

# Industrial Cylinder Division

## Refresher Course (ICD Quote and Order Entry)



Quote procedure has changed since the division went live on the new system in November 2013.

To avoid delays in quoting product to your customer, please pay close attention to the next several slides.

# Configurator as Quote Portal

- The configurator is the required quote portal for all configured cylinders and configured service parts.
- For quoting custom kits, custom cylinders, accessories, obsolete products, etc -- email [cylpricing@parker.com](mailto:cylpricing@parker.com)

**DO NOT USE regional plant mailboxes for any quote**

- Regional Plant Mailbox will still be active for orders, expedites, ATRs, etc

- If a cylinder or service part does not generate a list price based on the selections chosen, or special instructions noted, “Consult Manufacturer” will be displayed under the **List** field on the configurator
- The next few slides will demonstrate how this new quote portal will work

1) Configure cylinder and “Consult Manufacturer” is displayed

For cylinder options not listed, please consult factory.

[LIST](#)  
[Consult](#)  
[Manufacturer](#)

Component	Code	Description
Cylinder or Configured Service Parts	CYL	Cylinder
Bore	25	25mm
Double Rod	-	Single Rod
Mounting Style	T	T - Standard Mount
Series	CHE	CHE - Aluminum Body Compact Hydraulic Cylinder
Piston	B	B - Non-Magnetic Piston
Port Type	T	T - SAE Straight Thread O-Ring
Seals	1	Standard (Class 1)
Special Modifications	S	S - Special Modifications - Describe in Part Special Instructions below.
Piston Rod End	4	4 - Style 4 Small Male
Piston Rod End Thread	A	A - Imperial (UNF, UNC, UN, BSF)
Stroke	55	mm
Port Type - Both Ends	T	T - SAE Straight Thread O-Ring
Port Size - Both Ends	SA2	#2 SAE
Port Location	1	Ports Position 1
Piston Rod Wrench Flats	2F	Standard 2 Wrench Flats

Part Special Instructions:

paint black

2) Click on CPN Button

[LIST](#)  
[Consult](#)  
[Manufacturer](#)

File

Add to Order Go To Catalog Search  
View Summary  
CPN

**Configuration was saved**

 Configuration was saved, CPN cannot be requested because part has Consult Manufacturing Price or CPN is disable

OK

This message will appear – click on OK



3) You will see a reference # under the Part Number

Part Number  
201380

And Consult Manufacturer now becomes active for email

LIST  
Consult  
Manufacturer

## TO START THE QUOTE PROCESS, THE CONSULT MANUFACTURER LINK MUST BE CLICKED

4) Click on Consult Manufacturer and Request Special Price box will appear, beginning the quote process

Request Special Price

First Name: Laskero

Last Name: Cathy

Email: cathy.laskero@parker.com

Phone Number: 847-294-2645

Company:

Service Component Codes: CYL;

Serial Number: AA123456A

Comment:

Notify Emails:

Phone # required

Special Component Code Selection

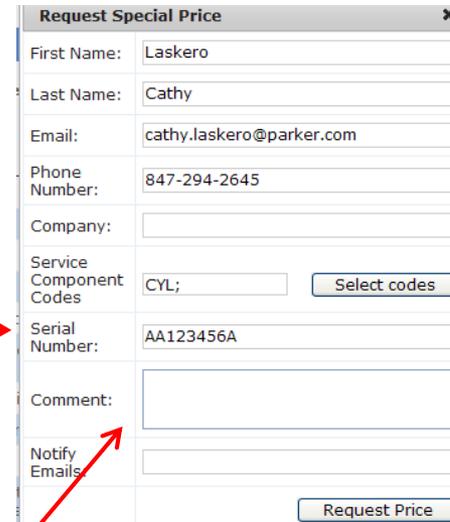
Code

- CYL
- HD
- CP
- PR
- CB
- TRS
- TR

5) Click on 'Select Codes' if you are looking for quote on replacement service parts also

Click on specific part and click ok

5) *Critical - If this is replacement business please enter serial number in this box*



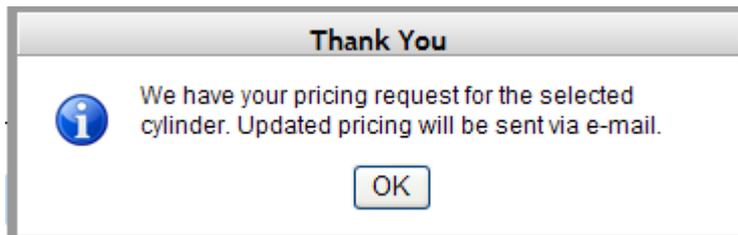
The screenshot shows a web form titled "Request Special Price" with the following fields and buttons:

- First Name: Laskero
- Last Name: Cathy
- Email: cathy.laskero@parker.com
- Phone Number: 847-294-2645
- Company: (empty)
- Service Component Codes: CYL; [Select codes button]
- Serial Number: AA123456A
- Comment: (empty text area)
- Notify Emails: (empty)
- [Request Price button]

Red arrows point from the text instructions to the Serial Number field, the Comment field, and the Request Price button.

6) *If you require service kits for **special** cylinder, put note in comment field so you do not have to create another email request to CYLPricing. **We have the 'Seal Kit Program' that will supply kits for majority of cylinders – please use this program***

7) *Click on Request Price and you will be advised that your request is being processed*



**8) An email will be sent to you with reference #**



Price is requested for 13759

**donotreply** to: cathy.laskero

09/12/2013 11:00 AM

[Hide Details](#)

From: donotreply@parker.com  
To:  cathy.laskero@parker.com

---

Dear CL65178, Price is requested for CYL; by Laskero Cathy, company: , phone: 847-294-2645. Serial Number:  
AA123456A Comment:

**9) You will get a email back with reference number, Cylinder Part Number, 1 piece list price and view summary once your request has been processed by the quote cell.**



Updated Price for 13759

**donotreply** to: cathy.laskero, cathy.laskero

09/12/2013 11:15 AM

[Hide Details](#)

From: donotreply@parker.com  
To: cathy.laskero@parker.com, cathy.laskero@parker.com

▼ 1 attachment



SummaryReport.pdf

---

Thank you for your price request. Your CPN is 1H000061887.

