

VEHICLE COMPONENTS

increased demand from our worldwide manufacturing facilities in Europe, North America, Mexico, Brazil and Argentina. The plants outside North America have remained busy helping supply the strong U.S. demand for truck components. We're also extending the close, partner-like relationship we've had with our North American and Australian customers to fleet customers in Europe, Mexico, South America, Japan and Korea. These relationships permit us to provide unparalleled service to meet customer needs.

Q. Which of Eaton's truck products are seeing the most demand?

A. The sales boom has been especially beneficial for our lineup of Eaton Fuller "Super" transmissions. These come in Super 10-, 13- and 18-speed families and offer easier, smoother shifting and impressive fuel savings. We can save customers up to 450 pounds per truck by providing a lighter tandem drive axle and a new steer axle along with Eaton's reduced-envelope brakes. That makes possible more payload and more owner profits. Our ES extended service brakes last about 70 percent longer than ordinary brakes and have

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acquired, but the process was a grueling ordeal. We started our analysis in November of 1991, and it took us 27 months to conclude the negotiations. We believe it will prove to be well worth the effort. It's a business we know well, and the opportunities for significant synergies with our traditional businesses are exceptional.

Q. How did the businesses that you're combining with the DCBU acquisition perform in 1993?

A. Our markets gradually strengthened throughout 1993. During the year, we achieved excellent growth in a number of our electronics businesses. For instance, our Eaton IDT subsidiary had record bookings and shipments, reflecting the strong acceptance of the comprehensive new line of compact operator interface panels launched in 1993. Another key event was the opening of our Pueblo, Colorado, plant, which will supply customized control panels on a just-in-time basis for Trane Corporation.

Q. What about your competitive position in your other markets?

A. We're among the leaders in all of them. In our Automotive & Appliance business, we made six acquisitions since 1985 that have positioned us as a leader in both the U.S. and

TOP LEFT: Acquiring Westinghouse's line of low and medium voltage circuit breakers, designed to protect power and motor loads ranging from a low of 3 amps to 5,000 amps, greatly enlarges Eaton's product offerings.

TOP RIGHT: Eaton's fully fluid-linked hydrostatic power steering units are widely used in agricultural and off-highway construction vehicles.

BOTTOM LEFT: The Eaton Fuller Super 10 transmission proved to be a best seller in 1993 by offering smoother shifting and better fuel economy on heavy trucks.

BOTTOM RIGHT: Eaton IDT