```
[ X ]ANNUAL REPORT PURSUANT TO SECTION 15(d) OF THE SECURITIES EXCHANGE
    ACT OF 1934 [FEE REQUIRED]
For the fiscal year ended December 31, 1995
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OR
[ ]TRANSITION REPORT PURSUANT TO SECTION 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 [NO FEE REQUIRED]

For the transition period from .....................................................
Commission file number 1-4982
A. Full title of the plan and the address of the plan, if different from that of the issuer named below:

PARKER HANNIFIN EMPLOYEES'
SAVINGS PLUS STOCK OWNERSHIP PLAN
B. Name of issuer of the securities held pursuant to the plan and the address of its principal executive office:
PARKER-HANNIFIN CORPORATION
17325 EUCLID AVENUE
CLEVELAND, OHIO 44112

THE PARKER-HANNIFIN EMPLOYEES' SAVINGS PLUS STOCK OWNERSHIP PLAN
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Report of Independent Accountants
Financial Statements:
Statements of Financial Condition at December 31, 1995 and 1994
Statements of Income and Changes in Plan Equity for the years
ended December 31, 1995 and 1994
Notes to Financial Statements
REPORT OF INDEPENDENT ACCOUNTANTS

To the Shareholders and
Board of Directors
Parker Hannifin Corporation

We have audited the accompanying statements of financial condition of the Parker-Hannifin Employees' Savings Plus Stock Ownership Plan as of December 31, 1995 and 1994, and the related statements of income and changes in plan equity for the years then ended. These financial statements are the responsibility of the Plan's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant
estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial condition of the Parker-Hannifin Employees' Savings Plus Stock Ownership Plan as of December 31, 1995 and 1994, and the results of its operations and changes in its plan equity for the years then ended, in conformity with generally accepted accounting principles.

Coopers \& Lybrand L.L.P.
Cleveland, Ohio
June 26, 1996
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THE PARKER-HANNIFIN EMPLOYEES' SAVINGS PLUS STOCK OWNERSHIP PLAN STATEMENTS OF FINANCIAL CONDITION

CONSOLIDATED

|  | December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1995 |  | 1994 |  |
| Assets |  |  |  |  |
| Investments at market value (Notes 1 \& 4) |  |  | \$ | 391,593,876 |  | 305,176,374 |
| Participant loans receivable |  | 16,581,558 |  | 14,659,980 |
| Investment contracts (Notes 1 \& 5) |  | 155,287,642 |  | 158,629,321 |
| Contributions receivable |  | 848,436 |  | 895,147 |
| Investment income receivable |  | 905,905 |  | 1,049,790 |
| Security sales receivable |  | 186 |  | 34,920 |
| Other receivables |  | 3,251 |  | 33,610 |
| Total assets | \$ | 565,220,854 |  | 480,479,142 |
| Liabilities \& Plan Equity |  |  |  |  |
| Dividends payable to participants (Note 6) | \$ | 2,885,266 | \$ | 2,394,461 |
| Security purchases payable |  | 447,208 |  | 791,787 |
| Notes payable (Note 3) |  | 6,895,000 |  | 19,733,000 |
| Total liabilities |  | 10,227,474 |  | 22,919,248 |
| Plan equity |  | 554,993,380 |  | 457,559,894 |
| Total liabilities \& plan equity | \$ | 565,220,854 | \$ | 480,479,142 | STATEMENTS OF INCOME AND CHANGES IN PLAN EQUITY


|  | Year ended December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1995 |  | 1994 |  |
| Contributions (Notes 1 \& 2) : |  |  |  |  |
| Employees' payroll deductions | \$ | 39,120,731 | \$ | 32,662,751 |
| Lump-sum contributions |  | 61,853 |  | 256,483 |
| Transfers from other plans (Note 2) |  | - |  | 364,557 |
| Total employees' contributions and transfers |  | 39,182,584 |  | 33,283,791 |
| Employer's contributions |  | 18,200,977 |  | 16,341,467 |
| Interest income |  | 13,498,568 |  | 12,399,247 |
| Dividend income - net |  | 1,587,546 |  | 1,878,701 |
| Net appreciation in the fair value of investments (Notes 1 \& 4) |  | 57,593,264 |  | 32,983,650 |
| Withdrawals and terminations |  | $(30,551,247)$ |  | $(30,278,307)$ |
| Interest expense (Note 3) |  | $(1,396,102)$ |  | $(2,399,541)$ |
| Trustee fees and expenses |  | $(682,104)$ |  | $(550,234)$ |
| Increase in plan equity |  | 97,433,486 |  | 63,658,774 |
| Beginning plan equity |  | 457,559,894 |  | 393,901,120 |
| Ending plan equity | \$ | 554,993,380 | \$ | 457,559,894 |

The accompanying notes are an integral part of the financial statements.

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

## INVESTMENT VALUATION

The investments in Parker-Hannifin Corporation (the Company) common shares, non-convertible corporate bonds, U.S. Government bonds, Key Trust Employee Benefits Value Equity Fund and the Key Trust Employee Benefits Fixed Income Fund are valued as of the last reported trade price on the last business day of the period. The Parker-Hannifin Employees' Savings Plus Stock Ownership Plan (the Plan) presents in the Statement of Income and Changes in Plan Equity the net appreciation (depreciation) in the fair value of its investments which consists of the realized gains or losses from the sale of investments and the unrealized appreciation (depreciation) on investments held by the Plan.

