### UNITED STATES SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

### FORM 8-K

CURRENT REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Date of report (Date of earliest event reported): January 20, 2004

### **PARKER-HANNIFIN CORPORATION**

(Exact Name of Registrant as Specified in Charter)

Ohio (State or Other Jurisdiction of Incorporation) 1-4982 (Commission File Number) 34-0451060 (IRS Employer Identification No.)

6035 Parkland Blvd. Cleveland, Ohio (Address of Principal Executive Offices)

44124-4141 (Zip Code)

Registrant's telephone number, including area code: (216) 896-3000

#### Item 9. Regulation FD Disclosure

#### Item 12. Disclosure of Results of Operations and Financial Condition

The following information is furnished pursuant to Item 9, "Regulation FD Disclosure" and Item 12, "Disclosure of Results of Operations and Financial Condition".

On January 20, 2004, Parker-Hannifin Corporation issued a press release and presented a Webcast announcing earnings for the quarter ended December 31, 2003. A copy of the press release is filed as Exhibit 99.1 to this report. A copy of the Webcast presentation is filed as Exhibit 99.2 to this report.

#### EXHIBIT INDEX

99.1 Press release issued by Parker-Hannifin Corporation, dated January 20, 2004.

99.2 Webcast presentation by Parker-Hannifin Corporation, dated January 20, 2004.

### SIGNATURE

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

By: /s/ Timothy K. Pistell

Timothy K. Pistell Vice President Finance and Administration and Chief Financial Officer

Date: January 20, 2004



#### For Release: Immediately

Contact:	Media – Lorrie Paul Crum, VP – Corp. Communications <u>lcrum@parker.com</u>	216/896-2750	After hours: 330/666-4196
	Financial Analysts – Pamela Huggins, VP & Treasurer <u>phuggins@parker.com</u>	216/896-2240	

Stock Symbol: PH – NYSE

#### PARKER'S FISCAL Q2 NET INCOME UP 49 PERCENT; CASH FLOW REMAINS STRONG

Cleveland, Ohio: January 20, 2004 – Parker Hannifin Corporation (NYSE: PH) today reported a 49-percent increase in fiscal second-quarter net income to \$55.8 million, or 47 cents per diluted share, on sales of \$1.62 billion for the period ended December 31, 2003. For the same period last year, the company reported quarterly net income of \$37.6 million, or 32 cents per diluted share on sales of \$1.52 billion.

"This quarter's results come from improved volume, combined with solid operating performance as we see the benefits from our strategic financial performance initiatives," said Parker CEO Don Washkewicz. "All of the company's operating segments recorded year-over-year margin improvement except Aerospace, which still achieved a double-digit operating margin."

Leading the gain was the North American Industrial segment, which improved operating margin to 7.5 percent on a five percent increase in sales. The company noted improved strength in construction, heavy-duty truck and semiconductor markets. International Industrial units increased sales 18.1 percent (attributed mostly to currency rate changes) and operating margin was 6.7 percent.

In the company's Climate & Industrial Controls segment (previously included in the "Other" segment), second-quarter sales were relatively flat while operating margin increased to 7.2 percent.

In Aerospace, sales were 1.2 percent lower and operating margin was 11.3 percent.

In the "Other" segment, comprised of Wynn Specialty Chemicals and Astron metal buildings, sales were 11.4 percent higher than the prior year second quarter (mostly the result of currency rate changes) and operating margin improved to 7.0 percent.

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#### Year-to-Date Results

For the first six months of fiscal 2004, the company recorded net income of \$112.5 million, or 95 cents per diluted share on sales of \$3.21 billion. Net income is up 14.1 percent over last year's \$98.5 million, or 84 cents per diluted share on sales of \$3.10 billion.

The company again noted strong cash flow from operations of \$378.2 million, or 12 percent of sales, and will continue to look for growth opportunities, as evidenced by its recent tender offer for shares of Denison International plc, which is expected to close in the third fiscal quarter.

"Acquisitions are still an important part of our accelerated growth plan," said Washkewicz. "We're very excited about Denison's solid, profitable performance in Europe and significant presence in Asia, especially in China. We look forward to adding the Denison product line to Parker's and expanding our total systems capabilities."

