

low-voltage power circuit breakers to provide superior protection, diagnostics, monitoring and communications capability to protective applications.

Technological Innovation

Another new product is the IQ Analyzer, an outgrowth of the industry-leading family of IQ Electronic Meters. The IQ Analyzer monitors a full range of system parameters, including current, voltage, power and energy demand, among others. It also monitors the quality of power, noting voltage sags and harmonics, which can be harmful to electrical distribution systems. The IQ Analyzer, which features a user-friendly operator panel, makes system data easy to retrieve and available in a form that operators can readily interpret and use. As with all of the IQ family of products, it can also communicate information back to a personal computer over the Cutler-Hammer IMPACC system. The IQ Analyzer is ideally suited to locations such as computer facilities, commercial sites and industrial plants, where power quality is crucial.

More typical for Eaton than the Westinghouse DCBU purchase are niche acquisitions, smaller franchises that complement and bolster product lines. Eaton continued that trend in 1994 by acquiring Lectron Products, Inc., of Rochester Hills, Michigan. Lectron, Eaton's 26th niche acquisition since 1984, manufactures electro-mechanical and electronic controls for the automotive industry, including shift valves for electronically controlled automatic transmissions, speed-sensitive power steering control valves, keyless vehicle entry systems, daytime running lamps, chime warning modules and releases for trunk lids and fuel doors.

Strength in New Markets

During 1994, Eaton also acquired a 51 percent interest in Mallory Controles Ltda. of Sao Paulo, Brazil, with an option to acquire the remaining 49 percent. Mallory is the leading supplier of controls for major appliances in Brazil, and the acquisition reinforces Eaton's position with its global customers



Cutler-Hammer R-F breakers are readied for shipment at the company's plant in Beaver, Pennsylvania. Orders with one to five breakers are shipped next day, orders of six or more, shipped within five days.

in the growing Latin American market. The factory in Sao Paulo makes program timers, pressure switches and water valves for major appliances. These products complement others offered by Eaton's automotive and appliance controls business.

In 1980, Eaton's automotive and appliance controls business had less than \$175 million in sales, mostly in the U.S. and Canada. Today, it is a global business with 33 manufacturing plants in 12 countries. Sales in 1995 are expected to be \$1 billion, and more than 45 percent are in foreign markets.

As part of a long-range plan for building its businesses, Eaton remains alert for opportunities to reinforce basic business strengths, build product breadth and improve market leadership.