Investments in the Key Trust Employee Benefits Money Market Fund are valued at market, which approximates cost. Refer to Note 5 for additional information relating to funds held by Certus in the Contract Income Fund.

Management believes that the Plan's investments are well diversified and do not create a significant concentration of credit risk. Participants assume all risk in connection with any decrease in the market price of any securities in all the Funds. Although the annual rates of return with respect to the contracts held in the Contract Income Fund are guaranteed by major insurance and bank companies, the Company does not make any representations as to the financial capability of such companies or their ability to make payments under the contracts.

CONTRIBUTIONS
Contributions from employees and the Company are recorded in the period that payroll deductions are made from Plan participants.

Company contributions are invested solely in the ESOP Fund, which holds Company stock and some cash.

OTHER

Purchases and sales of securities are reflected on a trade-date basis.

Dividend income is recorded on the ex-dividend date. Interest and other income are recorded as earned on the accrual basis.

Costs incident to the purchase and sale of securities, such as brokerage commissions and stock transfer taxes, as well as investment advisory fees, are charged to the Funds to which they relate and netted against interest income. All other costs and expenses incurred in administering the Plan, including fees of the Trustee, are paid out of the Plan's assets, unless the Company elects to pay such costs.

The Plan has a loan provision which allows an active participant to borrow a minimum of $\$ 500$ and up to a maximum of a) $50 \%$ of his account balance or b) $\$ 50,000$ minus the largest outstanding loan balance he had in the last 12 months, whichever is less. The loan must be repaid, with interest equal to the prime rate at the time the loan is entered into plus 1\%, over a period from 1 year to $41 / 2$ years for a general purpose loan and up to ten years for a residential loan. Refer to Note 11 for changes effective in 1996.

The preparation of financial statements in conformity with Generally Accepted Accounting Principles requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates.

Participants should refer to the summary plan description or the plan agreement for more complete information.

## STOCK SPLIT

On April 13, 1995 the Board of Directors authorized a 3-for-2 split of the Company's common shares, paid June 2, 1995. All per share amounts in the financial statements and notes thereto have been restated to give effect to the 3 -for-2 split.

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\mathrm{F}-3
$$

NOTES TO FINANCIAL STATEMENTS (contd)

## 2. CONTRIBUTIONS AND TRANSFERS

PARTICIPANT PAYROLL DEDUCTION CONTRIBUTIONS

A participant may elect to contribute, through payroll deductions, not less than $1 \%$ nor more than $15 \%$ of his total compensation for a Plan year
and, beginning in 1996, may change such percentage upon request. The amount which a highly compensated employee may contribute may be limited in order to comply with Internal Revenue Code sections $401(\mathrm{k})$ and $401(\mathrm{~m})$. A participant may suspend his contributions at any time. Upon enrollment or re-enrollment, each participant stipulates his contributions to be invested in accordance with the following investment options:
(a) Company Stock Fund - Invested primarily in Common Shares of the Company purchased on the open market. A participant's contribution is limited to $50 \%$ invested in this fund.
(b) Fixed Income Fund - Invested primarily in securities which have a fixed rate of return such as government and high-quality corporate bills, notes, bonds, and other similar investments of issuers other than the Company.
(c) Equity Fund - Invested primarily in common stock of high-quality medium and large capitalization companies other than the Company.
(d) Contract Income Fund - Invested primarily in high-quality fixed income investments such as contracts issued by insurance companies and banks which provide a return guaranteed by the issuer, and debt securities such as notes and bonds issued by Federal agencies or mortgage backed securities, with each of these investments typically providing a stable rate of return for a specific period of time. Refer to Note 5 for a description of assets managed by Certus.
(e) Balanced Fund - Invested primarily in bonds, convertible securities, money market investments, and common stocks of highquality medium and large capitalization companies other than the Company.
(f) Small Capitalization Fund (Available January 1, 1996) - Invested primarily in equity securities of small companies that have demonstrated or have the potential for above-average capital growth.
(g) International Fund (Available January 1, 1996) - Invested primarily in common stocks, preferred stocks, warrants and rights to subscribe to common stocks on non-U.S. issuers.
(h) S\&P 500 Index Fund (Available January 1, 1996) - Invested in stocks which comprise the S\&P 500 Index, most of which are listed on the New York Stock Exchange.

PARTICIPANT LUMP-SUM CONTRIBUTIONS
Through December 31, 1995 a participant could elect to make an annual voluntary lump-sum contribution as of year end, providing he is actively contributing to the Plan. The amount of any lump-sum contribution, when added to a participant's payroll deduction contributions during the plan year, could not exceed an amount equal to $15 \%$ of his total compensation for the year. The highly compensated employees may have been prohibited from making such contributions. A participant's voluntary lump-sum contribution could be invested in the same manner as payroll deduction contributions except that up to 100\% of such contribution could be invested in the Company Stock Fund. The right to make a voluntary lump sum contribution has been eliminated beginning with the 1996 Plan year.