#### Outlook

For the second half of fiscal-year 2004, the company said it expects sales in the Industrial and Other segments to increase modestly, with continued profitability improvements. Sales and margins are expected to be down slightly in the Climate & Industrial Controls segment. In Aerospace, the company said sales should stabilize, but it did not expect near-term margins to improve without a corresponding improvement in aftermarket volume.

"While we are pleased to see some improvement in this quarter's operating performance and in recent order trends, we remain hopeful market conditions will continue to improve," said Washkewicz. "Our balance sheet is getting healthier and we're staying focused on our Win Strategy to drive growth, profitability and cash flow."

NOTICE OF CONFERENCE CALL: Parker Hannifin's conference call and slide presentation to discuss its fiscal second-quarter results is available to all interested parties via live webcast today at 10:00 a.m. ET, on the company's investor information web site, <u>www.phstock.com</u>. To access the call, click on the "Live Webcast" link. From this link, users also may complete a pre-call system test and register for e-mail notification of future events and information available from Parker. The call will be archived on the site for two weeks.

With annual sales exceeding \$6 billion, Parker Hannifin is the world's leading diversified manufacturer of motion and control technologies and systems, providing precisionengineered solutions for a wide variety of commercial, mobile, industrial and aerospace markets. The company employs more than 46,000 people in 44 countries around the world. For more information, visit the company's web site at <u>www.parker.com</u>, or its investor information site at<u>www.phstock.com</u>.



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 future performance and earnings projections of the company and individual segments may differ materially from current expectations, depending on economic conditions within both its industrial and aerospace markets, and the company's ability to achieve anticipated benefits associated with announced realignment activities, strategic initiatives to improve operating margins, and growth initiatives. A change in economic conditions in individual markets may have a particularly volatile effect on segment results. 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; uncertainties surrounding timing, successful completion or integration of acquisitions; threats associated with and efforts to combat terrorism; 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. The company makes these statements as of the date of this disclosure, and undertakes no obligation to update them.

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#### PARKER HANNIFIN CORPORATION—DECEMBER 31, 2003 CONSOLIDATED STATEMENT OF INCOME

CONSOLIDATED STATEMENT OF INCOME									
		Thre	e Months En	ded Decen	nber 31,		Six Months End	ed Decen	ber 31,
(Unaudited) (Dollars in thousands except per share amounts)	-	200	3		2002		2003		2002
Net sales	5	1.62	1,021	\$	1,517,201	\$	3,207,939	\$	3,103,105
Cost of sales			1,644	Ť	1,258,827	-	2,630,420	-	2,558,717
Gross profit	_	28	9,377		258,374		577,519		544,388
Selling, general and administrative expenses Other income (deductions):		19	0,090		177,142		370,294		353,397
Interest expense		(1	7,342)		(19,356)		(39,122)		(39,050)
Interest and other (expense), net	_		(574)		(3,830)		(2,119)		(2,204)
		(1	7,916)		(23,186)		(41,241)		(41,254)
Income before income taxes		8	1,371		58,046	<u> </u>	165,984		149,737
Income taxes	_	2	5,600		20,494		53,522		51,210
Net income	\$	5 5	5,771	\$	37,552	\$	112,462	\$	98,527
Earnings per share:	-			_		-		-	
Basic earnings per share	\$	6	.47	\$	.33	\$	.96	\$	.85
Diluted earnings per share	\$	3	.47	\$	.32	\$	.95	\$	.84
Assure that states the desire would be	-	117 40	0.152	1	16 270 217	-	17 10( 022		16 255 074
Average shares outstanding during period—Basic Average shares outstanding during period—Diluted		117,49 119,00	· ·		16,279,317 17,118,546		117,196,923 118,386,575		16,255,974 16,863,141
Cash dividends per common share	\$	5	.19	\$	.18	\$	.38	\$	.36
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### BUSINESS SEGMENT INFORMATION BY INDUSTRY

