



**Training Proposal for:**  
**Parker Hannifin Corporation dba Parker Aerospace**  
**\$75,000 or Less: ET10-0242**

Panel Meeting of: **October 23, 2009**

ETP Regional Office: **San Diego**

Analyst: S. Godin

**CONTRACTOR:**

- Type of Industry: Manufacturing  
Aerospace and Defense  
Priority Industry:  Yes  No
- Contractor's # of Full-Time Employees
  - *California:* 3,942
  - *Worldwide:* 51,410
  - Number to be trained: 63
- Manager/Supervisor: 10%
- Turnover Rate: 3%
- Repeat Contractor:  Yes  No
- Substantial Contribution:  Yes  No

**CONTRACT:**

- Training Project Profile: Priority/Retrainee
- ETP Funding Amount: \$74,844
- In-Kind Contribution: \$75,000
- Average Cost per Trainee: \$1,188
- Post Retention Wage: \$14.18
- Health Benefits: N/A

- Occupations to be Trained: Engineering Personnel, Manager
- Training Menu:
  - Business Skills
  - Commercial Skills
  - Computer Skills
  - Cont. Improvement
  - Literacy Skills
  - Management Skills
  - Manufacturing Skills
  - Other:
- Advanced Technology:  Yes  No
- Range of Hours: 24-200 Weighted Average: 66
- Multiple Job Numbers:  Yes  No
- County(ies) Served: Orange
- Union Representation:  Yes  No
- Subcontractor: To Be Determined
- Third Party Services: None

**INTRODUCTION**

Based in Irvine, Parker Hannifin Corporation dba Parker Aerospace (Parker), designs, manufactures, and services hydraulic, fuel, flight control, pneumatic, electronic cooling, and fluid conveyance components, systems, and related electronic controls for the aerospace and other high-technology markets.

ETP funding is being requested for Parker’s Fluid Systems Division (PFSD). PFSD designs, manufactures, and services fluid systems and components for fuel, inerting, pneumatics, heat management, lubricating systems, and water applications for the aerospace industry. PFSD is eligible for ETP-funded training under Title 22, California Code of Regulations, Section 4416(i)(1), as an aerospace manufacturer.

PFSD has recently invested approximately one million dollars in new product development. The company’s engineers must now be trained in the new processes and software related to these products. ETP-funded training will provide PFSD engineers with the skill sets needed to improve design processes, increase productivity, reduce rework, and continue to meet and exceed customer demands.

**RECOMMENDATION**

For the reasons set forth above, staff recommends approval of this proposal.