The current one piece list price is \$329.6 based on the attached summary configuration. Price is firm through January 13, 2014.

Thank you for your continued support.

Industrial Cylinder Division

**10) If the cylinder configuration needs to be processed on a quote you will be notified of that and the formal quote process will begin.**

# Cylinder Quote per Drawing

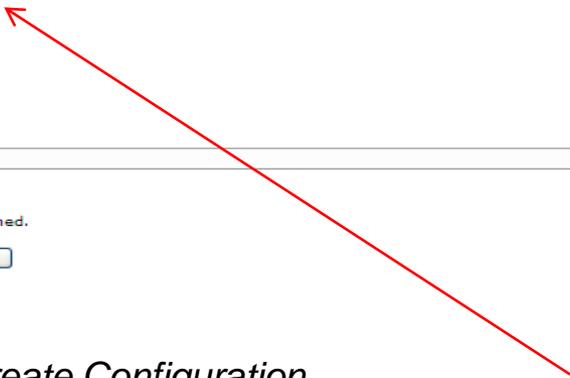
For cylinder options not listed, please consult factory.

[LIST](#)  
[Consult](#)  
[Manufacturer](#)

Component	Code	Description
Cylinder or Configured Service Parts	CYL	Cylinder
Bore	20	20mm
Double Rod	-	Single Rod
Mounting Style	T	T - Standard Mount
Series	CHE	CHE - Aluminum Body Compact Hydraulic Cylinder
Piston	B	B - Non-Magnetic Piston
Port Type	T	T - SAE Straight Thread O-Ring
Seals	1	Standard (Class 1)
Special Modifications	S	S - Special Modifications - Describe in Part Special Instructions below.
Piston Rod End	4	4 - Style 4 Small Male
Piston Rod End Thread	M	M - Metric
Stroke	66	mm
Port Type - Both Ends	T	T - SAE Straight Thread O-Ring
Port Size - Both Ends	SA2	#2 SAE
Port Location	1	Ports Position 1
Piston Rod Wrench Flats	2F	Standard 2 Wrench Flats

#### Part Special Instructions:

per dwg 12345



#### Attached Files:

No Files Attached.

[Offer of Sale](#)

Copyright ©2012, Parker-Hannifin Corporation.

\*\*PC's supports MS IE ver. 7-8.x, Mozilla Firefox 3.x, Apple Safari 3.x, Google Chrome 1.x, Opera 9.x

Other browsers may produce unexpected results.

Email us: [cylproductinfo@parker.com](mailto:cylproductinfo@parker.com)

- *Create Configuration*
- *Enter Customer Drawing # in 'Part Special Instructions'*
- *Click on CPN*
- *Attach New file box will now appear*

# Cylinder Quote per Drawing

- *Browse for File*
- *Upload File*

---

## Attached Files:

File: C:\Users\CL65178\Deskt

- *Your file will show as being attached*

---

## Attached Files:

 [Checklist.xlsx](#) CL65178

- *Continue with quote process by Clicking On Consult Manufacture Link*

# Pneumatic Division Product Series

Hopefully this will assist to request your quote to correct Division

P5G

GP

GV

GA

P1Q

P1M

P1G

LP/S

C

C05

P5T

P5T2

P5L

P5E

HB

XL

OSP-P

GDL

P1X

P1Z

RC/RS

P1DE

SR/SRM/SR

D

P1L

P1A

P/SP

PV

XR

PRNA

P1V-S

3MA

4MA

P1D

Mini Brass 30901/40901

Clamp 3351/3352/3451 , etc

Shock Absorbers

Air Motor B801, F802

Hydrochecks B-171, F172

S Series TT Series

ME/MERL

Akron/Wadsworth, OH

Contact info:

877-321-4736

[pdnquotes@parker.com](mailto:pdnquotes@parker.com)



**Add CPNs to PHConnect cart once they have been quoted**

# Option 1: Customer Resources/Place Order

The screenshot shows the PHconnect website interface. At the top right, it says "Logged In: Catherine L". Below this is a navigation bar with "home", "customer resources", and "engineering tools". On the left, there is a "Welcome" sidebar with a "My Profile" icon and a list of links: account status, catalog search, order from quotes, order templates, place an order, product information, phast, request for quote, review your orders, and update profile. The main content area has several blue banners: "C.A.R.E.S." with a login link, "Cylinder Serial Number Lookup" with a link to "Serial Number Lookup", "Distributor DAS" with a link to "Distributor DAS", and "My Forums" with a list of forums: "A & H Distributor Forum", "Automation Group", and "Other forums...". There are also banners for "EDI Administration" and "Value Management System".

**Quick Order Entry**

Do you want to enter quote numbers?  (Allows access to Quote Number fields)

Part Type	Part	Quantity	Request Date	Default Request Date
Manufacturer Part Number	1H000065000	1	04/20/2015	mm/dd/yyyy
			mm/dd/yyyy	
			mm/dd/yyyy	

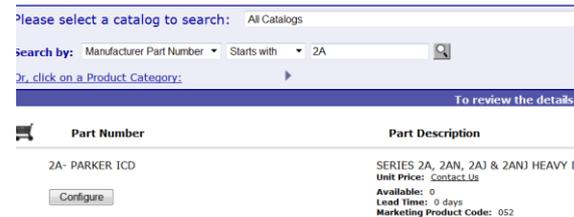
*There is no need to use the configurator. Enter CPN, quantity and request date.*



Takes 24 -48 hours to get a CPN into PMCS catalogs in PH Connect

## Option 2: Customer Resources/Catalog Search

Go back into configurator



Series 2H, 2HX, 2HD, 2HDX, 3H, 3HX, 3HD & 3HDX Heavy Duty Hydraulic Piston Cyl

English

Part Number is not requested      Model Number A      Serial Number

1H000065000      Apply      **Click the Part Number heading**

**Enter CPN and click apply**

For cylinder options not listed, please consult factory.