		Three Months En	ded December 31,	Six Months Ende	ed December 31,
(Unaudited) (Dollars in thousands)	_	2003	2002	2003	2002
Net sales					
Industrial:					
North America	\$	703,071	\$ 669,905	\$ 1,388,412	\$ 1,397,482
International		441,605	373,921	863,663	739,580
Aerospace		271,973	275,400	538,806	552,721
Climate & Industrial Controls		144,697	144,403	300,647	309,141
Other		59,675	53,572	116,411	104,181
Total	\$	1,621,021	\$ 1,517,201	\$ 3,207,939	\$ 3,103,105
		· ·	· · ·	· · ·	
Segment operating income					
Industrial:					
North America	\$	52,869	\$ 27,423	\$ 99,476	\$ 78,468
International		29,602	22,321	60,901	48,967
Aerospace		30,823	42,651	64,778	85,184
Climate & Industrial Controls		10,459	9,965	27,973	24,977
Other		4,162	2,480	9,896	6,312
	—				
Total segment operating income	\$	127,915	\$ 104,840	\$ 263,024	\$ 243,908
Corporate general and administrative expenses		25,164	19,395	48,126	39,493
	—				
Income from operations before interest expense and other		102,751	85,445	214,898	204,415
Interest expense		17,342	19,356	39,122	39,050
Other expense		4,038	8,043	9,792	15,628
Income before income taxes	\$	81,371	\$ 58,046	\$ 165,984	\$ 149,737

Note: Certain prior period amounts have been reclassified to conform to the current year presentation.

### CONSOLIDATED BALANCE SHEET

	Decen	1ber 31,
(Unaudited) (Dollars in thousands)	2003	2002
Assets		
Current assets:		
Cash and cash equivalents	\$ 138,047	\$ 35,365
Accounts receivable, net	926,393	898,888
Inventories	999,779	1,058,579
Prepaid expenses	39,603	41,298
Deferred income taxes	103,106	87,483
Total current assets	2,206,928	2,121,613
Plant and equipment, net	1,632,764	1,674,837
Goodwill	1,140,104	1,079,808
Intangible assets, net	60,561	54,495
Other assets	759,138	660,467
Total assets	\$ 5,799,495	\$ 5,591,220
	· · · ·	
Liabilities and shareholders' equity		
Current liabilities:		
Notes payable	\$ 36.142	\$ 580.816
Accounts payable	444.076	371,835
Accrued liabilities	447,744	409,126
Accrued domestic and foreign taxes	88,003	54,899
•		
Total current liabilities	1,015,965	1,416,676
Long-term debt	975,235	773,733
Pensions and other postretirement benefits	937,697	510,206
Deferred income taxes	15,152	90,629
Other liabilities	151,173	128,850
Shareholders' equity	2,704,273	2,671,126
		<b>*</b> 5 501 220
Total liabilities and shareholders' equity	\$ 5,799,495	\$ 5,591,220

### CONSOLIDATED STATEMENT OF CASH FLOWS

(Unaudited) (Dollars in thousands)	Six Months En 2003	ded December 31, 2002
Cash flows from operating activities:		
Net income	\$ 112,462	\$ 98,527
Depreciation and amortization	127,664	129,827
Net change in receivables, inventories, and trade payables	135,298	52,551
Net change in other assets and liabilities	6,594	(31,920)
Other, net	(3,861)	11,464
Net cash provided by operating activities	378,157	260,449
Cash flows from investing activities:		
Acquisitions (less cash acquired of \$8 in 2002)	(6,877)	(1,999)
Capital expenditures	(70,736)	(79,053)
Other, net	11,018	10,402
Net cash (used in) investing activities	(66,595)	(70,650)
Cash flows from financing activities:		
Net proceeds from common share activity	32,551	2,222
Net (payments of) debt	(408,964)	(162,644)
Dividends	(44,437)	(41,696)
Net cash (used in) financing activities	(420,850)	(202,118)
Effect of exchange rate changes on cash	1,485	1,300
Net (decrease) in cash and cash equivalents	(107,803)	(11,019)
Cash and cash equivalents at beginning of period	245,850	46,384
Cash and cash equivalents at end of period	\$ 138,047	\$ 35,365

Exhibit 99.2

# Parker Hannifin Corporation

Quarterly Earnings Release 2<sup>nd</sup> Quarter FY 2004

January 20, 2004



### Forward Looking Statements

#### 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 future performance and earnings projections of the company and individual segments may differ materially from current expectations, depending on economic conditions within both its industrial and aerospace markets, and the company's ability to achieve anticipated benefits associated with announced realignment activities, strategic initiatives to improve operating margins, and growth initiatives. A change in economic conditions in individual markets may have a particularly volatile effect on segment results. 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; uncertainties surrounding timing, successful completion or integration of acquisitions; threats associated with and efforts to combat terrorism; 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. The company makes these statements as of the date of this disclosure, and undertakes no obligation to update them.



