SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D.C. 20549
$\qquad$
FORM 8-K

CURRENT REPORT
PURSUANT TO SECTION 13 OR $15(\mathrm{D}) \mathrm{OF}$ THE SECURITIES EXCHANGE ACT OF 1934

DATE OF REPORT: SEPTEMBER 26, 2001

PARKER-HANNIFIN CORPORATION
(EXACT NAME OF REGISTRANT AS SPECIFIED IN ITS CHARTER)

(STATE OF OTHER JURISDICTION OF INCORPORATION
OR ORGANIZATION
(COMMISSION FILE NO.)
$\qquad$
(IRS EMPLOYER IDENTIFICATION NUMBER
$\qquad$
6035 PARKLAND BOULEVARD CLEVELAND, OHIO 44124-4141 (216) 896-3000
(ADDRESS, INCLUDING ZIP CODE, AND TELEPHONE NUMBER INCLUDING AREA CODE OF REGISTRANT'S PRINCIPAL EXECUTIVE OFFICES)

NOT APPLICABLE
(FORMER NAME OR FORMER ADDRESS, IF CHANGED SINCE LAST REPORT)

ITEM 5. OTHER EVENTS
The Company is filing herewith the following exhibit, which is incorporated herein by reference to its Registration Statements on Form S-3 (File Nos. 33347955 and 333-02761), which were declared effective on March 23, 1998 and May 2, 1996, respectively.
99.1 Text of Press Release, dated July, 2001, issued by the Company

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ITEM 7. FINANCIAL STATEMENTS AND EXHIBITS
(C) EXHIBITS
99.1 Press Release, dated July 30, 2001, issued by Parker-Hannifin Corporation.

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

PARKER-HANNIFIN CORPORATION

Date: September 26, 2001
By: /s/ Thomas A. Piraino
 Thomas A. Piraino, Vice President, General Counsel and Secretary

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EXHIBIT INDEX

Parker Reports Annual Sales Up 11 Percent, Earnings Affected by U.S. Industrial Slump

CLEVELAND, July 30,2001 -- As the manufacturing recession continues, Parker Hannifin Corporation (NYSE: PH - news) today said the fourth quarter, which usually is a strong one, weighed on the company's full-year results. Quarterly net income excluding costs associated with operating realignments and other corporate accruals was $\$ 66.8$ million, or 57 cents per diluted share, compared with last year's fourth-quarter income of $\$ 113$ million, or 99 cents per diluted share. For the full year, the company earned $\$ 340.8$ million, or $\$ 2.96$ per diluted share, compared with $\$ 368.2$ million, or $\$ 3.31$ per diluted share, in the prior year. The current-year results reflect a net benefit of five cents per diluted share from non-recurring items, including a gain on the sale of real estate, offset by the previously noted operating-realignment actions and accruals; and the early retirement of debt. These results also reflect higher interest expense and nearly 4 million additional shares outstanding issued for acquisitions.

Acquisitions contributed much of the increase in annual revenues, which reached $\$ 5.98$ billion, up 11 percent from last year's sales record. "The acquisitions we've made bring tremendous potential, not only contributing to the top line, but strategically and operationally," said Parker CEO Don Washkewicz.

Noting that American industry is experiencing its first major setback since the early 90s, Washkewicz said, "We've had to be fast and decisive in our response to this downturn. Our manufacturing facilities were quick to adjust to depressed market conditions, by consolidating operations, accelerating acquisition
integration and implementing spending cuts in all areas. These immediate moves are painful and costly, but the flexibility to align ourselves with demand keeps us strong and focused."

Operating Results \& Supply Chain Initiatives
For the quarter and the year, Parker Aerospace led the company's operating performance with higher income and margins attributed to operating realignments and lean initiatives made throughout the business during fiscal year 2000, when its major markets were down. Operating income in the Aerospace segment was up more than 20 percent for the year, with an annual operating margin of 18.2 percent.

