

## Attachment this month

Please download the attached file that contains a listing of the Conoflow factory contacts.

### ***Conoflow - Neo-Dyn "Merger"***

We have been busy the past several months integrating the sales management for these two companies. Look for the addition of new Regional Sales Managers early this year to better support our products in the field.

### ***New Corporate Identity***

ITT Industries will be moving back to simply being called ITT. New logos and branding formats will be appearing in all our printed and electronic materials. Downloads of the new logos will be available soon.

### ***Online Sales Leads***

It is imperative that you check the web site for leads when you are notified of new ones. You should also be responding back to us directly on the web site as to what you have done. Please contact us should you have any questions as it is important that you participate in this process. Our goal is to be responding back the same or next day. Please make sure your company has a plan in place to meet this requirement.

### ***Airpak, Filter-Regulators: New FR95 to replace GFH60, GFH65 and GFH85 products***

The more cost effective FR95 will be released in early February to replace these three models. The GFH60/65/85 will remain available for one year, at a significantly higher cost. Please contact your Regional Sales Manager for samples and to restructure any pricing agreements you have.

Literature will be mailed to each office during the week of February 23<sup>rd</sup>. There will be training WebCasts for North American Distributors on January 30<sup>th</sup>, February 1<sup>st</sup> and February 3<sup>rd</sup>. International distributors will be contacted separately for dates and times. All offices will be receiving an additional communication from Joyce Thomas with information on logging on to the WebCast. Please make sure your sales people are aware of this important information.

### ***ITT Neo-Dyn Welcomes Our Newest Representative, C.J. Mulanix Company***

C.J. Mulanix will be selling Conoflow (and Neo-Dyn) products for us in the New York State area.

### ***Coming Soon!!!***

- Secure Rep area for order tracking, Sales leads, Online literature ordering and other marketing material
- Published Spare Parts Pricing
- Application success stories