# Today's Agenda

EPS

Acquisition/Divestiture Update

Financial Results

Fiscal Year 2004 Outlook

Questions & Answers



# Non-GAAP Financial Measure

This presentation reconciles sales amounts reported in accordance with U.S. GAAP to sales amounts adjusted to remove the effects of acquisitions and divestitures made within the prior four quarters as well as the effects of currency exchange rates on sales. The effects of acquisitions and divestitures and currency exchange rates are removed to allow investors and the company to meaningfully evaluate changes in sales on a comparable basis from period to period.



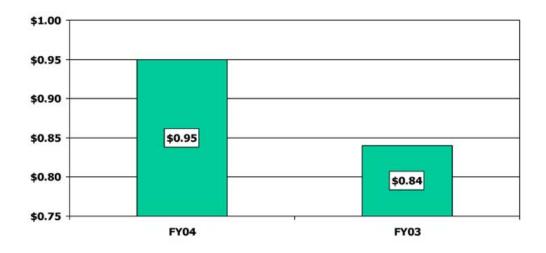
# EPS - 2<sup>nd</sup> Quarter



Note: FY04 2Q EPS was reduced by \$0.02 for business realignment charges. FY03 2Q EPS was reduced by \$0.03 for business realignment charges and \$0.02 for an equity investment adjustment.



# EPS – YTD as of December 31, 2003



Note: FY04 EPS was reduced by \$0.06 for business realignment charges. FY03 EPS was reduced by \$0.04 for business realignment charges and \$0.02 for an equity investment adjustment.



# Acquisitions/Divestitures

Name	Date	Sales	Description
Denison International	Pending	\$180M	Hydraulic pumps & motors



# Sales – 2<sup>nd</sup> Quarter

	FY 2004	FY 2003
Sales	\$1,621.0	\$1,517.2
% change	6.8%	
Sales from acquisitions & divestitures	\$8.4	\$6.0
Sales without acquisitions & divestitures	\$1,612.6	\$1,511.2
% change	6.7%	
Currency effects	\$79.0	
Sales without acquisitions, divestitures & currency	\$1,533.6	\$1,511.2
% change	1.5%	



# Income Statement – 2<sup>nd</sup>Quarter

	FY 2004			FY 2003			
-		% of Sales	Business Realignment		% of Sales	Business Realignment & Equity Adj.	
Net sales	\$1,621.0	100.0%		\$1,517.2	100.0%		
Cost of sales	1,331.6	82.1%	\$3.5	1,258.8	83.0%	\$4.7	
Gross profit	289.4	17.9%	(3.5)	258.4	17.0%	(4.7)	
S, G & A	190.1	11.7%	0.1	177.1	11.7%	2.6	
Other income (deductions)							
Interest expense	(17.3)	-1.1%	0.0	(19.4)	-1.3%	0.0	
Interest & other income	(0.6)	0.0%	0.0	(3.8)	-0.3%	0.0	
	(17.9)	-1.1%	0.0	(23.2)	-1.5%	0.0	
Income before taxes	81.4	5.0%	(3.6)	58.1	3.8%	(7.3)	
Income taxes	25.6	1.6%	(1.2)	20.5	1.4%	(1.7)	
Net income	\$55.8	3.4%	(\$2.4)	\$37.6	2.5%	(\$5.6)	

\* Business realignment primarily includes severance costs and costs related to the consolidation of manufacturing product lines.