## TRANSFER OF PROFIT-SHARING ACCOUNT BALANCES

A participant who has an account attributable to the old Profit-Sharing Plan (replaced by the Retirement Plan) may make an irrevocable election to have his entire account balance transferred to the Plan. The account balance may be transferred upon request.

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NOTES TO FINANCIAL STATEMENTS (contd)

## TRANSFERS FROM OTHER PLANS

As a result of an acquisition in 1994, $\$ 364,557$ was transferred into the Plan from the account balances of the LDI Pneutronics Stock Savings Plan.

## TRANSFERS AMONG SAVINGS PLAN FUNDS

A participant may elect to reallocate, upon request, his account balances attributable to his contributions invested in any Fund (other than the ESOP Fund) to one or more of the other Funds. Prior to 1996, any such change could be made quarterly. Effective in 1996, such changes may be made daily.

A participant age 55 or older, with 10 or more years of participation in the Plan, may transfer a portion of the shares of stock in the ESOP Fund to any of the investment funds within the Plan. Beginning in 1996, such transfer may be made anytime during the year.

PARKER-HANNIFIN CORPORATION CONTRIBUTIONS
The Company makes monthly matching contributions equal to the first $5 \%$ of a participant's deferred compensation (before-tax) contributions. The Company contributes an amount equal to $100 \%$ of the first $3 \%$ of the monthly before-tax contributions and an amount equal to $25 \%$ of the $4 \%$ and $5 \%$ of the contribution. If the contribution is on an after-tax basis only, the Company contributes an amount equal to $50 \%$ of the first $1 \%$ of the aftertax contribution and $25 \%$ of the next $2 \%, 3 \%, 4 \%$, and $5 \%$ of the contribution. Company contributions will match the before-tax contributions prior to the after-tax contributions. With regards to lumpsum contributions made through 1995, the Company matches only participant contributions which, when added to payroll deduction contributions for such Plan year, do not exceed $5 \%$ of his total compensation for such year. Company contributions are invested solely in the ESOP Fund.

Effective in 1996, the Company will eliminate the match on the first $3 \%$ of after-tax contribution and will match only the $4 \%$ and $5 \%$ at $25 \%$.

PLAN PARTICIPANTS

The number of active participants in each fund at December 31, 1995 and 1994 are as follows:

|  | 1995 | 1994 |
| :--- | :---: | :---: |
|  |  |  |
| Company Stock Fund | 6,051 | 4,046 |
| Fixed Income Fund | 3,597 | 3,307 |
| Equity Fund | 8,139 | 6,591 |
| Contract Income Fund | 7,702 | 7,717 |
| Balanced Fund | 3,908 | 3,311 |

The total number of participants in the Plan is less than the sum of the number of participants shown above because many were participating in more than one fund.
3. ESOP FUND NOTES PAYABLE

During May and June of 1989, the ESOP Fund borrowed $\$ 70$ million to purchase 3.75 million shares of the Company's common stock on the open market. Commencing July 1, 1989 and continuing over the period of the loan, the shares purchased by the ESOP Fund are being allocated to participants making contributions to the Plan (see Note 2). The ESOP Fund uses Company contributions and cash dividends received on unallocated shares to repay the loan plus interest (8.41\% per annum for 1995 and 1994). Graduated principal payments and related interest are due semiannually, commencing December 31, 1989 and ending on June 30, 1996. The loan is guaranteed by the Company. The principal amount payable in the year ending December 31, 1996 is $\$ 6,895,000$.

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NOTES TO FINANCIAL STATEMENTS (contd)
4. INVESTMENTS

<TABLE>
<CAPTION>
Investments held by the Plan at December 31, 1995 and 1994 are summarized as follows:
\begin{tabular}{|c|c|c|c|c|}
\hline & \multicolumn{2}{|l|}{December 31, 1995} & \multicolumn{2}{|l|}{December 31, 1994} \\
\hline <S> & ```
Market Value
```
<C> & <C> Cost & Market Value <C> & <C> Cost \\
\hline \multicolumn{5}{|l|}{Company Stock Fund} \\
\hline \multicolumn{5}{|l|}{Key Trust Employee Benefits} \\
\hline Money Market Fund & \$ 519,372 & \$ 519,372 & \$ 745,563 & \$ 745,563 \\
\hline Parker-Hannifin Common Shares* & 56,391,221 & 30,557,724 & 46,160,736 & 25,515,852 \\
\hline Total & 56,910,593 & 31,077,096 & 46,906,299 & 26,261,415 \\
\hline
\end{tabular}

Fixed Income Fund
\begin{tabular}{lrrrr}
\hline Key Trust Employee Benefits & & & \(4,058,714\) & \(4,058,714\) \\
Money Market Fund & 548,845 & 548,845 & \(4,058,714\) \\
