

Eaton Products Help Build Infrastructure

Eaton delivers the products to put this infrastructure in place. I. The company's heavy-duty and medium-duty truck components are critical for transporting goods and for off-road vehicles used to build the infrastructure.

II. Eaton semiconductor manufacturing equipment is vital in meeting the high-technology needs of growing economies. III. Cutler-Hammer supplies power distribution and industrial control equipment for new construction—residential, commercial and industrial—

and for motors and factory automation. IV. Hydraulic motors and pumps, power steering systems and hydrostatic transmissions are key components in construction and agricultural equipment.

Rising disposable income will intensify demand for passenger cars and light trucks. Eaton produces engine components, fan drives, locking differentials and a wide assortment of controls to equip these vehicles. Eaton is in a position to support traditional customers from the United States, Europe and Japan, as well as new OEM customers in emerging markets.

As incomes and standards of living rise, so does demand for appliances and power tools. Eaton is a major supplier of appliance controls such as program timers, pressure switches and sensors, gas and electric control valves and water valves. Eaton switches permit precise control of electrical current in power tools and a host of other products.

China—mammoth infrastructure Through 1995, China had had 15 years of uninterrupted double-digit GDP growth. GDP growth in 1996 is estimated to have exceeded 9 percent. The mammoth size of infrastructure development required in a country of 1.2 billion inhabitants is difficult to overstate, and growth potential for Eaton

America. Cutler-Hammer molded case circuit breakers (center right) provide increased performance in less space than standard breakers and meet all international standards. Similar circuit breakers are made by Suzhou Cutler-Hammer, the company's joint venture in China. Eaton's variable-effort power steering control valve (at left and inset), which is supplied to Ford, GM and Chrysler, gives the precise power steering assist required depending upon conditions, increasing comfort and conserving fuel.

Eaton's IKU unit designed the first electric mirror actuator for vehicles and today is the global leader in the technology. The round black electric actuator (upper left) enables left-right, up-down adjustments in the mirror. The new power folding mirror actuator (upper right) folds exterior mirrors against the body of the vehicle to permit access in tight spaces—a popular feature in many Asian countries, with potential applications in Europe and North

components is enormous. Per capita income, which is now about 10 percent of U.S. levels on a purchasing power parity basis, is compounding rapidly.

Eaton has been doing business in China since 1986 under a licensing agreement for 9-speed heavy truck transmissions and is currently negotiating to manufacture transmissions in China for both medium and heavy trucks. As the world's largest manufacturer of transmissions and axles for medium and heavy trucks, Eaton is in an excellent position to supply needed components.

In 1996, Eaton assumed a majority interest in Suzhou Cutler-Hammer Electric Co., Ltd., which manufactures molded case and earth leakage