LIST Is not calculated      Add to Catalog      View S

Details will come up and you can Add To Order

# Common issues with Entering Orders

The MSS system allows for accurate discounting, if orders are entered correctly – let's review the order entry process

# Entering Orders

- PHConnect is the preferred electronic form of order entry.
- Cylinder Part Number (CPNs) will be required to enter orders for cylinders and configured service parts

# Duplicate Order Entry

- *Clicking the submit button multiple times*
- *While “Please wait” screen is displayed, do not click back button or you will be taken back to submit order screen . If the order (from first click) has not yet been processed the order will submit a 2<sup>nd</sup> time*

**QUOTATION**

CUSTOMER'S ORIGINAL COPY



**Parker Hannifin Corporation**

PARKER HANNIFIN CYLINDER DIVISION  
500 S WOLF RD  
DES PLAINES, IL 60016  
PHONE 847-298-2400

WHEN ORDERING PLEASE  
REFER TO THIS NUMBER

QUOTATION NO. UA11071101

PAGE 1

DATE: 07/18/11 REV 0000

TERMS: NET 30 DAYS

F.O.B.: XXXXXXXXXXXXXXXXXXXXX

REFERENCE:

INQUIRY DATE:

EFFECTIVE DATE: 07/11/11

TO: 161335  
CATCHING FLUID POWER  
881 REMINGTON BLVD

BOLINGBROOK, IL 60440

ATTENTION: PURCHASING DEPT

ITEM	QUANTITY	PARKER PART NO.	CUSTOMER PART NO.	UNIT PRICE
20 STD	15.00	1H000001422 1.00T3LCU14A26.000 BRAND: PARKER		336.6800
QUOTE EXPIRES: 07/11/12				
			MINIMUM ORDER: \$100.00	** TOTAL ** 336.6800

**Remember to use quote on orders or  
You will not get the quoted price**



https://www.phconnect.com/CRM/OrderEntry/orderentry.asp

PHconnect

Logged In: CL65178

order cart (0) | log off | portal agreement | update my profile

home customer resources engineering tools

account status  
catalog search  
order from quotes  
order templates  
**place an order**  
product information  
phast  
request for quote  
review your orders  
update profile

Billing address: CATCHING FLUID POWER INC  
881 REMINGTON BLVD  
BOLINGBROOK IL 60440

place an order

Quick Order

Do you want to enter quote numbers? **Yes** (Allows access to Quote Number fields)

Part Type: Manufacturer Part Number

Default Request Date: mm/dd/yyyy

**Add To Order**

Part	Quantity	Request Date	Quote Number
		mm/dd/yyyy	

start Mail - Inbox - IBM Lot... Customerspecialdeals... CATHY.xlsx 5 Internet Explorer Microsoft PowerPoint ... 2:48 PM

**When placing an order via PH Connect, click on "Place an order" Click on Yes for the question: "Do you want to enter quote numbers?" You will need to enter each of the parts manually and enter the quote number for each line that has special discounting**



# AGENCY ORDERS

CATCHING FLD PWR DIV KAMAN  
881 REMINGTON BLVD  
BOLINGBROOK IL 60440-4932

CATCHING FLUIDPOWER  
109 N. LIVELY BLVD  
ELK GROVE VILLAGE IL 60007  
US

PO Number:

Carrier:

Agency:

Notes:

Terms & Conditions:

**Enter the agency 6 digit account number – this account number translates to the bill-to account on your order.**

**No need to change your generic profile**

CYLINDER	Part	Quantity	Available Qty	Unit Price	Net Price	Extended Price	Request Date	Promise Date	Brand	Delete
	<a href="#">1H000000112</a>	<input type="text" value="1"/>	0	2954.4	<a href="#">Contact Us</a>	<a href="#">Contact Us</a>	<input type="text" value="12/31/2013"/>	<a href="#">Contact Us</a>		X
	▼ Detail Information									
	Detail comments: <input type="text"/>									
	Special Instructions: ( Select a maximum of 1 )									
	<input type="checkbox"/> STAMP WITH (SPECIFY IN DETAIL NOTES ABOVE)									
	<input type="checkbox"/> STAMP WITH CUSTOMER PART NUMBER									
	<input type="checkbox"/> STAMP WITH PRIVATE LABEL (SPECIFY IN DETAIL NOTES ABOVE)									
	<input type="checkbox"/> STAMP WITH PURCHASE ORDER NUMBER									
	<input type="checkbox"/> TAG WITH (SPECIFY IN DETAIL NOTES ABOVE)									
	Total Extended Price: <a href="#">Contact Us</a>									
	<input type="button" value="Submit Order"/> <input type="button" value="Save as Template"/> <input type="button" value="Update Order"/>									



PARKER HANNIFIN CORP  
CYLINDER  
CYLINDER DIV  
500 SOUTH WOLF RD  
P O BOX 5015  
DES PLAINES IL 60016

**Our biggest discount issues are with ship to deals**

Order Date: 07/11/2011

Help

Contact Us

Billing Address:



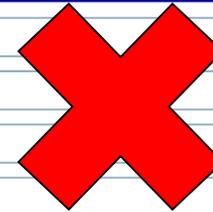
Billing address: CATCHING FLUID POWER  
INC  
881 REMINGTON BLVD  
BOLINGBROOK IL 60440

