



June 18, 2019

The Honorable Gretchen Whitmer
Governor
P.O. Box 30013
Lansing, MI 48909

Dear Governor Whitmer,

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.

We connected with West Michigan Works! because we made the decision to close our 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. Since 2016, we had moved the business past the stabilization and productivities phase, into building a culture of safety. The Parker Pneumatic Division promotes a culture where safety is a core value. We are committed to achieving zero incidents by demonstrating mutual accountability, shared responsibility, and the courage to care for one another. Our Maintenance professionals are on the forefront of our safety activities. Plus, they are more likely to carry out un-routine tasks. Which is one of the main reasons education is extremely important. Our Maintenance positions within Parker require that employees attend KVCC and become a DOL With

the STTF grant, we plan to pay for our new hire technical training at KVCC as they complete the apprenticeship program.

By obtaining this training grant, Parker Hannifin Pneumatic Division will ensure our apprentice has 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. Parker 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, appearing to read "Alicia Ayars".

Alicia Ayars
HR Specialist
269-629-2577