Conditions and comparisons were tougher for both the company's North American and International industrial markets, particularly in the fourth quarter. In the International Industrial business, operating income without operating realignment costs was 17.3-percent lower in the quarterly comparison, but 5.5percent higher annually, at a 7.7-percent return on sales. Quarterly operating income without realignment items in the North American Industrial business was down 57.5 percent, while the annual income comparison was 11.4 -percent lower. For the year, the North American Industrial margin was 11.4 percent.

The company noted that with this report, further detail is provided with the addition of an "Other" segment, which includes businesses outside of the Industrial and Aerospace segments.

This new classification includes the company's climate controls and Astron businesses, for which combined annual revenue is $\$ 556.8$ million.

Operating income without realignment items for this segment was down 16.7 percent for the quarter and 9.3 percent for the year, with an annual return on sales of 7.7 percent.
"Beyond actions we've taken for the current climate, we're also taking aggressive steps across our supply chain to improve operating margins for the long term," said Washkewicz. "Specifically, we're securing company-wide procurement contracts. We are expanding lean initiatives worldwide; implementing those that have proven so effective at Aerospace everywhere else in the company. The fastest-paying rewards are in customer service, inventory management and better asset utilization."
"And we continue to build on our greatest growth assets -- our people, our products and our ability to provide engineered systems and solutions that yield greater returns for us and our customers."

Outlook
The company noted it remains cautious in its outlook for the next quarter and the fiscal year. Going forward, with its early adoption of FAS 142 provisions, the company will not amortize goodwill, accounting for 44 cents in the new fiscal year. After this effect, Parker said it expects first-quarter earnings to be between 50 and 65 cents per share, and, with the beginnings of an economic recovery anticipated in the second half, fiscal year 2002 earnings are expected to range from $\$ 2.90$ to $\$ 3.35$ per share.

In addition to providing earnings estimates, Parker advises shareholders to note order trends, for which the company makes a disclosure several business days after the conclusion of each month. This information is available on the company's investor information web site, at www.phstock.com.

With annual sales of $\$ 6$ billion, Parker Hannifin is the world's leading diversified manufacturer of motion and control technologies and systems, providing precision-engineered solutions for a wide variety of commercial, mobile, industrial and aerospace markets. The company employs more than 45,000 people in 46 countries around the world. For more information, visit the company's web site at www.parker.com, or its investor information site at www.phstock.com.

Forward-Looking Statements:
Forward-looking statements contained in this and other written and oral reports are made based on known events and circumstances at the time of release, and as such, are subject in the future to unforeseen uncertainties and risks. All statements regarding future performance, earnings projections, events or developments are forward-looking statements. It is possible that the company's future performance and earnings projections may differ materially from current expectations, depending on economic conditions in North American industrial markets and the company's ability to achieve anticipated benefits associated with announced inventory
reductions and restructuring and acquisition-integration activities. Among the other factors which may affect future performance are: changes in business relationships with and purchases by or from major customers or suppliers, including delays or cancellations in shipments; competitive market conditions and resulting effects on sales and pricing; increases in raw-material costs that cannot be recovered in product pricing; and global economic factors, including currency exchange rates, difficulties entering new markets and general economic conditions such as interest rates. In each quarterly earnings report, the company intends to provide a range stating expected earnings per share for the succeeding quarter and full fiscal year, reflecting these ranges as estimates of diluted earnings per share before unusual items. The company makes these statements as of the date of this disclosure, and while it undertakes no obligation to update them, reserves the right to update its earnings projections for any reason during the quarter, including the occurrence of material events.

PARKER HANNIFIN CORPORATION - JUNE 30, 2001
CONSOLIDATED STATEMENT OF INCOME
(Dollars in thousands except per share amounts)
<TABLE>
<CAPTION>

