

## *To whom it may concern*

Jürgen Lauber; born 7<sup>th</sup> April 1961 in Bruchsal, joined our company as Sales- and Marketing Manager for components and systems on 1<sup>st</sup> July 1992.

Jürgen took on his responsibilities at an economically very difficult point in time for the company. Re-structuring of his area of responsibility as well as of the sales organisation as a whole had become essential. At the same time organisational and personnel changes had to be carried out while fundamental changes were called for in product range and customer structure.

Jürgen handled these challenges with remarkable determination and confidence. He was able to balance between action necessary to keep the company secure on a short term basis and action necessary to implement medium-term strategic goals.

In 1995 when the Hauser company became part of the Parker Hannifin Corporation, Jürgen assumed the position of Division Sales & Marketing Manager. His energetic approach combined with an ability to focus on important issues enabled him to achieve impressive results, particularly in the development of the Hauser field sales force, resulting in continuous increase of sales volume and expansion of the customer base.

During his years with Hauser, Jürgen gained the respect and confidence of his management and colleagues. Throughout his time with the company Jürgen was a key member of the management team, contributing greatly to product development and marketing strategies. On many occasions he competently represented the views and status of the company at International and Corporate levels.

His individual approach, motivation and creativity have been an important contribution to the success of the company.

Jürgen is leaving the company on 30<sup>th</sup> September 1997 at his own wish, to face new professional challenges in Italy. We recommend Jürgen's abilities and potential without reservations.

May we take this opportunity to thank him for his contributions and wish him and his family well, professionally as well as in his private endeavours.

Offenburg, den 30. September 1997

**PARKER HANNIFIN GmbH**  
**Hauser Division**



ppa. Nigel Allman  
Division Manager



i.V. Ralf Stürzel  
HR Manager