### Sales – YTD

	FY 2004	FY 2003
Sales	\$3,207.9	\$3,103.1
% change	3.4%	
Sales from acquisitions & divestitures	\$13.4	\$10.6
Sales without acquisitions & divestitures	\$3,194.5	\$3,092.5
% change	3.3%	
Currency effects	\$136.4	
Sales without acquisitions, divestitures & currency	\$3,058.1	\$3,092.5
% change	-1.1%	



# Income Statement – YTD

		FY 2004			FY 2003	
-		% of Sales	Business Realignment		% of Sales	Business Realignment & Equity Adj.
Net sales	\$3,207.9	100.0%		\$3,103.1	100.0%	
Cost of sales	2,630.4	82.0%	\$10.4	2,558.7	82.5%	\$6.2
Gross profit	577.5	18.0%	(10.4)	544.4	17.5%	(6.2)
S, G & A	370.3	11.5%	0.2	353.4	11.4%	3.5
Other income (deductions)						
Interest expense	(39.1)	-1.2%	0.0	(39.1)	-1.3%	0.0
Interest & other income	(2.1)	-0.1%	(0.2)	(2.2)	-0.1%	0.0
	(41.2)	-1.3%	(0.2)	(41.3)	-1.3%	0.0
Income before taxes	166.0	5.2%	(10.8)	149.7	4.8%	(9.7)
Income taxes	53.5	1.7%	(3.6)	51.2	1.6%	(2.4)
Net income	\$112.5	3.5%	(\$7.2)	\$98.5	3.2%	(\$7.3)

\* Business realignment primarily includes severance costs and costs related to the consolidation of manufacturing product lines.



# Industrial North America

	FY 20	04	FY 20	003
	2nd Qtr	YTD	2nd Qtr	YTD
Sales				
As reported	\$703.1	\$1,388.4	\$669.9	\$1,397.5
% change	5.0%	-0.7%		
Acquisitions	\$5.3	\$9.9	\$0.0	\$0.0
without Acquisitions	\$697.8	\$1,378.5	\$669.9	\$1,397.5
% change	4.2%	-1.4%		
Currency effects	\$4.7	\$7.8	\$0.0	\$0.0
without Acquisitions & Currency	\$693.1	\$1,370.7	\$669.9	\$1,397.5
% change	3.5%	-1.9%		
Operating Margin				
As reported	\$52.9	\$99.5	\$27.4	\$78.5
% of sales	7.5%	7.2%	4.1%	5.6%
Business realignment	\$2.6	\$6.3	\$2.1	\$2.9



# Industrial Rest of World

	FY 2004		FY 2003		
	2nd Qtr	YTD	2nd Qtr	YTD	
Sales					
As reported	\$441.6	\$863.7	\$373.9	\$739.6	
% change	18.1%	16.8%			
Acquisitions	\$3.1	\$3.6	\$0.0	\$0.0	
without Acquisitions	\$438.5	\$860.1	\$373.9	\$739.6	
% change	17.3%	16.3%			
Currency effects	\$60.7	\$105.1	\$0.0	\$0.0	
without Acquisitions & Currency	\$377.8	\$755.0	\$373.9	\$739.6	
% change	1.0%	2.1%			
Operating margin					
As reported	\$29.6	\$60.9	\$22.3	\$48.9	
% of sales	6.7%	7.1%	6.0%	6.6%	
Business realignment	\$0.2	\$3.3	\$2.2	\$3.0	

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# Aerospace

	FY 20	04	FY 20	03
	2nd Qtr	YTD	2nd Qtr	YTD
Sales				
As reported	\$271.9	\$538.8	\$275.4	\$552.7
% change	-1.3%	-2.5%		
Acquisitions/Divestitures	\$0.0	\$0.0	\$6.0	\$10.6
without Acquisitions/Divestitures	\$271.9	\$538.8	\$269.4	\$542.1
% change	0.9%	-0.6%		
Currency effects	\$1.8	\$3.3	\$0.0	\$0.0
without Acquisitions & Currency	\$270.1	\$535.5	\$269.4	\$542.1
% change	0.3%	-1.2%		
Operating margin				
As reported	\$30.8	\$64.8	\$42.7	\$85.2
% of sales	11.3%	12.0%	15.5%	15.4%
Business realignment	\$0.0	\$0.1	\$0.5	\$0.9
Divestiture			(\$1.0)	(\$0.8)

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# **Climate & Industrial Controls**