Shipping Address:

Change Address

Free Form Address

Address 1: Parker Cylinder Division  
Address 2: 500 South Wolf Rd  
Address 3:  
Address 4:



City/State/Zip: Des Plaines IL 60016  
County:  
Country: USA

**Do not free form address**

Please search for the appropriate shipping address

Ship City Starts with bolin

CATCHING FLUIDPOWER  
881 REMINGTON BLVD  
BOLINGBROOK IL 60440

CATCHING FLUIDPOWER INC  
881 REMINGTON BLVD  
BOLINGBROOK IL 60440

**Change the address from pull down box.**

**If the ship to Address is not listed under the pull down menu and you are entering an order with ship to deal, contact Cathy Laskero ([cathy.laskero@parker.com](mailto:cathy.laskero@parker.com)) to set the address up for you prior to completing order or you will not get an accurate discount.**

# Nightly Email Confirmation

**YOU MUST REQUEST TO BE SETUP FOR EMAIL CONFIRMATION IF YOU WANT TO RECEIVE EMAIL ACKNOWLEDGMENTS**

Thank you for ordering from Parker.

Your order(s) have been received and are being processed. Below is a recap of the orders placed today. You will receive your hard copy acknowledgement within the next 24 hours. For any orders that are in engineering (displayed with a reference #), the hard copy acknowledgement will be issued when it is released.

PO	PART NUMBER	PART DESCRIPTION	QTY	LIST PRICE	DISCOUNT	NET PRICE	ORDER	REFERENCE
115352	1H000009848	Parker Duplex - Model Number in Part Special Instructions	1	\$2,241.00	0.0200	\$2,196.18		003566-0001
115744	1H000011037	1.50CTBBB2HKTS24AC53.000	1	\$1,863.76	0.3400	\$1,230.08	AG296640 A	

# System Enhancements

PARKER HANNIFIN CORP  
CYLINDER  
CYLINDER DIV  
500 SOUTH WOLF RD  
P O BOX 5015  
DES PLAINES IL 60016

Order Date: 03/26/2015

Help

Billing Address:

Shipping Address:

Change Address

Free Form Address

**AVAILABLE NOW**

**Mark Number added to the release an order page in PHConnect.**

**No need to specify in the order header notes.**

PO Number:

Carrier: UPS RED

Agency:

Notes:

Mark Number:

Terms & Conditions.

Offer of Sale

The items described in this document and other documents or descriptions provided by Parker Hannifin Corporation, its subsidiaries and its authorized distributors are hereby offered for sale at prices to be established by Parker Hannifin Corporation, its subsidiaries and its authorized distributors. This offer and its acceptance by any customer ( Buyer ) shall be governed by all of the following Terms and Conditions. Buyer s order for any such item, when communicated to Parker Hannifin Corporation, its subsidiary or an authorized distributor ( Seller ) verbally or in writing, shall constitute acceptance of this offer.

**COMING SOON**  
**Real time pricing**

**COMING SOON**  
**Configured product lead times**

English

PCS™  
 Release: 3.0.20.0  
 Supports: MS IE ver. 7-8.x,  
 Mozilla Firefox 3.x,  
 Apple Safari 3.x,  
 Google Chrome 1.x,  
 Opera 9.x

For cylinder options not listed, please consult factory.

List  
 \$977.80  
 (UNITED STATES DOLLAR)

**Lead Time:**  
 3

Component	Code	Description	Files	Warning	Special Instructions
Cylinder or Configured Service Parts	CYL	Cylinder			
Bore	2.50	2.50 Inch			
Cushion Head	_	No Cushion Head			
Double Rod	_	Single Rod			
Mounting	T	T - Basic Mount (NFPA MX0)			
Special Mounting	_	Standard mounting style dimensions			
Mounting Modification	_	No Mounting Modification			
Combination Mounting	_	No Combination Mounting		!	
Series	2H	2H - Heavy Duty Hydraulic Tie Rod (Jewel Gland Style)			
Piston	L	L - Lipseal			
Port Type	T	T - SAE Straight Thread O-Ring			
Seals	1	Standard (Class 1)			
Nut Retained Piston	_	No Nut Retained Piston Option			
Special	_	No Special Modifications			
Piston Rod Number	C1D100	1 - 1.00 Inch			
Piston Rod End	4	4 - Style 4 Small Male			

**COMING SOON**  
**Configured product lead times**

For cylinder options not listed, please con

Component	Code
Cylinder or Configured Service Parts	CYL
Bore	2.50
Cushion Head	-
Double Rod	-
Mounting	T
Special Mounting	-
Mounting Modification	-
Combination Mounting	-
Series	2H
Piston	L
Port Type	T
Seals	1
Nut Retained Piston	-
Special	-
Piston Rod Number	C1D100
Piston Rod End	4



**Updated Price for 22150**

**no-reply** to: cathy.laskero  
Cc:

04/15/2015 06:37 PM

[Hide Details](#)

From: no-reply@parker.com

To:

Cc:

1 attachment



SummaryReport.pdf

Thank you for your price request. Your CPN is 1H000062630.

The current one piece list price is \$1500 with a 10 day lead time based on the attached summary configuration. Price is firm through June 30, 2015

Thank you for your continued support.

Industrial Cylinder Division  
Des Plaines, Illinois  
847-298-2400

Terms: 1%, 10th and 25th -- net 30 days To view the terms and conditions of this price request, visit the Parker Cylinder Division website at [www.parker.com/cylinder](http://www.parker.com/cylinder).



