



IMPORTANT TRAINING CLASS INFORMATION

PLEASE ROUTE TO MANAGEMENT

Parker Hannifin Corporation
Filtration Group
Racor Division - Village Marine Tec.
804 SE 17th Street CSWY
Fort Lauderdale, Florida 33316

Phone 954-523-4900
Fax 954-523-2920

Date: April 12, 2011

To: Racor Distributors

What: **Racor VMT Watermaker University**
Desalination and Application Training Class

Where: Fort Lauderdale Sales & Service Center
804 SE 17th Street CSWY
Fort Lauderdale, Florida 33316

Toll Free: (800) 625-8802

When: **June 28-29, 2011**

Ladies and Gentlemen:

We are pleased to offer Racor VMT watermaker training to help improve your application skills and to better understand the solutions offered for your customers. Please send your key sales and service people to **Racor VMT Watermaker University**.

The format is a workshop and interactive participation is encouraged. **Racor VMT Watermaker University** will begin at 8:30 a.m. on Tuesday and continue through Wednesday until no later than 3:30 pm.

Please confirm attendance by contacting Harry Abeles harry.abeles@parker.com and include "Racor Watermaker University" in the subject area. **Please contact him by June 7, 2011 to confirm your attendance.**

See you soon.

PARKER HANNIFIN CORPORATION
RACOR DIVISION – VILLAGE MARINE TEC.

Harry Abeles
Store Manager - Marine Territory Manager
www.villagemarine.com

Agenda:

1. Introduction of inside sales team and guests.
2. History and acquisition background
3. Water 101 - Importance of purified water globally
4. Reverse osmosis (desalination) 101 – Theory and practice
5. Typical product specification
6. Glossary and Terminology
7. Sales channels
8. Applications
9. Product overview
10. Competitors
11. Product applications in the marine market
12. Product applications in the land-based market
13. Navy and Coast Guard applications overview
14. Installation considerations
15. Basic maintenance
16. Sales tips
17. What's next?