	2nd Qtr	YTD	2nd Qtr	YTD
Sales				
As reported	\$144.7	\$300.7	\$144.4	\$309.1
% change	0.2%	-2.7%		
Acquisitions	\$0.0	\$0.0	\$0.0	\$0.0
without Acquisitions	\$144.7	\$300.7	\$144.4	\$309.1
% change	0.2%	-2.7%		
Currency effects	\$3.9	\$6.6	\$0.0	\$0.0
without Acquisitions & Currency	\$140.8	\$294.1	\$144.4	\$309.1
% change	-2.5%	-4.9%		
Operating margin				
As reported	\$10.4	\$28.0	\$10.0	\$25.0
% of sales	7.2%	9.3%	6.9%	8.1%
Business realignment	\$0.3	\$0.4	\$0.3	\$0.3



### **Other**

	FY 20	04	FY 20	03
	2nd Qtr	YTD	2nd Qtr	YTD
Sales				
As reported	\$59.7	\$116.4	\$53.6	\$104.2
% change	11.4%	11.7%		
Acquisitions	\$0.0	\$0.0	\$0.0	\$0.0
without Acquisitions	\$59.7	\$116.4	\$53.6	\$104.2
% change	11.4%	11.7%		
Currency effects	\$7.7	\$13.6	\$0.0	\$0.0
without Acquisitions & Currency	\$52.0	\$102.8	\$53.6	\$104.2
% change	-3.0%	-1.3%		
Operating margin				
As reported	\$4.2	\$9.9	\$2.5	\$6.3
% of sales	7.0%	8.5%	4.7%	6.0%
Business realignment	\$0.4	\$0.4	\$0.0	\$0.0

anything<mark>-Parker</mark> Possible:

### Balance Sheet Assets

as of December 31	2003	2002		Change	
Assets					
Current Assets:					
Cash and cash equivalents	\$ 138.0	\$	35.3	\$	102.7
Accounts receivable, net	926.4		898.9		27.5
Inventories	999.8		1,058.6		(58.8
Prepaid exepenses	39.6		41.3		(1.7
Deferred income taxes	103.1		87.5		15.6
Total current assets	\$ 2,206.9	\$	2,121.6	\$	85.3
Plant & equipment, net	1,632.8		1,674.8		(42.0
Goodwill	1,140.1		1,079.8		60.3
Intangible assets, net	60.6		54.5		6.1
Other assets	759.1		660.5		98.6
Total assets	\$ 5,799.5	\$	5,591.2	\$	208.3



# Balance Sheet Liabilities & Shareholders' Equity

as of December 31	2003	2002	C	hange
Liabilities and shareholders' equity				
Current liabilities:				
Notes payable	\$ 36.1	\$ 580.8	\$	(544.7)
Accounts payable	444.1	371.8		72.3
Accrued liabilities	447.7	409.1		38.6
Accrued domestic and foreign taxes	88.0	55.0		33.0
Total current liabilities	\$ 1,015.9	\$ 1,416.7	\$	(400.8)
Long-term debt	975.2	773.7		201.5
Pension and other postretirement benefits	937.7	510.2		427.5
Deferred income taxes	15.2	90.6		(75.4)
Other liabilities	151.2	128.9		22.3
Shareholders' equity	2,704.3	2,671.1		33.2
Total liabilities and shareholders' equity	\$ 5,799.5	\$ 5,591.2	\$	208.3