# Industrial Cylinder Division

## TOPZ Training





OEOEEE Order Header Maintenance  
Command ==>

-CSOEOEEE-----

Improves order entry speed  
for customer

PLYMOUTH, MI  
689930\_\_\_ Free-Form? N  
Ship To: BASLTM CO

Can enter shipping information  
via 6 digit ship to code

WARREN MI 48091

MT 48001 USA

PO Number

**TOPZ Back by popular demand!**

Frgt Cd B

New Carr UPSG UPS GROUND\_\_\_\_\_  
Mark BUILD-0415\_\_\_\_\_

Many distributors already  
use TOPZ for other divisions

Entering directly on Parker's  
mainframe (Customer sees  
what we see)

Collect # \_\_\_\_\_

view 8=Detail 9=Table 11=Comnt 12=Exit

# TOPZ Order Entry



CESN

Welcome to CLEVELAND CICS

\*\*\* T E S T \*\*\*

To sign off CICS, enter "CESF LOGOFF" above

Today's Date: 03/18/15

Eastern Time: 21:22:22

To sign on, enter your USERID and PASSWORD

Terminal ID: P135

USERID: T592920

Enter USERID and password to log in

ID: T04IP135

PASSWORD: \_

USERID = T + Customer Number

PLID: A03CICT2

To change your password, enter a new password twice below

NEW PASSWORD:

NEW PASSWORD:

PF3=End

PF12=Exit CICS

PKRC002 - Please type in your USERID and PASSWORD

4B

:00.3

11/17



TOPZ

Type TOPZ is the upper left hand corner of the next screen and press enter to log into the TOPZ interface

PKRC003 - SIGN-ON IS COMPLETE for MICHIGAN FLUID POWER

\* \* \* T E S T \* \* \*

4B

:00.1

01/06

File Edit View Tools Session Options Help



MGMENU PARKER HANNIFIN ----- TOPS+ ----- CISTEST  
COMMAND ==> \_\_\_\_\_ PAGE ==> 01

-----Available Options----- ---Key1--- ---Key2--- ---Key3---

- 1) TOPS+ -- Sales Order Maintenance
- A) TOPS+ -- Parker Order Status Query
- B) TOPS+ -- Parker Stock Status Query
- C) TOPS+ -- Competitor Part Cross-Reference
- D) TOPS+ -- Distributor Inventory Inquiry

**Press F9 to select a division to place and order against.**

-----  
1=Help 2=Menu 3=End 5=Refresh 7=Backward 8=Forward 9=Divswap 12=Exit

4B

:00.4

02/14



SCSC0Y DIVISION/LOCATION SWAP FACILITY -----  
COMMAND ==> \_\_\_\_\_ The selected division \_\_\_\_\_ Page ==> 01

The selected division will display here.

ACTIVE DIVISION

YLD CYLINDER	PLYMOUTH, MI	01	1C
FPV HYDRAULIC VALVE	ELYRIA, OH	04	01
HFD HYDRAULIC FILTER	METAMORA, OH	08	09
PDN PNEUMATICS - NORTH AMERICA	RICHLAND, MI	07	F2
PMD HYDRAULIC PUMP/MOTOR - GREENEV	GREENEVILLE, TN	11	3C
HAD ACCUMULATOR AND COOLER	SANTA FE SPRINGS, CA	02	17
YLD CYLINDER	PLYMOUTH, MI	01	1C
FNI FINITE AIRTEK FILTRATION	OXFORD, MI	32	D4
HAD ACCUMULATOR AND COOLER	ROCKFORD, IL	03	1V
IGD HYDRAULIC CARTRIDGE SYSTEMS	LINCOLNSHIRE, IL		
FPP HYDRAULIC PUMP	OTSEGO, MI		
FPP HYDRAULIC PUMP	MARYSVILLE, OH		
PDN PNEUMATICS - NORTH AMERICA	BROWNSVILLE, TX		
PDN PNEUMATICS - NORTH AMERICA	KITTERY, ME		
PDN PNEUMATICS - NORTH AMERICA	RDC - KITTERY, ME		
PDN PNEUMATICS - NORTH AMERICA	WADSWORTH, OH	07	24

Place your cursor over YLD and hit enter to order from the Industrial Cylinder Division. Hit F3 to return to the previous panel.

\*\*\*\*\* SELECT A NEW PROCESSING DIVISION \*\*\*\*\*

----- PF2=MAIN\_MENU PF3=PRIOR\_PANEL PF5=REFRESH PF12=EXIT -----



MGMENU PARKER HANNIFIN ----- TOPS+ ----- CISTEST  
COMMAND ==> \_\_\_\_\_ PAGE ==> 01

-----Available Options----- ---Key1--- ---Key2--- ---Key3---

- 1) TOPS+ -- Sales Order Maintenance
- A) TOPS+ -- Parker Order Status Query
- B) TOPS+ -- Parker Stock Status Query
- C) TOPS+ -- Competitor Part Cross-Reference
- D) TOPS+ -- Distributor Inventory Inquiry

**Type 1 and press enter to create  
a new order**

-----  
1=Help 2=Menu 3=End 5=Refresh 7=Backward 8=Forward 9=Divswap 12=Exit



```
MGSUBM ----- SALES ORDER MAINTENANCE ----- CISTEST
COMMAND ==> _____ PAGE ==> 01
```

```
-----Available Options----- ---Key1--- ---Key2--- ---Key3---
1) TOPS+ -- Sales Order Entry          PO #      Ship To #
2) TOPS+ -- Sales Order Maintenance    PO #      Item #
3) TOPS+ -- Distributor Inventory Maintenance
```

Type 1 and press enter to  
create a new order

```
-----
1=Help 2=Menu 3=End 5=Refresh 7=Backward 8=Forward 9=Divswap 12=Exit
```



