



ITT

Conoflow

Newsletter

July 2006

Attachment this month

- Please download the attached file that contains an updated listing of the Conoflow factory contacts.

New Eastern Regional Sales Manager

We are pleased to announce that David Lofton has joined the ITT Industrial Sales Team. David will be managing the ITT Neo-Dyn and ITT Conoflow Representatives and Distributors in the Eastern region. David will be based in Hickory, NC and will report to Randy Simonaitis, Director of Industrial Sales. His contact information can be found on the attached document.

Inventory Shutdown

Please make note that we will be conducting a complete physical inventory the week of August 21st - 25th. During this time no shipments will be made. Shipments will resume on Monday August 28th. Please plan in advance for this event to have your requirements shipped by August 18th.

Product News

HP900 High Pressure Regulator

Due to decreasing sales volume, the HP900 High Pressure Regulator will be discontinued from the ITT Conoflow product offering. The direct replacement for this product is the HP300 High Pressure Regulator. The HP300 Regulator offers more options, such as, brass and stainless steel construction, multiple output ranges, an adjustable relief option and is offered with a N.A.C.E. option. Please make note of this in your product catalog.

GFH60, GFH65 and GFH85 Airpak, Filter-Regulators

We have depleted our inventory of the above products, so effective immediately they will no longer be available. The FR95 Airpak, Filter-Regulator is the replacement unit offered.

FR95 Airpak, Filter-Regulators

We have established a new price sheet for the FR95 Regulator which will be put on the website within the next few weeks. We will inform you when it is released to the website.

Since the introduction of the product, many distributors have requested a Viton diaphragm and nozzle option for the FR95 Regulator. We have added these options to the FR95 Regulator offering and are presently reworking the literature. Upon completion of the literature, we will forward a copy for your records and update the website.

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FR95 Airpak, Filter-Regulators (cont'd)

We realize that you have been experiencing long delivers for the FR95 Regulator. Demand has far exceeded our original forecast and we have made adjustments to reflect that increase. However, until our vendors get up to speed you should plan on a six (6) to eight (8) week delivery until notified.

GT210, GT410 and GT610 I/P and E/P Transducers

As you know this transducer product line has been offered in two versions. One was for 40 PSI and less supply pressures and the other was for above 40 psig supply pressure applications (the above 40 psig units were denoted with the "3060" suffix at the end).

We have redesigned these transducers and now have one unit that will offer a 20-150 psig supply pressure capability. We are reworking the literature and price sheets. Upon completion of the literature, we will forward a copy for your records and update the website. We will also advise when the price sheets have been updated.

Updated Web Site!

If you haven't visited www.conoflow.com lately, please give it a click and check out our new look. Not only do we have a new look, there are many features that will assist you in selling our products and supporting our customers.

- Application stories are updated on the web each time one is submitted. There is also an area under "Information Resource Center" called "Case Stories" where present and past application stories are located for your continued review.

- Instruction and Maintenance Manuals are located in the "Information Resource Center" along with many other options and features

Be sure to check it out today. If you have suggestions for other data you would like to see on the website, feel free to notify us or your regional sales manager.

Product and Spare Parts Pricing

Transducer and Actuator price sheets are being updated to reflect the removal of the GFH60 and GFH85 Regulators as product offerings. These products will be replaced with the FR95 Regulator. Upon completion of the price sheets, we will notify you and update the website.

Spare Parts Pricing!!!!!!!!!!!!

I know that many of you have been waiting for "years" for spare parts pricing. Finally, we have put spare parts pricing for both Conoflow and High Pressure Regulator products on the website. Under the "Information Resource Center" tab on the website, there is a section for Spare Parts. Joyce Thomas will be forwarding the principal a Login and Password for this section within the next few days.

You will have the ability to open a .pdf file which list all of the items numerically or you can use the website search feature. The search feature offers some different options:

1. When searching the "Conoflow" database, it first looks for a match using the current part number field. If no match, it then looks at the old part number field and if it finds any matches, displays a message indicating so.

Spare Parts Pricing (cont'd)

2. Searching is done on a "LIKE" basis, example entering "10" produces anything that matches "10*" (where * = generic).
3. Entering more characters reduces the amount of records returned, for either database.
4. There is no pure alpha search, such as "diaphragm".
5. A currency converter link is available for direct conversion to current exchange rates.

The prices shown within the Conoflow and High Pressure Regulator Spare Parts listings are **NET EACH** prices. No discounts will be offered against the net each price. Although it is our policy to furnish advance notice of price increases, prices are subject to change without notice.

ITT Name Change:

On July 1st, ITT Industries officially became ITT Corporation. The name ITT Corporation best reflects the company's diverse range of businesses and the markets we now serve. The ITT name has an 80-year history and extremely high recognition. The name change is just one element of our overall organizational branding initiative which will further enhance the strength of ITT as a unified global organization to our employees, customers, suppliers and investors. It will build on the promise inherent in our theme line: *Engineered for Life*.

Please contact your Regional Sales Manager for the new logo so you can update your web sites.

Application Stories

We are submitting a new application story every two weeks. We certainly hope that these stories offer insight and training into our product offering. You are the source of such stories and it would be appreciated if you would forward stories when you have one that would assist your sales people and other sales people throughout the distributor network.

Application Success Stories

We have not yet published these, but will shortly. Again you are the key to supplying such stories. Have you worked on applications that are unique, common or have you replaced a competitor due to better product performance. Let us know because we would like to publish such stories.

ISA Exhibition in October:

We are once again planning an evening get together during the ISA Show this coming October. We will let you know when plans are set and hope to see you and our customers there!

Coming Soon!!!

- Secure Rep area for online order tracking
- Short Capabilities Brochure
- Newly formatted Price Sheets
- Application Success Stories