



NITROGEN FOR LASER CUTTING

Parker Filtration and Separation has a fleet of generators (Micro(Mix), NG-Compact, NitroSource, TyreSaver and TruckTyreSaver) available that can be used for trials, exhibitions and demonstrations. A lot of trials at the customers' sites lead to an actual sale. This success story also starts with a trial at the customer.

About half a year ago Thierry Hauguel, one of the sales engineers in France, asked for a NitroSource rental unit for a potential customer. After an advertising campagne this potential customer, Amada (www.amada.com), contacted Parker France for more information about the Parker nitrogen generators. Thierry contacted this company and they agreed to meet him for an introduction of the nitrogen generators.

At the moment Thierry first visited this company they used UBE membranes (Japanese brand) for their laser cutting process. Besides nitrogen from membranes they also used bulk nitrogen at high pressure (18 bar(g)).

Nitrogen at laser cutting is used to avoid oxidation of the cut. On the laser cutting tool there are often two points of use for nitrogen, one at 18 bar(g) and another one at low pressure. The required nitrogen purity for this application is 99.4% and is used to make a clean cut on stainless steel (99.8% to make a white cut).

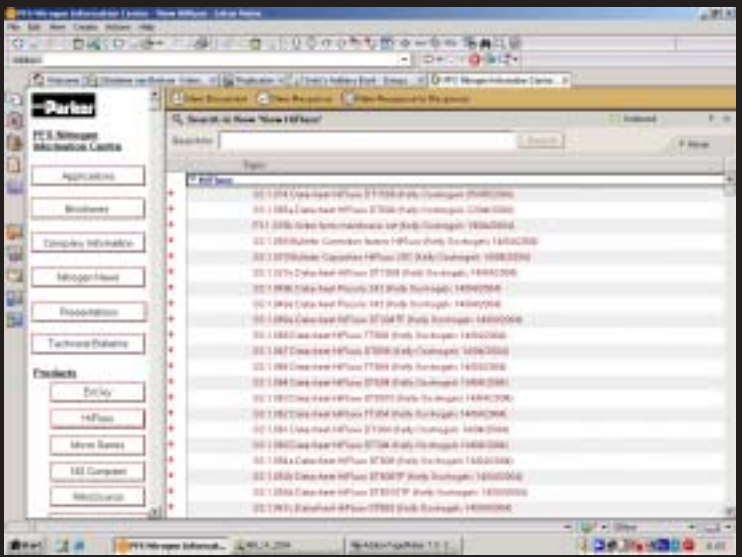
To convince the customer that Parker is a good (better) alternative for the UBE membranes it was decided to put a rental NitroSource generator at their site. For the generator to work best a vessel was installed after it. The generator was tested for a month at the company and after this period Amada decided to purchase a NitroSource (main + sub).

The reason why this story is a success story is that besides UBE membranes and nitrogen from the gas company also PSA units were offered to this company but Parker turned out to be the best solution for them.

The sales manager from Amada is very positive about the NitroSource generator and advises this solution to his customers. Thierry already received some requests for quotations via Amada.

Thierry Hauguel started for Hydraulic Filtration in 1990. Back then, Amada was already a very good prospect for their machine tools. Thierry moved on to Parker PAG in 2002. At this moment Parker France has two sales engineers who promote and sell Parker membrane-based nitrogen generators.

P.S. If you need information about the availability of certain nitrogen generators from our test fleet, please contact Kelly Oostvogels (koostvogels@parker.com) for information.



N₂ INFORMATION CENTRE

Everybody who sell and promotes our nitrogen products has a sales binder in which most important information can be found on our products. But as often products or information changes not everybody has always the most up to date information available. To solve this problem we now have created the N₂ information centre. All Parker people who are involved in promoting and selling PFS nitrogen generators will, very soon, get access to our N₂ information centre on Lotus Notes. In this database we have put all documents needed when dealing with our nitrogen products, such as datasheets, technical bulletins, manuals, nitrogen news etcetera. With this information centre we make sure that all Parker people will always have the latest information available (and can hand this to their

distributors) and don't need to wait for us to send or mail this to them. We are sure that this tool will make it easier to work with our products.

We have tried to include all necessary information in this database. However, in case you should find that there is information missing, please let us know by sending an e-mail to Kelly Oostvogels about your findings.



TOOLKIT TYRESAVER

Although we and our customers are convinced of the idea of using nitrogen in Tyres, the final customer, the consumer sometimes need persuasion or more explanation to accept that nitrogen in tyres is better than ordinary compressed air. Therefore, to promote the use of nitrogen in tyres at the actual garages where the TyreSavers are being placed we have developed a TyreSaver toolkit. This toolkit will go with every ordered TyreSaver (for free) and can also be ordered separately. The toolkit will be made according to the so-called BOX IN A BOX principle. In the big box (outer box) you will find the small box and 2 posters. Inside the small box are the items ment to give away to the car owner. This little box will contain flyers and

a display to put on the counter, scratch-and-sniff cards in the TyreSaver logo and green tyre caps. The last two items should be used on and in the cars that have their tyres inflated with nitrogen. Additionally it is possible to order a banner that can be hung in garages.

This toolkit will be available by the end of June. More information will follow via e-mail.





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Contact persons

Hans Pluimes, your contact for OEM and EnOxy related questions
Kelly Oostvogels, your contact for order, price, delivery and test fleet information
Ghislaine van Berkomp-Smits, your contact for questions on standard generators

ANSWER TEST 13

The customer now uses 20 Nm³/hr and wants to double his capacity, meaning he wants 40 Nm³/hr. NG-LA 215 can produce 24 Nm³/hr @ 93% @ 7 bar(g). The customer needs an additional 16 Nm³/hr to get the total of 40 Nm³/hr. Other than the NG-LA's the current generators have a minimum specification of 95%. With the NitroSource main-unit you can produce 26 Nm³/hr @ 95% @ 7 bar(g) and add this to the current NG-LA system.

TEST 14

Your customer sells potato chips. Bags are filled with nitrogen in order to get longer shelf-life. Currently your customer uses gas bottles but doesn't like all the hassle that comes with it. Especially the fact that production has to stop to change a bottle. They now use 5 bottles of 10 Nm³ during an 8 hrs working day. Each change of bottles costs about 12 minutes. After switching to a generator the machine will still work 8 hrs a day. The purity the customer requires is 99% and the nitrogen is needed at 1 bar(g). What is the best solution for your customer?

BASIC, ADVANCED AND SERVICE NITROGEN TRAINING MARCH

During the last 3 days of March we organised a Nitrogen Basic, Advanced and Service training in Etten-Leur for Parker people and their distributors. We welcomed a very international group of 20 people. The first training day was dedicated to the Basic training. This nitrogen training explains the very principles of our generators, applications and marketing information. The next day we went on straight-away with the advanced training during which we got into more detail on the generators and some specific applications. The last training day was the Nitrogen Service training. This day all knowledge that people had

learned about our generators could be tested for real on the generators. We want to thank all participants for being present and hope they've enjoyed and learned a lot during these days. Good luck with future business!

