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Conoflow

Newsletter

November 2006

Attachments this month

- **Regulators Made Easy:** This is a must read for all new and experienced sales and support people. It's a short, simple and easy to read guide that is guaranteed to help you select the right regulator for any application! Read it now and watch your sales grow!

Product News

FR95 Airpak, Filter-Regulators

We realize that you have been experiencing long delivers for the FR95 Regulator and we thank you for your patience. Demand has far exceeded our original forecast and we have made adjustments to reflect that increase. We now have all the supply issues worked out and will be back up to speed shortly!

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

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
- **Order Status and Sales Leads:** Both of these can be viewed on our web site for easy access to information 24 hours a day. If you haven't already done so, please register for your password.

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Sales & Marketing Updates!

- **Trade Shows/Exhibitions:** We are listing the various events where ITT Conoflow products will be displayed. If you have an upcoming event, please let us know so we can post it on web site.
- **New ITT Logo:** As mentioned previously, we have officially dropped the “Industries” portion of our name. We are now just ITT. Please update your web sites and literature to reflect this change. Contact your Regional Manager for a jpg of the new logo.
- **Product Photo’s:** We have upgraded our ability to quickly provide product photo’s for you advertising needs. Please let us know what you need and we can 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 the end of November so we can get the cases and products ordered.
- **2007 Calendars:** You should have received your supply of our wall planning calendars. We look forward to seeing these hanging in your offices!

ISA Exhibition:

Thank you to all the Representatives and customers who were able to join us in Houston for our hospitality night. It’s always nice to see everyone and I believe a fun night was had by all!

New Representatives!

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

- Flying Eagle: Hong Kong
- Otkonsas Otomatik Kontrol A.S.: Turkey
- Firma Inzynynierska: Poland
- Lietuvos Automatika: Lithuania and Baltic Regions

Coming Soon!!!

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

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