



Parker Hannifin Corporation
Hydraulic & Fuel Filtration Division
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Dear Valued Business Partner,

Today we are announcing the transfer of distribution from Velcon Filtration Canada to **National Energy Equipment Inc.** effective March 31, 2017. The competencies and culture within **National Energy Equipment Inc.** align well with that of Parker Hannifin Corporation to ensure a world class customer experience. The backbone of every organization is its people. **National Energy Equipment Inc.** is well positioned to provide seamless delivery of the legacy Velcon Filtration Canada product portfolio.

“This new distribution organization will leverage the existing Velcon Filtration Canada personnel and their outstanding market and application knowledge to support the business moving forward,” said Rob Guglielmi, Aviation Regional Manager. “This transfer of distribution offers significant advantages from our combined strengths to better serve our customers.”

National Energy Equipment Inc. will maintain customer support and stocking locations in both Cambridge Ontario and Edmonton Alberta and will work to ensure consistent pricing and delivery to the marketplace. The Hydraulic & Fuel Filtration Division will be working closely with **National Energy Equipment Inc.** through the transition period and beyond. Rob Guglielmi will maintain an ongoing division leadership position in supporting **National Energy Equipment Inc.** and our valued customers in Canada.

We encourage our partners to continue to coordinate ongoing business activities with current contacts as they transition to **National Energy Equipment Inc.** The team will regularly explore opportunities to enhance the business experience and delight our customers. We remain committed to continuous improvement and value any and all feedback.

The future is bright and both organizations are energized and passionate about the business, our partners, and the opportunity to deliver a world class customer experience each and every day. We thank you for your ongoing support and look forward to our continued partnership in mutual growth and prosperity.

Our very best regards,

Denis Williams
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Robert Guglielmi
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