U.S. Government Securities** & \(18,600,406\) & \(17,947,389\) & \(12,017,627\) & \(12,997,776\) \\
Non-Convertible Corporate Bonds** & \(6,217,809\) & \(6,110,887\) & \(4,104,953\) & \(4,287,354\)
\end{tabular}

Equity Fund

Key Trust Employee Benefits
Money Market Fund
Value Equity Fund
Total

Contract Income Fund

Key Trust Employee Benefits Money Market Fund

Total
\begin{tabular}{rrrr}
\(14,609,536\) & \(14,609,536\) & \(6,179,884\) & \(6,179,884\) \\
\hline \(14,609,536\) & \(-14,609,536\) & \(6,179,884\) & \(6,179,884\) \\
\hline
\end{tabular}

Balanced Fund
Key Trust Employee Benefits Money Market Fund
Key Trust Employee Benefits Value Equity Fund
Key Trust Employee Benefits Fixed Income Fund

Total
\begin{tabular}{ccc}
- \\
\(95,862,263\) & - & \begin{tabular}{r}
346,502 \\
\(54,426,496\) \\
\hline \(95,862,263\) \\
\end{tabular} \\
\hline
\end{tabular}
\begin{tabular}{r}
\(41,853,579\) \\
\hline \(42,200,081\)
\end{tabular}
\(\qquad\)

OP Fund
\(\left.\begin{array}{rrrr}4,987,792 & 4,987,792 & 3,742,100 & 3,742,100 \\ 149,536,973 & 80,354,809 & 118,470,639 & 71,721,711 \\ 11,181,084 & 7,510,710 & 26,381,674 & 17,668,734 \\ & & 92,853,311 & 148,594,413\end{array}\right)\)

Contract Income Fund
Investment contracts
\$ 155,287,642
\$ 155,287,642
\$ 158, 629, 321
\$ 158, 629,321
\(====================================================\)
<FN>
* The number of Parker-Hannifin common shares held by the Plan were 6,960,706 at December 31, 1995 and 6,316,356 at December 31, 1994.
** The principal amounts of the U.S. Government Securities, Non-Convertible Corporate Bonds held by the Plan were \(\$ 23,541,079\) at December 31, 1995 and \(\$ 16,973,720\) at December 31, 1994.
</FN>
</TABLE>
F-6
NOTES TO FINANCIAL STATEMENTS (contd)

<TABLE>
<CAPTION>
The net realized gain (loss) on disposition of investments included in the
Plan equity is as follows:



Year Ended December 31, 1994

\(========\)
</TABLE>
<TABLE>
<CAPTION>

The net unrealized appreciation (depreciation) of investments included in
the Plan equity is as follows:
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline & \[
\begin{aligned}
& \text { Company } \\
& \text { Stock } \\
& \text { Fund }
\end{aligned}
\] & \begin{tabular}{l}
Fixed \\
Income \\
Fund
\end{tabular} & \begin{tabular}{l}
Equity \\
Fund
\end{tabular} & & Contract Income Fund & & Balanced Fund & & \begin{tabular}{l}
ESOP \\
Fund
\end{tabular} \\
\hline Total & & & & & & & & & \\
\hline <S> & <C> & <C> & <C> & <C> & & <C> & & & \\
\hline <C> & & & & & & & & & \\
\hline Balance at December 31, 1993 \$ 65,749,312 & \$ 14,367,697 & 153,333 & \$ 19,312,812 & \$ & \((259,983)\) & \$ & 73,445 & \$ & 32,102,008 \\
\hline Change for the fiscal period
\[
8,494,866
\] & 6,277,187 & \((1,315,883)\) & \((177,481)\) & & 259,983 & & 91,200 & & 23,359,860 \\
\hline \[
\begin{aligned}
& \text { Balance at December 31, } 1994 \\
& 94,244,178
\end{aligned}
\] & 20,644,884 & \((1,162,550)\) & 19,135,331 & & - & & 164,645 & & 55,461,868 \\
\hline Change for the fiscal period 53,396,877 & 5,188,613 & 1,922,489 & 22,300,436 & & - & & 6,594,669 & & 17,390,670 \\
\hline ```
Balance at December 31, 1995
$ 147,641,055
``` & \$ 25,833,497 & \$ 759,939 & \$ 41,435,767 & \$ & - & & 6,759,314 & \$ & 72,852,538 \\
\hline
\end{tabular}
<FN>
* Cost of securities sold is determined on an average historical cost basis. </FN>
</TABLE>
F-7
NOTES TO FINANCIAL STATEMENTS (contd)
5. CONTRACT INCOME FUND

Reported in the aggregate for the Contract Income Fund at December 31:

Contract Value of Assets

| 1995 | 1994 |
| ---: | ---: |
|  |  |
| $\$ 169,961,276$ | $\$ 165,135,412$ |
| $\$ 172,323,519$ | $\$ 157,477,576$ |
| $6.35 \%$ | $6.51 \%$ |
| $6.44 \%$ | $6.52 \%$ |
| 2.38 years | 2.72 years |

The above information is provided in compliance with the AICPA Statement of Position 94-4 (SOP 94-4). SOP 94-4 requires that fair value be based upon the standard discounted cash flow methodology as referred to in the Statement of Financial Accounting Standards No. 107. To arrive at the above aggregate fair value, comparable duration Wall Street Journal Guaranteed Investment Contract (GIC) Index rates were used as the discount factor within the discounted cash flow formula. A standard present value calculation has been employed to arrive at a current value for each cash
flow within a contract. The sum of the present values for each contract's cash flows is the estimated total fair value for that contract. All of the contract fair values are then added together to arrive at the above aggregate fair value for the portfolio.

