



Eaton Corporation
Hybrid Power Systems
13100 E. Michigan Ave.
Galesburg, MI 49053
tel: (248) 226-7191
jamesparks@eaton.com



Date October 11, 2011
For Release Immediately
Contact Jim Parks, (248) 226-7191, JamesParks@Eaton.com

Eaton Announces Service Replacement Program for Hybrid Electric Batteries and Auxiliary Power Generation Options

KALAMAZOO, Mich. ... Diversified industrial manufacturer Eaton Corporation announced today at the Hybrid, Electric and High Efficiency Truck Users Forum (HTUF) 2011 National Conference in Baltimore, Md., a program that lowers the service replacement cost for its hybrid power systems electronics carriers (PECs). In addition, Eaton announced it will offer two auxiliary power generator (APG) options for its hybrid electric power systems that allow customers to use vital equipment without requiring the engine to idle for power generation.

“We are now entering the period when the early adopters of hybrid technology are beginning to require service of the hybrid power batteries outside the factory warranty period,” said Gerard Devito, director of engineering, Eaton Hybrid Power Systems Division. “We are committed to helping fleets receive real value in running cleaner, greener fleets by continuing to lower the overall cost of ownership for hybrid systems and prove a positive return on investment. This service replacement program is focused on doing just that.”

The new program significantly lowers the purchase price of PECs by up to half for pickup and delivery as well as utility applications. A standard aftermarket warranty of one year parts and labor applies, with a two-year extended protection plan available at an additional cost.

Starting in October 2011, the program will be available through dealerships that elect to participate in this program and are authorized to service Eaton Hybrid Power Systems.

In addition to the PEC service replacement program, Eaton has announced it will offer two APG options in 2012 that will allow fleets to run vital equipment from the vehicle without requiring the engine to idle for power generation.

“The APG options will quietly meet the power needs for customers using 115 volt single-phase tools and 208 volt 3-phase loads,” said Devito. “By using the hybrid batteries for power, the APG option offers fleets real payback by further reducing fuel consumption. Of course, this option provides even greater reductions in emissions, which is a benefit to us all.”

Eaton hybrid power systems have collectively accumulated more than 200 million miles of service, reducing fuel consumption by 8 million gallons of diesel fuel and harmful emissions by 80,000 metric tons. More than 5,500 of Eaton’s hybrid systems are in use today on city buses, school buses, package delivery trucks, beverage delivery trucks, refrigerated delivery trucks, refuse and recycling trucks, utility vehicles and other commercial applications. Eaton’s hybrid systems and advanced drivetrains will provide reliable and practical solutions for commercial vehicle manufactures to comply with new U.S. Department of Transportation and Environmental Protection Agency (EPA) fuel efficiency and greenhouse gas pollution standards in 2014. Eaton will begin working with vehicle manufacturers in 2012 to certify technologies with the EPA to assist in complying with these new regulations.

Eaton offers the world’s most complete lineup of hybrid systems for commercial vehicle applications and the charging and networked charging infrastructure for commercial and residential applications. Eaton hybrid electric and hybrid hydraulic power systems are available through various truck and bus manufacturers globally including Crane Carrier Corporation, DAF, Daimler, Ford, Foton, Freightliner, International, Iveco, JNP, King Long, Kenworth, Peterbilt, Solaris, Tata, YoungMan, Yutong and Zhongtong.

Companies such as FedEx, UPS, Coca-Cola Enterprises and PepsiCo are using delivery vehicles with Eaton hybrid systems. Work trucks with Eaton hybrid power are also in service at Florida Power and Light, and many utility and telecom companies across North America and city bus transit fleets in Asia, Europe, the Middle East and Latin America are using Eaton hybrid power in their fleets.

Benefits of the Eaton hybrid systems include fuel savings up to 35 percent, with similar percentages in emission reductions, extended brake life and idle time reductions of up to 87

percent during work site operations. For more information on Eaton's hybrid power systems, visit www.eaton.com/hybrid.

Eaton Corporation is a diversified power management company with 2010 sales of \$13.7 billion. Celebrating its 100th anniversary in 2011, Eaton is a global technology leader in electrical components and systems for power quality, distribution and control; hydraulics components, systems and services for industrial and mobile equipment; aerospace fuel, hydraulics and pneumatic systems for commercial and military use; and truck and automotive drivetrain and powertrain systems for performance, fuel economy and safety. Eaton has approximately 73,000 employees and sells products to customers in more than 150 countries. For more information, visit www.eaton.com.

###