



March 6, 2017

Dear Valued Supply Chain Partner,

Today we are announcing the transfer of distribution from **Velcon Canada to National Energy Equipment Inc.** effective March 24, 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. National Energy Equipment Inc. is well positioned to provide seamless delivery of the legacy Velcon Canada product portfolio.

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. This new distribution organization will leverage the existing Velcon Canada personnel and their outstanding market and application knowledge to support the business moving forward. This transfer of distribution offers significant advantages from our combined strengths to better serve our customers.

Velcon Canada will no longer operate at our current facilities effective March 24<sup>th</sup>. National Energy Equipment has operating locations in both Cambridge and Edmonton and therefore, any/all shipments related to Parker Velcon or National Energy Equipment businesses shall be directed to the following addresses:

Cambridge facility:

456 Franklin Blvd, Cambridge, Ontario N1R 8G6  
Ph: 519-622-7363 Fax: 519-622-7110

Edmonton facility:

17107-118 Ave NW, Edmonton, Alberta T5S 2V3  
Ph: 780-430-0808 Fax: 780-413-0341

Thank you,

Rob Guglielmi  
Aviation Regional Manager  
Parker Hannifin Canada