



OPERATIONS

It is Eaton's policy for each division and subsidiary (listed on Page 15) to operate as much like an independent company as possible, with the central management in Cleveland. The general managers of our divisions and the heads of our subsidiaries are responsible for the sales, manufacturing and engineering phases of their respective divisions and subsidiaries, and for making a satisfactory profit.

A close fundamental relationship exists, however, between the divisions and subsidiaries and between each division or subsidiary and the Company as a whole. Division managers and heads of subsidiaries report to an administrative vice president.

At the hub of this relationship is the Operations Committee which is composed of the officials of the Company whom you see in the photograph on this page. This group holds a regular meeting each week and meets on other occasions at the call of the President. Major matters pertinent to the business of the Company are considered by this Committee.

One division manager or head of a subsidiary attends each weekly meeting of the Operations Committee at which time he reports on his division or subsidiary, answers questions and participates in the discussions.

OPERATIONS COMMITTEE:

Shown above is a meeting of the members of Eaton Manufacturing Company's Operations Committee with a Division General Manager in attendance. Clockwise, starting at the extreme left, are: **Bryant L. Boatner**, Administrator of Engineering; **Ralph E. Fisher**, who retired on December 31, 1959 as Vice President-Sales; **John C. Virden**, Chairman and President; **Wm. A. Mattie**, Vice President-Administrative; **E. M. de Windt**, Vice President-Sales; **Paul E. Minsel**, Vice President-Industrial Relations; **Robert C. Ochs**, General Manager of the Axle Division; **F. I. Goodrich**, Vice President-Administrative; **H. A. Williams**, Director of Purchases; **R. H. Daisley**, Vice President-Planning; **Raymond G. Hengst**, General Counsel and Secretary; **Logan Monroe**, Vice President-Controller; and **Herbert S. Ide, Jr.**, Vice President-Administrative and Treasurer.