The Contract Income Fund contains a managed synthetic GIC. This is a portfolio of securities owned by the Fund with a benefit-responsive, bookvalue "wrap" contract associated with the portfolio. The wrap contract assures that book-value, benefit-responsive payments can be made for participant withdrawals. The managed synthetic GIC included in the above amounts at December 31, 1995 and 1994 had a contract value of $\$ 44,176,639$ and $\$ 41,790,738$, while the fair value was $\$ 44,678,558$ and $\$ 38,463,187$, respectively. The crediting rate on the managed synthetic GIC resets at least quarterly and will have an interest rate of no less than $0 \%$.

The Contract Income Fund contains non-benefit responsive contracts. SOP 94-4 recommends that these contracts be carried at a fair value. However, the Fund's non-benefit responsive contracts are not a large enough representation of the portfolio (1.6\% and 3.4\% at December 31, 1995 and 1994) to result in a material impact on the Contract Income Fund. Therefore, these contracts have been reported at contract value in the financial statements.

It is important to note that, in the absence of an actively traded market, discounted cash flows are only an estimate of the contract's economic value. These values are not a useful value for participant statement purposes nor are they representative of the value which may be received from these contracts in either a participant disbursement or an early termination of the contract.
6. VESTING, WITHDRAWALS AND DISTRIBUTIONS

A participant's interest in the Plan attributable to his own contributions and Company contributions is fully vested at all times. A participant may withdraw in cash a portion of his contributions, subject to certain limitations and restrictions.

After a participant terminates employment for any reason, all amounts are distributed to him or, if he is deceased, to his designated beneficiary. If his interest exceeds $\$ 3,500$, he may defer his distribution up to his attainment of age $701 / 2$. Distribution is either in a single payment, quarterly installments or, by purchase of an annuity. Amounts held in the Company Stock Fund and ESOP Fund are distributed in the form of Common Shares or cash, as the participant elects. All other amounts are distributed in the form of cash or annuity.

Dividends received by the ESOP Fund with respect to allocated Company shares are paid to participants subsequent to the end of each plan year.

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NOTES TO FINANCIAL STATEMENTS (contd)

## 7. TAX STATUS

The United States Treasury Department advised on July 24, 1995, that the Plan, as restated as of January 1, 1992, constitutes a qualified trust under Section $401(a)$ of the Internal Revenue Code and is therefore exempt from federal income taxes under provisions of Section $501(a)$.

Contributions matched by the Company and all earnings are not taxable until distributed to the participants. Participants are allowed to make deferred compensation contributions to the Plan in amounts up to $10 \%$ of their total compensation ( $15 \%$ as of January 1, 1996) but not to exceed $\$ 9,240$ in 1995 and 1994 (may be adjusted annually for cost-of-living increases), as mandated by the Tax Reform Act of 1986. Such contributions are made in accordance with a salary reduction arrangement under Section $401(k)$ of the Internal Revenue Code of 1986, as amended, and are treated for federal income tax purposes as Company contributions. Contributions by highly compensated employees are limited by testing in accordance with section $401(\mathrm{k})$.

## 8. PLAN TERMINATION

The Company, by action of its Board of Directors, without further approval by the shareholders, has the right to amend, modify, suspend, or terminate the Plan in its entirety, or as to any subsidiary or operating location. No amendment, modification, suspension, or termination shall provide that assets held in trust by the Trustee may be used for or diverted to purposes other than for the exclusive benefit of participants or their beneficiaries. If the Plan is terminated, the Company contributions credited to each affected participant shall continue to be fully vested.
9. RECONCILIATION WITH FORM 5500

The Department of Labor requires that amounts owed to withdrawing but
unpaid former participants be classified as a plan liability on Form 5500, while these amounts are not reported as a liability in the Statements of Financial Condition. As a result, the following reconciliations were prepared:

|  | 1995 |  | 1994 |  |
| :---: | :---: | :---: | :---: | :---: |
| Plan Equity per Form 5500 | \$ | 552,376,550 | \$ | $455,848,656$ |
| Distributions payable that are allocated but unpaid to former participants |  | 2,616,830 |  | 1,711,238 |
| Plan Equity per financial statements | \$ | 554,993,380 | \$ | 457,559,894 |
| Distributions to former participants per Form 5500 | \$ | 31,456,839 | \$ | 30,913,712 |
| Distributions payable that are allocated but unpaid to former participants |  | $(2,616,830)$ |  | $(1,711,238)$ |
| Prior year distributions payable that were paid to former participants in the current year |  | 1,711,238 |  | 1,075,833 |
| Distributions to former participants per financial statements | \$ | 30,551,247 | \$ | 30,278,307 |

## 10. ASSET ALLOCATION

As described in Note 2, the participants may elect to invest their contributions in five investment funds (eight in 1996) and Company contributions are invested in the ESOP Fund. The allocation of assets, liabilities, income and changes in plan equity, among the funds follows on pages F-11 through F-17.

