



ITT

Conoflow

Newsletter

April 2007

Upcoming Mailing

Within the next three to four weeks we expect to be sending out a package of information to all of our Distributors. This will include:

- **New Product Catalog:** We have completed the layout and will be publishing a new condensed product catalog within the next month. Each office will be sent a supply of these.
- **New Printed Price Sheets:** We are also going to be publishing new price sheets that will be available in online pdf format and hard copy. Each office will be sent a supply of these as well. There will be three new price sheets, one for low-pressure products, one for high-pressure products and one for diaphragm seals.
- **New Discount Structure:** A revised discount structure that will distinguish between true stocking distributors and those who simply buy/resell products.

Product News

FR100 Airpak, Filter-Regulator with Bolt-Through Mounting

We listened to your requirements for a bolt-through design to replace our discontinued GFH85 series. The design process is coming along quickly and we expect to have this ready to sell later this year! The design and performance will be similar to the recently launched FR95 series.

I/P Transducers

We have also been working on a new transducer that will have upgraded performance and reliability specifications. This too will be ready for launch later this year.

ITT Conoflow
5154 Highway 78
St. George, SC 29477-0768
Tel: 843-563-9281, Fax: 843-563-2131
www.conoflow.com



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Updated Web Site!

- **Order Status:** Your order status (Delivery date, ship date, tracking number) can now be viewed on our web site for easy access to information 24 hours a day. If you have not already done so, please register for your password.
 - Go to www.conoflow.com
 - Select the drop-down for INFORMATION RESOURCE CENTER
 - Select ORDER STATUS---Request a sign-on
 - Follow the instructions
 - You are all set!

Sales & Marketing Updates!

- **Product Photo's:** We have upgraded our ability to quickly provide product photo's for your advertising needs. Please let us know what you need and we can provide promotional pictures for you
- **Demo Kits:** We have received several requests for carrying cases with products for use in sales calls and trade shows. We have put together a case with high pressure products and one with our low pressure offering. Please contact your Regional Sales Manager should you be interested in purchasing these. (Hint: you should want one!). We would like to get a quantity count by so we can get the cases and products ordered.

New Representatives!

Please join us in welcoming the following Representatives to the ITT Conoflow Family:

- **Southgate Process Equipment:** Georgia
- **McIntosh Controls Corporation:** Maine, New Hampshire, Rhode Island and Eastern Massachusetts
- **Integral Energy Limited:** Nigeria, West Africa and the Gulf of Guinea

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