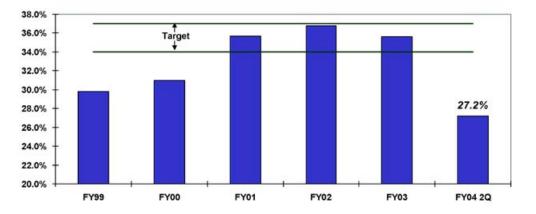
# Statement of Cash Flows

for the six months ended December 31		2003	2002		
Net income	\$	112.5	\$	98.5	
Depreciation & amortization		127.7		129.8	
Net change in receivables, inventory & payables		135.3		52.6	
Net change in other assets & liabilities		6.6		(31.9)	
Other, net		(3.9)		11.5	
Net cash provided by operating activities	\$	378.2	\$	260.5	
Acquisitions	\$	(6.9)	\$	(2.0)	
Capital expenditures		(70.7)		(79.1)	
Other		11.0		10.4	
Net cash (used in) investing activities	\$	(66.6)	\$	(70.7)	
Common share activity	\$	32.6	\$	2.2	
(Payments of) debt, net		(409.0)		(162.6)	
Dividends		(44.4)		(41.7)	
Net cash (used in) financing activities	\$	(420.8)	\$	(202.1)	
Effect of exchange rate changes on cash	-	1.5	_	1.3	
Net (decrease) in cash and cash equivalents	\$	(107.7)	\$	(11.0)	

Possible.

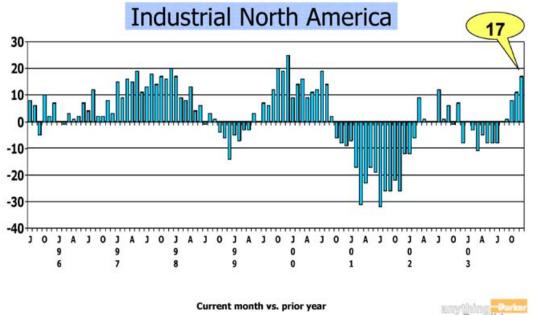
# Financial Leverage

Debt to Debt Equity



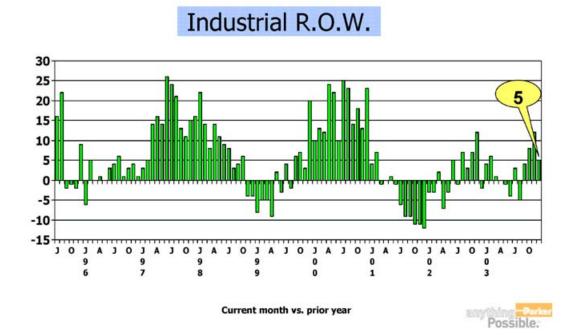




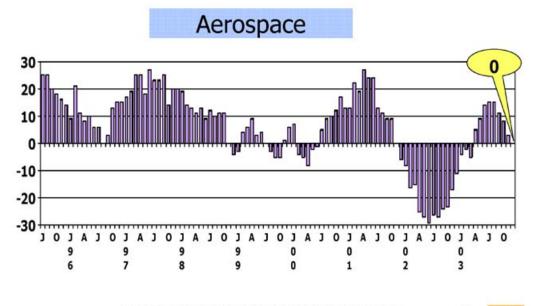


Possible.





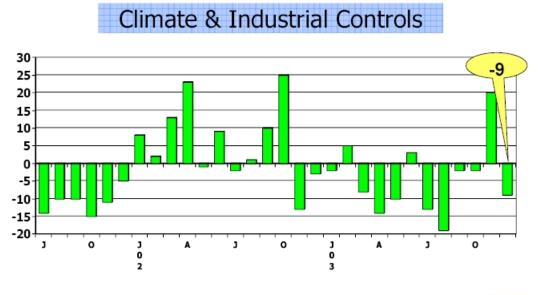




Average last 12 months orders to previous 12 months orders



Parker New Order Rates



Current month vs. prior year

anything Parker Possible:

### FY 2004 Outlook Business Segment

### Sales Growth versus FY 2003

Industrial North America	1.0%	to	4.0%
Industrial ROW	13.0%	to	16.0%
> Aerospace	-5.0%	to	-2.0%
Climate & Industrial Controls	-5.0%	to	-2.0%
> Other	4.0%	to	7.0%



### FY 2004 Outlook Business Segment

> Operating Income change versus FY 2003

Industrial North America	37.0%	to	47.0%
Industrial ROW	35.0%	to	45.0%
> Aerospace	-25.0%	to	-15.0%
> Climate & Industrial Controls	0.0%	to	10.0%
> Other	65.0%	to	75.0%



# FY 2004 Outlook Business Segment

Corporate Admin.	+ 15% to	20%	vs. FY 2003		
Interest Expense	+ or -	5%	vs. FY 2003		
Other Expense (Income)		same as FY 2003			
Tax Rate		32.0	%		



Questions & Answers...



