents and a sales company  
structure to support local customers  
with products from multiple divisions.

It is a major catalyst for growth:  
Sales nearly double, earnings quadruple.



Don Washkewicz takes over as President and COO. He charts a new course for the company with his innovative Win Strategy. Don would travel to the company's global facilities to discover pockets of excellence. The idea was to apply these proven tools throughout the entire enterprise. In a down economy, the Win Strategy would rally the company to achieve unprecedented growth.

*As the Win Strategy gains more momentum, Parker sales grow to \$8.2 billion in 2005. The approach is now integral to Parker's DNA.*





HIS LEGACY  
*Lives on.*

On July 6, 2005, Pat Parker passes away. Pat's leadership had an enormous influence on the company. His sense of humor, humility and caring were felt from the production floor to the paneled offices. Like his father, he had a passion for innovation, and he was intensely committed to customers as partners and friends.



# 2007

## UNITY AND *Opportunity.*

Parker adopts a new brand strategy, a cohesive program to unify the company worldwide. The plan would include a new tag line to support its promise of partnering with its customers to increase their productivity and profitability.

### ENGINEERING YOUR SUCCESS.

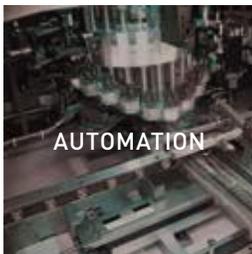
## THE PARKER *Culture.*

The Parker culture continues to reflect the example of its founder Art Parker. A winning culture can only be achieved with passionate people and engaged leaders who treat valued customers with deep respect.

This is how Parker conducts business with integrity.



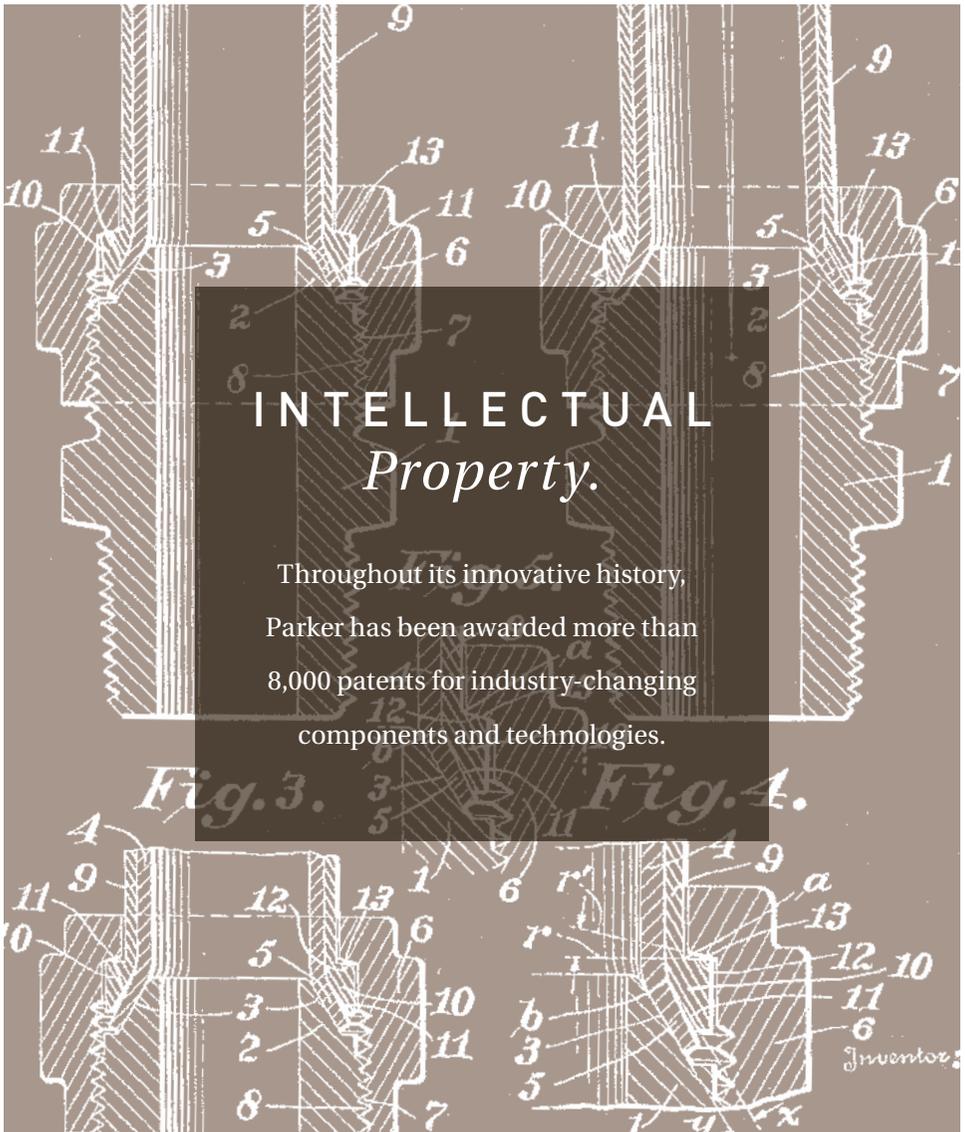
Parker leads progress in industrial sensor technology and the Internet of Things; energy grid efficiencies and the development of wearable robotics; and even racing yachts, Formula One cars and electric motorcycles that are setting new speed records.