|  | Three Months Ended June 30, |  |  |  | Year Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2001 |  | 2000 |  | 2001 |  | 00 |
| <S> | < 1 | C> |  | C> |  | C> | < |  |
| Net sales |  | 1,484,796 |  | 1,488,702 |  | 5,979,604 |  | 385,618 |
| Cost of sales |  | 1,195,520 |  | 1,143,041 |  | 4,728,156 |  | 186,850 |
| Gross profit |  | 289,276 |  | 345,661 |  | 1,251,448 |  | 198,768 |
| Selling, general and administrative expenses |  | 188,346 |  | 156,347 |  | 679,963 |  | 575,906 |
| Other income (deductions): |  |  |  |  |  |  |  |  |
| Interest expense |  | $(19,344)$ |  | $(16,041)$ |  | $(90,362)$ |  | $(59,183)$ |
| Interest and other income, net |  | $\begin{array}{r} (5,062) \\ (24,406) \end{array}$ |  | $\begin{array}{r} (796) \\ (16,837) \end{array}$ |  | $\begin{gathered} 52,473 \\ (37,889) \end{gathered}$ |  | $\begin{array}{r} (1,492) \\ (60,675) \end{array}$ |
| Income before income |  |  |  |  |  |  |  |  |
| Income taxes 27,166 189,426 193,955 |  |  |  |  |  |  |  |  |
| Income before extraordinary item |  | 49,358 |  | 112,972 |  | 344,170 |  | 368,232 |
| Extraordinary item extinguishment of debt |  |  |  | $(3,378)$ |  |  |  |  |
| Net income | \$ | 49,358 | \$ | 112,972 | \$ | 340,792 | \$ | 368,232 |
| Earnings per share: Basic earnings per share before |  |  |  |  |  |  |  |  |
| </TABLE> |  |  |  |  |  |  |  |  |
| extraordinary item |  | \$. 43 |  | \$1.00 |  | \$3.01 |  | \$3.34 |
| Extraordinary item <br> - extinguishment <br> of debt |  |  |  |  |  |  |  |  |
| Basic earnings per <br> share$\quad \$ .43$ $\$ 1.00$ $\$ 2.98$ |  |  |  |  |  |  |  |  |


| extraordinary item | \$. 42 | \$ . 9 | \$2.99 | \$3.31 |
| :---: | :---: | :---: | :---: | :---: |
| Extraordinary item <br> - extinguishment of debt | - |  | (.03) | - |
| Diluted earnings per share | \$. 42 | \$ . 9 | \$2.96 | \$3.31 |
| Average shares outstanding during period - Basic | 114,843,825 | 113,691,025 | 114,304,977 | 110,330,711 |
| Average shares outstanding during period - Diluted | 115,615,197 | 114,481,20 | 115,064,447 | 111,244,632 |
| Cash dividends per common share | \$. 18 | \$ . 1 | \$ . 70 | \$ . 68 |

## BUSINESS SEGMENT INFORMATION BY INDUSTRY

(Dollars in thousands)

## <TABLE>

<CAPTION>

|  | Three Months Ended June 30, |  |  |  | Year Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2001 |  | 2000 |  | 2001 |  | 2000 |  |
| <S> | <C> |  | <C> |  | <C> |  | <C> |  |
| Net sales |  |  |  |  |  |  |  |  |
| Industrial: |  |  |  |  |  |  |  |  |
| North America | \$ | 691,119 | \$ | 716,886 |  | ,941,697 |  | ,486,372 |
| International |  | 311,117 |  | 316,933 |  | ,275,516 |  | ,175,880 |
| Aerospace |  | 323,365 |  | 297,218 |  | , 205,624 |  | ,138,328 |
| Other |  | 159,195 |  | 157,665 |  | 556,767 |  | 585,038 |
| Total |  | ,484,796 |  | 1,488,702 |  | ,979,604 |  | 385,618 |
| Segment operating income |  |  |  |  |  |  |  |  |
| North America | \$ | 37,990 | \$ | 116,100 | \$ | 322,786 | \$ | 379,251 |
| International |  | 14,755 |  | 22,086 |  | 92,561 |  | 84,317 |
| Aerospace |  | 60,988 |  | 54,597 |  | 218,851 |  | 175,710 |
| Other |  | 10,988 |  | 14,446 |  | 41,451 |  | 47,084 |
| Total segment operating income | \$ | 124,721 | \$ | 207,229 | \$ | 675,649 | \$ | 686,362 |
| Corporate general and administrative expenses |  | 29,970 |  | 16,075 |  | 85,738 |  | 58,210 |
| Income from operations before interest |  | 94,751 |  | 191,154 |  | 589,911 |  | 628,152 |
| Interest expense |  | 19,344 |  | 16,041 |  | 90,362 |  | 59,183 |
| Other |  | $(1,117)$ |  | 2,636 |  | $(34,047)$ |  | 6,782 |
| Income before income taxes | \$ | 76,524 | \$ | 172,477 | \$ | 533,596 | \$ | 562,187 |