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NOTES TO FINANCIAL STATEMENTS (contd)
11. SUBSEQUENT EVENT

Effective January 1, 1996, certain changes were made to the Plan. Several of these changes are as follows:

* Plan is now valued daily
* Participants may change contribution percentages and future investment elections upon request
* Funds may be reallocated upon request
* An interactive voice response system has been implemented
* Investment elections may be allocated in whole percentage increments (limited to 50\% in the Stock Fund)
* Three new funds have been added (Small Capitalization, International, and S\&P 500 Index Funds)
* The maximum before-tax contribution has been increased from $10 \%$ to $15 \%$
* Eligibility begins 3 months after date of hire
* Diversification of ESOP shares is allowed anytime during the year (subject to age and service requirements)
* After-tax withdrawal is available upon request
* Participant is allowed two loans at a time
* Lump sum contributions have been eliminated
* The after-tax match on the first 3\% of after-tax contributions has been eliminated and the Company now matches only the $4 \%$ and $5 \%$ at $25 \%$
* Plan name has been changed to the Parker Retirement Savings Plan

For a more complete explanation of the Plan, participants should refer to the summary plan description.

THE PARKER-HANNIFIN EMPLOYEES' SAVINGS PLUS STOCK OWNERSHIP PLAN STATEMENTS OF FINANCIAL CONDITION

COMPANY STOCK FUND

|  | December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1995 |  | 1994 |  |
| Assets |  |  |  |  |
| Investments at market value |  |  | \$ | 56,910,593 | \$ | 46,906,299 |
| Contributions receivable |  | 120,400 |  | 70,584 |
| Investment income receivable |  | 3,353 |  | 3,366 |
| Other receivables |  | 3,251 |  | 3,251 |
| Total assets | \$ | 57,037,597 | \$ | 46,983,500 |
| Liabilities \& Fund Equity |  |  |  |  |
| Security purchases payable | \$ | 199,966 | \$ | 359,674 |
| Total liabilities |  | 199,966 |  | 359,674 |
| Fund equity |  | 56,837,631 |  | 46,623,826 |
| Total liabilities \& fund equity | \$ | 57,037,597 | \$ | 46,983,500 |

STATEMENTS OF INCOME AND CHANGES IN FUND EQUITY

|  | Year ended December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1995 |  | 1994 |  |
| Contributions: |  |  |  |  |
| Employees' payroll deductions | \$ | 5,904,379 | \$ | 3,658,367 |
| Lump-sum contributions |  | 17,711 |  | 43,873 |
| Transfers from other plans |  | - |  | 26,115 |
| Total employees' contributions and transfers |  | 5,922,090 |  | 3,728,355 |
| Transfers from other Savings Plan Funds |  | 1,711,350 |  | 760,170 |
| Interest income |  | 28,807 |  | 23,394 |
| Dividend income |  | 1,118,664 |  | 1,065,064 |
| Net appreciation in the fair |  |  |  |  |
| value of investments |  | 6,525,140 |  | 8,122,755 |
| Withdrawals and terminations |  | $(3,070,697)$ |  | $(2,957,562)$ |
| Trustee fees and expenses |  | $(39,712)$ |  | $(23,419)$ |
| Transfers to other Savings Plan Funds |  | $(1,981,837)$ |  | $(6,374,588)$ |
| Increase in fund equity |  | 10,213,805 |  | 4,344,169 |
| Beginning fund equity |  | 46,623,826 |  | 42,279,657 |
| Ending fund equity | \$ | 56,837,631 | \$ | 46,623,826 |

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THE PARKER-HANNIFIN EMPLOYEES' SAVINGS PLUS STOCK OWNERSHIP PLAN STATEMENTS OF FINANCIAL CONDITION

FIXED INCOME FUND

|  | December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1995 |  | 1994 |  |
| Assets |  |  |  |  |
| Investments at market value |  |  | \$ | 25,367,060 | \$ | 20,181,294 |
| Contributions receivable |  | 37,930 |  | 75,837 |
| Investment income receivable |  | 534,564 |  | 312,876 |
| Other receivables |  | - |  | 30,359 |
| Total assets |  | 25,939,554 | \$ | 20,600,366 |
| Liabilities \& Fund Equity |  |  |  |  |
| Fund equity |  | 25,939,554 | \$ | 20,600,366 |
| Total liabilities \& fund equity |  | 25,939,554 |  | 20,600,366 |


|  | Year ended December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1995 |  | 1994 |  |
| Contributions: |  |  |  |  |
| Employees' payroll deductions | \$ | 3,799,019 | \$ | 3,262,850 |
| Lump-sum contributions |  | 5,235 |  | 17,861 |
| Transfers from other plans |  | - |  | 47,877 |
| Total employees' contributions and transfers |  | 3,804,254 |  | 3,328,588 |