*Parker pledges to have a positive impact through their commitment to solving the world's greatest engineering challenges.*

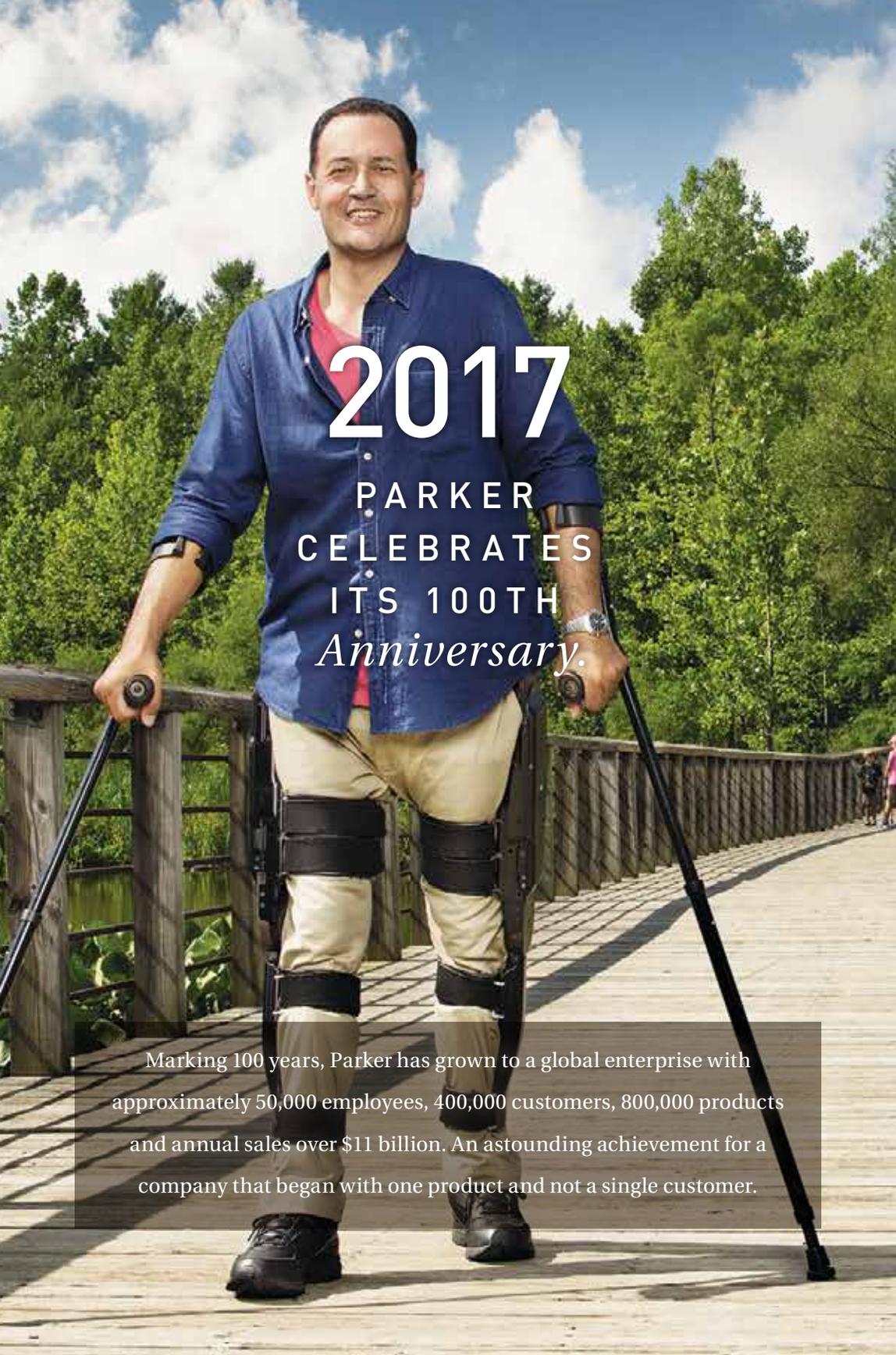


Chairman and CEO Tom Williams and President and COO Lee Banks implement a refreshed Win Strategy based on global feedback from team members, customers and even top shareholders. It would set new goals, re-energize employees and expand Parker's premier customer service model. The strategy securely positions the company for new levels of success.



## INTELLECTUAL *Property.*

Throughout its innovative history, Parker has been awarded more than 8,000 patents for industry-changing components and technologies.

A man with a prosthetic right leg and a knee brace is walking on a wooden bridge. He is wearing a blue button-down shirt over a red t-shirt, khaki pants, and black shoes. He is using two black trekking poles for stability. The background shows a lush green forest and a blue sky with white clouds.

# 2017

PARKER  
CELEBRATES  
ITS 100TH  
*Anniversary.*

Marking 100 years, Parker has grown to a global enterprise with approximately 50,000 employees, 400,000 customers, 800,000 products and annual sales over \$11 billion. An astounding achievement for a company that began with one product and not a single customer.



[www.parker.com](http://www.parker.com)