



Quotes in 24 Hours – or Less

Rapid Quote and new catalog are among the announcements from Parker IPS.

Engineers have probably done it countless times. They get a great idea and reach for the closest piece of paper on which to work out the details. At midnight that could mean a note pad. At lunch it's probably a napkin. Trouble is, how do you turn a brainstorm into an application quote – and fast?

Parker has the solution. Our Industrial Profile Systems (IPS) business unit is able to offer quotes in 24 hours. Dubbed "Rapid Quote," the service is an extension of Parker's commitment to helping customers save money and meet deadlines. "We understand the importance of getting back to the customer with a competitive price quickly, so we quote nearly every project within 24 hours," says Dave Bugajski, IPS product marketing manager. "It's often six hours or less." Bugajski notes that Parker's experienced applications engineers can even convert pen or pencil sketches into final drawings and quotes – something other manufacturers rarely do. "And with many of our competitors cutting back on their inside support staff," he adds "it seems they are taking longer and longer to get quotes out to their customers. Now's the time to rely on IPS."



Part of Parker Hannifin, IPS is backed by a \$12-billion company that has weathered its share of economic ups and downs over the last nine decades. OEMs and machine builders using IPS as their structural aluminum provider are not only assured of high-quality machine building, industrial automation, material handling and machine guarding solutions, but IPS factory-trained service experts are available from coast to coast.

In a few months, IPS will be releasing a new 220-page catalog covering its extrusion profiles, fasteners, brackets, handles, doors, panels, hinges, linear applications and more. The IPS catalog features new products, technical updates and clarification of units of measure. IPS has also removed or replaced obsolete products. The free catalog will be available this spring.

Meanwhile, you can learn more about IPS's 24-hour quote by visiting www.parkermotion.com/ips or calling 800-333-4932. Napkin sketches are accepted (though they don't fax well).