| Transfers from other Savings Plan Funds |  | 730,040 |  | 1,028,331 |
| Interest income |  | 1,476,593 |  | 1,221,043 |
| Net appreciation (depreciation) in |  |  |  |  |
| the fair value of investments |  | 1,638,755 |  | $(1,412,249)$ |
| Withdrawals and terminations |  | $(1,240,139)$ |  | $(1,437,396)$ |
| Trustee fees and expenses |  | $(53,784)$ |  | $(44,573)$ |
| Transfers to other Savings Plan Funds |  | $(1,016,531)$ |  | $(1,930,896)$ |
| Increase in fund equity |  | 5,339,188 |  | 752,848 |
| Beginning fund equity |  | 20,600,366 |  | 19,847,518 |
| Ending fund equity | \$ | 25,939,554 | \$ | 20,600,366 |
| F-12 |  |  |  |  |

THE PARKER-HANNIFIN EMPLOYEES' SAVINGS PLUS STOCK OWNERSHIP PLAN STATEMENTS OF FINANCIAL CONDITION

EQUITY FUND

|  | December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1995 |  | 1994 |  |
| Assets |  |  |  |  |
| Investments at market value | \$ | 95,862,263 | \$ | 61,335,412 |
| Contributions receivable |  | 133,392 |  | 182,699 |
| Investment income receivable |  | 219 |  | 2,019 |
| Total assets | \$ | 95,995,874 | \$ | 61,520,130 |
| Liabilities \& Fund Equity |  |  |  |  |
| Fund equity | \$ | 95,995,874 | \$ | 61,520,130 |
| Total liabilities \& fund equity | \$ | 95,995,874 | \$ | 61,520,130 |

STATEMENTS OF INCOME AND CHANGES IN FUND EQUITY

|  | Year ended December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1995 |  | 1994 |  |
| Contributions: |  |  |  |  |
| Employees' payroll deductions | \$ | 12,441,882 | \$ | 10,084,086 |
| Lump-sum contributions |  | 23,545 |  | 35,600 |
| Transfers from other plans |  | - |  | 73,561 |
| Total employees' contributions and transfers |  | 12,465,427 |  | 10,193,247 |
| Transfers from other Savings Plan Funds |  | 4,430,954 |  | 3,288,501 |
| Interest income |  | 22,401 |  | 9,569 |
| Net appreciation in the fair |  |  |  |  |
| value of investments |  | 23,523,954 |  | 1,124,458 |
| Withdrawals and terminations |  | $(3,445,167)$ |  | $(3,468,944)$ |
| Trustee fees and expenses |  | $(266,125)$ |  | $(177,235)$ |
| Transfers to other Savings Plan Funds |  | $(2,255,700)$ |  | $(4,442,193)$ |
| Increase in fund equity |  | 34,475,744 |  | 6,527,403 |
| Beginning fund equity |  | 61,520,130 |  | 54,992,727 |
| Ending fund equity | \$ | 95,995,874 | \$ | 61,520,130 |

CONTRACT INCOME FUND

|  | December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1995 |  | 1994 |  |
| Assets |  |  |  |  |
| Investments at market value |  |  | \$ | 14,609,536 | \$ | 6,179,884 |
| Investment contracts |  | 155,287,642 |  | 158,629,321 |
| Contributions receivable |  | - |  | 41,803 |
| Investment income receivable |  | 311,154 |  | 681,597 |
| Security sales receivable |  | 186 |  | 34,920 |
| Total assets | \$ | 170,208,518 | \$ | 165,567,525 |
| Liabilities \& Fund Equity |  |  |  |  |
| Security purchases payable | \$ | 247,242 | \$ | 432,113 |
| Total liabilities |  | 247,242 |  | 432,113 |
| Fund equity |  | 169,961,276 |  | $165,135,412$ |
| Total liabilities \& fund equity | \$ | 170,208,518 | \$ | 165,567,525 |

STATEMENTS OF INCOME AND CHANGES IN FUND EQUITY

|  | Year ended December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1995 |  | 1994 |  |
| Contributions: |  |  |  |  |
| Employees' payroll deductions | \$ | 11,625,898 | \$ | 10,615,311 |
| Lump-sum contributions |  | 7,950 |  | 150,708 |
| Transfers from other plans |  | - |  | 194,938 |
| Total employees' contributions and transfers |  | 11,633,848 |  | 10,960,957 |
| Transfers from other Savings Plan Funds |  | 4,427,582 |  | 3,945,114 |
| Interest income |  | 10,436,961 |  | 10,353,520 |
| Net appreciation in the fair value of investments |  | - |  | 265,155 |
| Withdrawals and terminations |  | $(14,864,629)$ |  | $(14,715,938)$ |
| Trustee fees and expenses |  | $(217,250)$ |  | $(240,743)$ |
| Transfers to other Savings Plan Funds |  | $(6,590,648)$ |  | $(11,724,752)$ |
| Increase (decrease) increase in fund equity |  | 4,825,864 |  | $(1,156,687)$ |
| Beginning fund equity |  | 165,135,412 |  | 166,292,099 |
| Ending fund equity | \$ | 169,961,276 | \$ | 165,135,412 |
| F-14 |  |  |  |  |

THE PARKER-HANNIFIN EMPLOYEES' SAVINGS PLUS STOCK OWNERSHIP PLAN STATEMENTS OF FINANCIAL CONDITION

BALANCED FUND

|  | Year ended December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 1995 |  | 1994 |