OEOEED Ship To Selection List

-CSOEOEED----

Command

MORE... Page==> 01

YLD

CYLINDER

PLYMOUTH, MI

Language \_ English

592920

M F P AUTOMATION ENGRG S

**Change your sold to if entering an agent order and press enter.**

Ship To	Ship-to-Name	Address	City	ST
AS1530	ADVANCED SYSTEMS INCORPOR	400 76TH STREET SOUTHWEST	BYRON CENTER	MI
A27230	CONCEPT SYSTEMS INC	3370 JEFFERSON S E	GRAND RAPIDS	MI
A45104	ALTERNATIVE ENGINEERING I	1642 BROADWAY N W	GRAND RAPIDS	MI
A45542	HAYES LEMMERZ CADILLAC OP	1500 FOURTH AVE	CADILLAC	MI
A49726	SPECIALTY TOOLING SYSTEMS	4315 THREE MILE ROAD	GRAND RAPIDS	MI
A54343	EAGLE TECHNOLOGIES SRVS L	1424 SADLIER CIRCLE EAST	INDIANAPOLIS	IN
A95423	TRIPLE E MANUFACTURING CO	8535 EAST MICHIGAN AVENUE	PARMA	MI
A99046	DYNAMIC TOOLING & DESIGN	4201 BROCKTON DRIVE	GRAND RAPIDS	MI
A99715	INTEGRITY FABRICATORS	5282 RICH STREET	ALLENDALE	MI
CAG615	COMPASS AUTOMOTIVE GROUP	3559 KRAFT SE	GRAND RAPIDS	MI
C02307	SAF HOLLAND	1122 INDUSTRIAL AVENUE	HOLLAND	MI
C07846	MAGNA-DONNELLY	3401 128 AVE	HOLLAND	MI
C11932	OOSTERBAAN MACHINE & TOOL	6661 ROGER DRIVE	JENISON	MI

<<<<<<<< PLEASE SELECT A SHIPPING ADDRESS >>>> >>>>>

1=HELP 2=MENU 3=END 5= REFRESH 7=BACKWARD 8=FORW ARD 9=TABLE 12=EXIT

4B

:00.2

06/05



# OEOEED Ship To Selection List

-CSOEOEED----

Command ----- MORE... Page==> 01

YLD CYLINDER PLYMOUTH, MI

Language \_ English

Select your ship to and hit enter.

592920\_\_\_ M F P AUTOMATION ENGRG S

If you cannot find your ship-to, you can free form address on the next screen.

Ship To	Ship-to-Name	Address	City	ST
AS1530	ADVANCED SYSTEMS INCORPOR	400 76TH STREET SOUTHWEST	BYRON CENTER	MI
A27230	CONCEPT SYSTEMS INC	3370 JEFFERSON S E	GRAND RAPIDS	MI
A45104	ALTERNATIVE ENGINEERING I	1642 BROADWAY N W	GRAND RAPIDS	MI
A45542	HAYES LEMMERZ CADILLAC OP	1500 FOURTH AVE	CADILLAC	MI
A49726	SPECIALTY TOOLING SYSTEMS	4315 THREE MILE ROAD	GRAND RAPIDS	MI
A54343	EAGLE TECHNOLOGIES SRVS L	1424 SADLIER CIRCLE EAST	INDIANAPOLIS	IN
A95423	TRIPLE E MANUFACTURING CO	8535 EAST MICHIGAN AVENUE	PARMA	MI
A99046	DYNAMIC TOOLING & DESIGN	4201 BROCKTON DRIVE	GRAND RAPIDS	MI
A99715	INTEGRITY FABRICATORS	5282 RICH STREET	ALLENDALE	MI
CAG615	COMPASS AUTOMOTIVE GROUP	3559 KRAFT SE	GRAND RAPIDS	MI
C02307	SAF HOLLAND	1122 INDUSTRIAL AVENUE	HOLLAND	MI
C07846	MAGNA-DONNELLY	3401 128 AVE	HOLLAND	MI
C11932	OOSTERBAAN MACHINE & TOOL	6661 ROGER DRIVE	JENISON	MI

<<<<<<<< PLEASE SELECT A SHIPPING ADDRESS >>>>>>>>

1=HELP 2=MENU 3=END 5= REFRESH 7=BACKWARD 8=FORW ARD 9=TABLE 12=EXIT

4B

:00.2

06/05



OEOEEE Order Header Maintenance

-CSOEOEEE-----

Command ==>

YLD CYLINDER DES PLAINES, IL  
 592920\_\_\_ Language \_ English AS1530\_\_\_ Free-Form? **N**  
 sold To MFP AUTOMATION ENGINEERING Ship To ADVANCED SYSTEMS INCORPORATED\_  
 4556 SPARTAN INDL DR SW 400 76TH STREET SOUTHWEST\_\_\_

Enter PO number

ILLE MI 49418-2510

BYRON CENTER\_\_\_  
 MI 49315\_\_\_ USA

PO Number 0318140849\_\_\_

Agent No \_\_\_\_\_

Frgt Cd \_

Change to a Y to manually enter a ship to address

New Carr UPSG \_\_\_\_\_  
 Mark 560489\_

Order Type: 1\_

Sp Chg \_

Literals \_\_ Print \_  
 1=Help 2=Menu 3=End 5=Ref 6=Review 8=Detail 9=Table 11=Comnt 12=Exit



OEOEEE Order Header Maintenance

-CSOEOEEE-----

Command ==>

YLD

CYLINDER

DES PLAINES, IL

59

rm? N

Sold To

MFP  
4556

---Std Code Table -- Hit {Enter} to select ---  
Locate CARRIER

NCORPORATED\_  
UTHWEST\_\_\_\_\_

Base Code

Description

AACT	AAA COOPER TRANSPORTATION
ABEL	ABEL EXPRESS
ABFS	ABF FREIGHT SYSTEM, INC
ACT	ACTION
ADUP	A. DUIE PYLE, INC.
AEI	AIR EXPRESS INTERNATIONAL
APEX	APEX MOTOR EXPRESS
ASXP	ASAP EXPRESS
AVRT	AVERITT EXP INC
BAXG	BAX GLOBAL
BAXO	BAX OVERNIGHT
BAXS	BAX SUPER SAVER
BAX2	BAX SECOND DAY
BEST	BEST WAY

You can enter your carrier code directly or press F9 to access a list of available carriers

PO Number

0318

New Carr  
Mark

\_\_\_\_\_  
5609

Order Type: 1\_

Sp Chg

\_\_\_\_\_

MORE...

