



August 1, 2017

The Honorable Rick Snyder  
Governor  
P.O. Box 30013  
Lansing, MI 48909

Dear Governor Snyder,

On behalf of Parker Hannifin Pneumatic Division, I would like to express our appreciation for the workforce development services provided by West Michigan Works! We are the North American pneumatic technology experts within Parker Hannifin Corporation, and our headquarters are located in Richland, Michigan. We serve the alternative energy, aerospace, material handling, factory automation, food & beverage, life sciences, medical, machine tool, packaging, transportation, and military markets with customized solutions and platform products. Our focus is on premier customer service, financial performance, profitable growth, and empowered employees. Parker Hannifin corporation began in 1918 and Pneumatic Division North America was created with the Schrader Bellows acquisition in 1985. Since then, Pneumatic Division has experienced organic & acquisition growth, including eleven acquisitions with operations in the United States, Mexico, and Canada. Pneumatic Division's distributor network extends to every state and province in Canada, Mexico, and the U.S. We offer expertise in every discipline of motion & control, including: electromechanical, fluid connection, hydraulics and pneumatics.

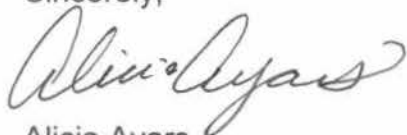
I connected with West Michigan Works! because we made the decision to close the Akron, OH facility and bring additional business into Michigan this year. The move consisted of two phases: phase 1 ("Highway Value Stream"), moved on July 9, 2016 and phase 2 ("Railway Value Stream"), moved on September 10, 2016. During this time, we had a project team working on revamping our Otsego facility to ensure we have the proper infrastructure and environment to sustain this new business as well as the additional employees. This investment was close to \$800,000 supporting building and technology upgrades.

Certain positions within Parker require that employees attend KVCC and become a DOL With the STTF grant, we plan to pay for our new hires technical training at KVCC as they complete the apprenticeship program. We hired a Maintenance A on July 8, 2016; this individual must meet all requirements of Maintenance B Development Program before entering the Maintenance A Development Program. To achieve the Maintenance A status, candidate must have a minimum of 3000 hours as a

Maintenance B and 5000 hours as a Maintenance A, including overtime, spent in the department for training. Candidate must also successfully complete all classes/seminars (or their equivalent). In addition, we hired two Cell Tech I (Machine Set Up) on August 15 and August 22, 2016; This individual must meet all requirements of Cell Technician III Development Program before entering the Cell Technician I Development Program. To achieve the Cell Tech I status, candidate must have a minimum of 3000 hours as a Cell Tech II and 3000 hours as a Cell Tech I, including overtime, spent in the department for training. Candidate must also successfully complete all classes/seminars (or their equivalent). These individuals are required to complete classes at KVCC, are registered through the DOL, and they will gain on the job working hours. At the end of their program and meeting all the requirements, they will be fully recognized apprentices through the DOL.

By obtaining this training grant, Parker Hannifin Pneumatic Division will ensure our apprentices have quality training through the Kalamazoo Valley Community College apprenticeship, our location will improve business performance by having skilled and educated members on our value streams, Parker will retain employees longer because of increased morale and job satisfaction. It is vital to Parker Hannifin Pneumatic Division to ensure we have a skilled workforce, producing quality products, and shipping to our customers at an acceptable rate. Michigan Works! My company has benefited by working with West Michigan Works! Because they have give us a valuable resource. What I find most valuable about partnering with West Michigan Works! Is the partnership with the Business Solution Representatives.

Sincerely,

A handwritten signature in cursive script that reads "Alicia Ayars".

Alicia Ayars  
Sr. Human Resource Representative  
269-629-2577