| Assets |  |  |  |  |
| Investments at market value | \$ | 33,138,575 | \$ | 21,979,072 |
| Contributions receivable |  | 56,248 |  | 99,575 |
| Investment income receivable |  | 73 |  | 1,526 |
| Total assets | \$ | 33,194,896 | \$ | 22,080,173 |
| Liabilities \& Fund Equity |  |  |  |  |
| Fund equity | \$ | 33,194,896 | \$ | 22,080,173 |
| Total liabilities \& fund equity | \$ | 33,194,896 | \$ | 22,080,173 |

## Year ended December 31,

|  |  | 1995 |  | 1994 |
| :---: | :---: | :---: | :---: | :---: |
| Contributions: |  |  |  |  |
| Employees' payroll deductions | \$ | 5,349,553 | \$ | 5,042,137 |
| Lump-sum contributions |  | 7,412 |  | 8,441 |
| Transfers from other plans |  | - |  | 22,066 |
| Total employees' contributions and transfers |  | 5,356,965 |  | 5,072,644 |
| Transfers from other Savings Plan Funds |  | 1,645,891 |  | 2,219,126 |
| Interest income |  | 4,718 |  | 7,961 |
| Net appreciation in the fair value of investments |  | 6,769,875 |  | 90,063 |
| Withdrawals and terminations |  | $(867,112)$ |  | $(1,131,326)$ |
| Trustee fees and expenses |  | $(105,233)$ |  | $(64,264)$ |
| Transfers to other Savings Plan Funds |  | $(1,690,381)$ |  | $(1,632,254)$ |
| Increase in fund equity |  | 11,114,723 |  | 4,561,950 |
| Beginning fund equity |  | 22,080,173 |  | 17,518,223 |
| Ending fund equity | \$ | 33,194,896 | \$ | 22,080,173 |

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THE PARKER-HANNIFIN EMPLOYEES' SAVINGS PLUS STOCK OWNERSHIP PLAN STATEMENTS OF FINANCIAL CONDITION

LOAN FUND

|  | December 31, |  |  |
| :---: | :---: | :---: | :---: |
|  | 1995 |  | 1994 |
| Assets |  |  |  |
| Participant Loans Receivable | \$ 16,581,558 | \$ | 14,659,980 |
| Total assets | \$ 16,581,558 | \$ | 14,659,980 |
| Liabilities \& Fund Equity |  |  |  |
| Fund equity | 16,581,558 |  | 14,659,980 |
| Total liabilities \& fund equity | \$ 16,581,558 | \$ | 14,659,980 |

STATEMENTS OF INCOME AND CHANGES IN FUND EQUITY
Year ended December 31,

| 1995 |  | 1994 |  |
| :---: | :---: | :---: | :---: |
| \$ | 7,912,590 | \$ | 17,347,100 |
|  | 1,182,681 |  | 537,177 |
|  | $(544,271)$ |  | $(354,616)$ |
|  | $(6,629,422)$ |  | $(2,869,681)$ |
|  | 1,921,578 |  | 14,659,980 |
|  | 14,659,980 |  | - |
| \$ | 16,581,558 | \$ | 14,659,980 |

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THE PARKER-HANNIFIN EMPLOYEES' SAVINGS PLUS STOCK OWNERSHIP PLAN STATEMENTS OF FINANCIAL CONDITION

ESOP FUND

|  | December 31, |  |
| :--- | ---: | ---: |
|  | 1995 |  |
| Assets |  | 1994 |
| Investments at market value | $\$ 165,705,849$ | $\$ 148,594,413$ |
| Contributions receivable | 500,466 | 424,649 |
| Investment income receivable | 56,542 | 48,406 |


| $\overline{\$ 166,262,857}$ | $\$ 149,067,468$ <br> $=============$ |
| :--- | :--- |
| $=============$ |  |

Liabilities \& Fund Equity

| Dividends payable to participants | \$ 2,885,266 | \$ 2,394,461 |
| :---: | :---: | :---: |
| Notes payable | 6,895,000 | 19,733,000 |
| Total liabilities | 9,780,266 | $22,127,461$ |
| Fund equity | 156,482,591 | 126,940,007 |
| Total liabilities \& fund equity | \$ 166,262,857 | \$ 149,067,468 |

STATEMENTS OF INCOME AND CHANGES IN FUND EQUITY
Year ended December 31,
1995
Contributions:

Employer's contributions

Transfers from other Savings Plan Funds
Interest income
Dividend income - net
Net appreciation in the fair
value of investments
Withdrawals and terminations
Interest expense
Transfers to other Savings Plan Funds

Increase in fund equity
Beginning fund equity
Ending fund equity
$\$ \quad 18,200,977 \quad \$ \quad 16,341,467$
68,971 1,493,719
346,407 246,583
$468,882 \quad 813,637$

19,135,540 24,793,468 $(6,519,232) \quad(6,212,525)$
$(1,396,102) \quad(2,399,541)$ $(762,859) \quad(1,107,697)$
$29,542,584 \quad 33,969,111$
126,940,007 92,970,896
$\overline{\$ 156,482,591} \overline{\$ 126,940,007}$
$========================$

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SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the Administrator of the Plan has duly caused this annual report to be signed on its behalf by the undersigned hereunto duly authorized.

THE PARKER-HANNIFIN EMPLOYEES' SAVINGS PLUS STOCK OWNERSHIP PLAN

BY: Michael J. Hiemstra
Michael J. Hiemstra
Vice President-Finance \& Administration
\& Chief Financial Officer

June 26, 1996