Literals

\_\_ Print

\_\_ Print

\_\_ Print

\_\_ Print

\_\_ Print

1=Help

2=Menu

3=End

5=Ref

6=Review

8=Detail

9=Table

11=Comnt

12=Exit

4B

:00.1

06/48



OEOEEE Order Header Maintenance

-CSOEOEEE-----

Command ==>

YLD CYLINDER DES PLAINES, IL  
 592920\_\_\_ Language \_ English AS1530\_\_\_ Free-Form? N  
 sold To MFP AUTOMATION ENGINEERING Ship To ADVANCED SYSTEMS INCORPORATED\_  
 4556 SPARTAN INDL DR SW 400 76TH STREET SOUTHWEST\_\_\_

GRANDVILLE MI 49418-2510 BYRON CENTER\_\_\_  
 MI 49315\_\_\_ USA

PO Number 0318140849\_\_\_\_\_

Agent No \_\_\_\_\_

Frgt Cd \_

Enter shipping method and freight code (A = Prepaid, B = Prepaid/Add, C = Collect). Press F11 to enter header comments

New Carr UPSG \_\_\_\_\_  
 Mark 560489\_\_\_\_\_

Sp Chg Literals \_\_\_ Print \_\_\_ Print \_\_\_ Print \_\_\_ Print \_\_\_ Print \_\_\_  
 1=Help 2=Menu 3=End 5=Ref 6=Review 8=Detail 9=Table 11=Comnt 12=Exit

4B

:00.2

19/20

OEOEE2 Header Comnts Maintenance

-CSOEOEE2----

Command ==>

Page 01

Div YLD-01-1A

Lang English

Mode CHANGE

Sales Orde 065920

Cust PO 0318140849

Comnt Seq 01

PO rel

Comments

WHEN SHPPNG TO MIFP:<100# UPS COLLECT #48X065  
>100# CALL 866 210-8146 WORLDWIDE EXP 4 INSTR  
DROPSHIPMENTS - FOLLOW INSTRUCTIONS ON ORDER  
OR CALL: MIFP @ 616-538-5700

Enter comments here.  
This will also pre-fill with tag  
standard customer  
notes. Press F10 when  
complete.

Last maint date 03/18/15

1=Help 2=Menu 3=End 4=Nxt 5=Rfr 6=Rev 7=Bwd 8=Fwd 9=Table 10=Detail 12=Exit

4B

:00.2

09/02



# OEOEE3 Order Detail Maintenance

-CSOEOEE3----

COMMAND ==> \_\_\_\_\_ Page 01

Div YLD-01-1A Lang English CurrCd Mode CHANGE

Sls Ord 065920 Cust PO 0318140849 Name MFP AUTOMATION ENGINEERIN \$774.25

Seq/C	Ent Part/Cust Part	Qty/P/O	Pric/OD	Cd	Disc	Req Dt	Prm Dt
1	1H000050000	1	1173.1000		.3400	031815	031815
2	FAC1100515	12.000			.0000		
3					.0000		
4					.0000		
5					.0000		
6					.0000		
7					.0000		
8					.0000		
9					.0000		

Enter part number and quantity to order.

Enter request date without slashes

1=Help 2=Menu 3=End 4=Nxt 5=Rfr 6=Rev 7=Bwd 8=Fwd 9 =Tb| 10=H|d 11=Cmt 12=Ext

4B

:00.1

08/09



OE0EE3 Order Detail Maintenance

-CS0E0EE3----

COMMAND ==> \_\_\_\_\_ Page 01

Div YLD-01-1A Lang English CurrCd Mode CHANGE

Sls Ord 065920 Cust PO 0318140849 Name MFP AUTOMATION ENGINEERIN \$774.25

Seq/C Ent Part/Cust Part Qty/P/O Pric/OD Cd Disc Req Dt Prm Dt

S 1 1H000050000 1 1173.1000 .3400 031815 031815

000001 FAC110851S 12.000 - - - - -

. 2 - - - - - .0000 - - - - -

000002 - - - - - - - - - - -

. 3 - - - - - .0000 - - - - -

000003 - - - - - - - - - - -

. 4 - - - - - .0000 - - - - -

000004 - - - - - - - - - - -

. 5 - - - - - .0000 - - - - -

000005 - - - - - - - - - - -

. 6 - - - - - .0000 - - - - -

000006 - - - - - - - - - - -

. 7 - - - - - .0000 - - - - -

000007 - - - - - - - - - - -

. 8 - - - - - .0000 - - - - -

000008 - - - - - - - - - - -

. 9 - - - - - .0000 - - - - -

000009 - - - - - - - - - - -

Put an "S" here and press enter to add additional information to the item such as quote number or comments

1=Help 2=Menu 3=End 4=Nxt 5=Rfr 6=Rev 7=Bwd 8=Fwd 9 =Tb| 10=H|d 11=Cmt 12=Ext

4B

:00.1

06/09



# OEOEE4 Order Detail Maintenance

CS0E0EE4----

==>

Go Back to Multi-parts

Div YLD-01-1A Name MFP AUTOMATION ENGINEERIN Lang English Mode CHANGE  
 Sales 0 065920 Cust PO 0318140849 CurrCd Quote  
 Dtl Seq 0001 Ent Part 1H000050000 Qty Ord 1.00  
 Cust Se 000001 Cust Par FAC110851S 12.000 Qty BO 1.00 Disc .3400  
 Pkr Part 1H000050000 Price 1173.1000  
 UoM EA\_ Amt

