



## Parker Distributor Profile

### Olympus Controls

A Parker distributor since 1998, Olympus Controls maintains offices throughout the Pacific Northwest, the Gulf region and in western Canada. Twenty-five employees comprise the Olympus team, and company president Scott Hendrickson says they've had almost no turnover in the last 10 years. "Our staff of automation engineers, applications engineers, inside sales and customer service is one of the best in the industry," he says. "Everyone on our outside and applications staff is a degreed engineer with a ME, EE or CS, many have MBAs and one has several patents." Key personnel include:

Jason McDaniel – Sales Manager  
Silas Robertson – Strategic Account Manager  
Dave Kennedy – Automation Engineer, Washington  
Brian LaFave – Automation Engineer, Washington  
Bruce Hagerty – Automation Engineer, Oregon  
Paul Woodhouse – Automation Engineer, Oregon  
Jason Brickner – Automation Engineer, Idaho and Montana  
Randy Michaelis – Automation Engineer, Texas  
Chaital Shah – Automation Engineer, Oklahoma  
Scott Langdale – Automation Engineer, Texas  
Zeke Browning – Automation Engineer, Texas

With a focus on the semiconductor, wood products, food products, medical and aerospace markets, Olympus (formerly Olympic) is weathering the recent downturn in the economy like everyone else, but business has steadily improved over the last six months. "During the last economic boom, many of our clients were too busy with production issues to consider tackling any new machine design efforts or machine upgrade opportunities," says Hendrickson. "Now that things have slowed down, there is a significant amount of pent-up demand that we have been capitalizing on with both OEM and end-user clients."

They have also benefited from their location in the Pacific Northwest, which has become a technology hotbed for alternative-energy companies. "There are more green-collar jobs being created in the Northwest than any other area of the United States," says Hendrickson. "Whether it be wind, solar, tidal, geothermal or electric vehicles, Parker has a strong value proposition for these clean-tech clients." The Olympus team has worked closely with Parker to develop non-standard solutions for a number of these customers. "Parker has responded to many of these high-profile projects by developing complete custom solutions. The final product design is a far stretch from any standard product line you would find in a Parker catalog." Hendrickson feels that Parker's corporate agility has helped his team win a large percentage of these projects.

Olympus has also taken advantage of a slow economy to grow their business into different territories. Olympus Controls, which covers the Pacific Northwest and western Canada, recently acquired Texonics, which covers the Gulf region. “We had become a big fish in a small pond and were looking to expand our markets into new geographies where Parker felt there was more market share to be gained,” Hendrickson explains. “We were excited by the tremendous economic growth opportunities that were forecasted for the Gulf region over the next 10 years. We feel this region will surpass California as the number-one market in the US, and we did not want to sit on the sidelines.” He adds that Olympus is “cautiously optimistic that the economy has hit the bottom and we need to position ourselves for a strong recovery in 2010. We are continually searching for new talent to add to our existing all-star team.”



Olympus Controls' Pacific Northwest team.

For more information on Olympus Controls, please visit [www.olympus-controls.com](http://www.olympus-controls.com).