$</$ TABLE>
CONSOLIDATED BALANCE SHEET
(Dollars in thousands)

|  | June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2001 |  | 2000 |  |
| Assets |  |  |  |  |
| Current assets: |  |  |  |  |
| Cash and cash equivalents | \$ | 23,565 | \$ | 68,460 |
| Accounts receivable, net |  | 922,325 |  | 840,040 |
| Inventories |  | 1,008,864 |  | 974,196 |
| Prepaid expenses |  | 39,486 |  | 32,706 |
| Deferred income taxes |  | 91,439 |  | 73,711 |
| Assets held for sale |  | 110,683 |  | 164,000 |
| Total current assets |  | 2,196,362 |  | 2,153,113 |
| Plant and equipment, net |  | 1,548,688 |  | 1,340,915 |
| Other assets |  | 1,592,611 |  | 1,152,271 |
| Total assets |  | 5,337,661 |  | 4,646,299 |
| Liabilities and shareholders' equity |  |  |  |  |
| Current liabilities: |  |  |  |  |
| Notes payable | \$ | 546,502 | \$ | 335,298 |
| Accounts payable |  | 367,806 |  | 372,666 |
| Accrued liabilities |  | 436,947 |  | 394,131 |
| Accrued domestic and |  |  |  |  |
| Total current liabilities |  | 1,413,129 |  | 1,186,303 |
| Long-term debt |  | 857,078 |  | 701,762 |
| Pensions and other |  |  |  |  |


| postretirement benefits | 318,527 | 299,741 |
| :--- | ---: | ---: |
| Deferred income taxes | 131,708 | 77,939 |
| Other liabilities | 88,304 | 71,096 |
| Shareholders' equity | $2,528,915$ | $2,309,458$ |
| Total liabilities and |  |  |
| shareholders' equity | $\$ 5,337,661$ | $\$ 4,646,299$ |

CONSOLIDATED STATEMENT OF CASH FLOWS
(Dollars in thousands)

<TABLE>
<CAPTION>
<S>
\(\quad\) Cash flows from operating
activities:
\begin{tabular}{lc} 
Year Ended June 30, \\
2001 & 2000 \\
<C> \(<\) < \(>\)
\end{tabular}

Cash flows from operating activities:
\begin{tabular}{lcr} 
Net income & \$ 340,792 & \$ 368,232 \\
\begin{tabular}{l} 
Depreciation and \\
amortization
\end{tabular} & 264,527 & 206,408 \\
\begin{tabular}{l} 
Net effect of \\
extraordinary loss
\end{tabular} & 3,378 & _
\end{tabular}
extraordinary loss inventories, and trade payables
\((42,557) \quad(3,346)\)

Net change in other assets and liabilities
\((14,729) \quad(21,181)\)

Other, net
\((19,246) \quad(12,073)\)
Net cash provided by
operating activities
532,165 538,040

Cash flows from investing activities:
Acquisitions (less cash
acquired of \(\$ 10,143\) in
2001 and \(\$ 1,158\) in 2000)
\((583,254) \quad(351,011)\)

Capital expenditures
\((334,748) \quad(230,482)\)

Other, net
98,174 1,784

Net cash used in investing activities
\((819,828) \quad(579,709)\)
Cash flows from financing activities:
Net proceeds from common share activity
\begin{tabular}{cr}
15,971 & 1,202 \\
308,087 & 154,621 \\
\((79,921)\) & \((74,963)\) \\
244,137 & 80,860 \\
\((1,369)\) & \((4,008)\) \\
\((44,895)\) & 35,183 \\
68,460 & 33,277 \\
\(\$\) & 23,565
\end{tabular}\(\$ 38,460\)
et proceeds from debt
Dividends
Net cash provided by
financing activities
Effect of exchange rate changes on cash
</TABLE>