Place cursor here and press  
 enter to add additional items  
 to the order

Total \$774.25

EPF	N	Quantity	Req_
1		1.00	031
3			
5			
7			
9			
11			

Quantity Req\_date Prm\_date

Enter quote number  
 here

Cont No  
 Ship to Enter dt 03/18/15

Press F11 to add detail comments

1=Help 2=Menu 3=End 4=Nxt 5=Rfr 6=Rev 7=Bwd 8=Fwd 9 =Tbl 10=Hld 11=Cmt 12=Ext

4B

:00.1

04/12



OEOEE3 DETAIL ADDED -CIOEE3M1-002

COMMAND ==> Page 01

Div YLD-01-1A Lang English CurrCd Mode CHANGE

Sls Ord 065921 Cust PO 0318150849 Name MFP AUTOMATION ENGINEERIN \$774.25

Seq/C	Ent	Part/Cust	Part	Qty/P/O	Pric/OD	Cd	Disc	Req Dt	Prm Dt
1		1H000050000		1	1172	1000	2400	021815	021815

000001 FAC110851S 12.000

000002

000003

000004

000005

000006

000007

000008

000009

000010

000011

000012

000013

000014

000015

000016

000017

000018

000019

1=Help 2=Menu 3=End 4=Nxt 5=Rfr 6=Rev 7=Bwd 8=Fwd 9 =Tb| 10=H|d 11=Cmt 12=Ext

Press F3, select YES, and press enter to submit your order

Do you want to commit Sales Order changes?

Sales Order 065921 YLD

# TOPZ Order Status



MGMENU PARKER HANNIFIN ----- TOPS+ ----- CISTEST  
COMMAND ==> \_\_\_\_\_ PAGE ==> 01

-----Available Options----- ---Key1--- ---Key2--- ---Key3---

- 1) TOPS+ -- Sales Order Maintenance
- A) TOPS+ -- Parker Order Status Query
- B) TOPS+ -- Parker Stock Status Query
- C) TOPS+ -- Competitor Part Cross-Reference
- D) TOPS+ -- Distributor Inventory Inquiry

Type A and press enter to check order status.

-----  
1=Help 2=Menu 3=End 5=Refresh 7=Backward 8=Forward 9=Divswap 12=Exit



GQQ7B GQS Order Status Query

COMMAND ==> \_\_\_\_\_

Enter the following selections, then press ENTER.

Enter the customer number you wish to query:

Customer Number ==> 592920\_\_\_\_\_

optionally, enter one of the qualifying items:

Parker Part Number ==> \_\_\_\_\_

Purchase Order Number ==> 0318140849\_\_\_\_\_

Entered Date ==> \_\_\_\_\_

Customer Part Number ==> \_\_\_\_\_

Sales Order Number ==> \_\_\_\_\_

Division ID ==> \_\_\_\_\_

Fill out any combination  
of fields to perform as  
specific or generic of  
search as you wish and  
hit enter.

Place the cursor in the Division ID, Customer Number, or Part Number  
field and press PF9 to get a table of known values for the field

-----  
1=Help 2=Menu 3=End 5=Refresh 9=Table 12=Exit

File Edit View Tools Session Options Help



GQQ7C GQS Order Query by Customer Purchase Number

COMMAND ==&gt; \_\_\_\_\_

PAGE 01

Customer Number: 592920 M F P AUTOMATION ENGRG STR GRANDVLE MI

Customer PO Number	Div Order#	Entered	Printed	Shipped	Comp1
0318140849	CYL 076966	05/10/15			No

Place your cursor over the order you wish to display details for and hit enter.

----- For detail, place cursor on desired line and press ENTER. -----  
1=Help 2=Menu 3=End 5=Refresh 7=Backward 8=Forward 12=Exit

4B

:00.3

02/14





GQQ7J Global Order Status Query  
COMMAND ==> \_\_\_\_\_

Item details such as part description, price, discount, shipment status and other information will be available here. Hit F3 when you have completed your review.

ORDER#	ITEM	PARKER_PART/CUSTOMER_PART	PART_DESCRIPTION/PROD_CODE	MFG_LOC
076966	0001	1H000050000	FAC110851S 12.000	1C
	00000	FAC110851S 12.000	00968ZS**Y	PLYMOUTH, MI

PRICE	DISC	ORD_QTY	B/L_QTY	ANP_QTY	ALC_QTY	PRE_QTY	SHP_QTY	UNSCHE	PRTY
1173.10	.3400	1	1	0	0	0	0	0	

SHP_LOC	WHSE	DETAIL_CODE	PRC_COD	SP_CODE	SP_CHARGE	CONTRACT_NUMBER
1C					.00	

-----SCHEDULED BACKLOG-----

SCH_QTY	REQ_DT	PRM_DT	R	SCH_QTY	REQ_DT	PRM_DT	R	SCH_QTY	REQ_DT	PRM_DT	R
1	051115	051115	R	00000000				00000000			

-----SHIPMENT RELEASES-----

RLSE	SHP_QTY	SHP_DT	CARRIER	BILL-OF-LADING
	NO SHIPMENTS			

-----

1=Help 2=Menu 3=End 5=Refresh 7=Backward 8=Forward 12=Exit

# TOPZ Access

If you previously used FP80 TOPS and have placed an order with Industrial Cylinder Division in the previous 18 months, then you are already setup to use TOPZ with your former user ID and password.

Please contact your plant sales coordinator to request access if you would like to use TOPZ and do not already have access.

# Thank you!

## Contacts for issues/questions

- Cathy Laskero
  - [Cathy.laskero@parker.com](mailto:Cathy.laskero@parker.com)
  - 847-294-2645
- Nate Mowrey
  - [nmowrey@parker.com](mailto:nmowrey@parker.com)
  - 847-294-2681

# Questions

