Eaton’s Expanding Global Reach

EATON
Powering Business Worldwide
An introduction to Eaton

Eaton (NYSE:ETN) is a $21.8 billion power management company. We help customers worldwide manage the power they need for buildings, aircraft, trucks, cars, machinery and businesses. And we do it in a way that consumes fewer resources.

Innovative Technologies

Eaton’s innovative technologies help customers manage electrical, hydraulic and mechanical power, safely and efficiently. In addition, these power management technologies help customers control costs and reduce their energy requirements.

Eaton has approximately 102,000 employees around the world and sells products to customers in more than 175 countries. More than half of our revenues are generated outside the U.S.

Sustainability

Eaton has been recognized for our commitment to sustainability.

- Ranked among Fortune Magazine’s World’s Most Admired Companies
- Ranked among world’s top sustainability performers in NASDAQ Global Sustainability 50 Index
- One of Corporate Responsibility Officer Magazine’s 100 Best Corporate Citizens, 2008 - 2013
- One of Ethisphere Magazine’s World’s Most Ethical Companies, 2007 - 2013
- Named to Carbon Disclosure Project’s 2013 Performance and Disclosure Leadership Indexes

Our areas of business

Today approximately 80 percent of Eaton’s sales come from the electrical, hydraulics and aerospace segments.

Electrical Sector

The Electrical Sector is a leader in electrical products, systems and services for power quality, distribution and control power transmission, lighting and wiring. The electrical segment provides technology-driven solutions that serve the critical needs of the industrial, utility, commercial, residential and information technology markets.

Industrial Sector

Hydraulics Group

The Hydraulics Group is a leading manufacturer of systems and components for use in mobile and industrial applications. Markets include agriculture, construction, mining, forestry, utility, material handling, machine tools, molding, power generation, primary metals, and oil and gas.

Aerospace Group

The Aerospace Group is a leader in the design, manufacturing and marketing of reliable, high-efficiency systems and components for hydraulic, motion control and fuel applications.

Vehicle Group

The Vehicle Group is a leader in truck and automotive drivetrain and powertrain systems for performance, fuel economy and safety. It is comprised of the company’s truck and automotive segments.

The truck segment is a global leader in the design, manufacture and marketing of powertrain systems and other components for commercial vehicle markets. Key products include manual and automated transmissions, clutches and hybrid power systems.

Eaton’s automotive segment produces key products such as superchargers, engine valves and locking and limited-slip differentials.
Eaton entered Brazil in 1957, and we have been growing ever since. Eaton’s Vehicle Group, which formed the company’s foundation in South America, is achieving strong results. And today, we also have exciting growth opportunities within the electrical and hydraulics businesses.

By providing innovative industrial technologies, high-quality products and superior customer relationships, we are proud to play an active role in regional markets as a leading power management company.

Some of the globally recognized product brands for which Eaton is known in Brazil are: Aeroquip, Airflex, Boston, Char-Lynn, Cutler-Hammer, Eaton, Fuller, Golf-Pride, Powerware, Roadranger, Vickers, Crouse-Hinds and Cooper Power Systems.

Our growing presence allows us to serve customers throughout Brazil.

Supporting Regional Development

Eaton is a diversified power management company; we help customers worldwide manage the power they need for buildings, aircraft, trucks, cars, machinery and entire businesses. And we do it in a way that consumes fewer resources.

Here and around the world, we support infrastructure growth and economic expansion by providing:

- Electrical systems that improve power quality, distribution and control, power transmission, lighting and wiring;
- Hydraulic components, systems and services for industrial and mobile equipment applications;
- Hydraulic, fuel and pneumatic systems for commercial and military aircraft;
- Intelligent drivetrain systems for medium- and heavy-duty trucks;
- Automotive components, including engine air management systems, powertrain solutions and specialty controls for cars and light trucks.

Eaton is committed to driving growth and customer satisfaction by delivering the products, service and solutions that are critical to our customers’ success wherever they are located and everywhere they do business.
Eaton began operations in China in 1993 through a joint venture agreement to manufacture steering control units and hydraulic motors. Since then our presence has grown significantly in the region through acquisitions, joint ventures and wholly owned subsidiaries. In 2004, Eaton moved its Asia Pacific headquarters from Hong Kong to Shanghai. In 2009, the new Asia Pacific regional headquarters facility in Changning District, Shanghai was officially opened.

In China today, we make products for all of Eaton's distinct businesses. These products include uninterruptible power systems, medium voltage switch panels and switchgears, vacuum circuit breakers and fittings, electrical automation, automotive air conditioning and power steering, hose and tube assemblies, clutches and brakes, engine valves, hydraulic lifters, differentials, hydraulic hose fittings and adapters, directional control valves, vane pumps, power systems, hoses and fittings.

Some of the globally recognized brands that Eaton produces in China include:
- Aeroquip
- Fuller
- Phoenixtec
- Airflex
- Golf Pride
- Powerware
- Bill
- Holec
- Santak
- Boston
- Hydro-Line
- Tabula
- Char-Lynn
- MEM
- Vickers
- Cutler-Hammer
- Moeller
- Weatherhead
- ELEK
- Bussmann
- Crouse-Hinds

With our investment in China, we are well positioned for continued growth in this dynamic market. Due to continuing growth organically and through acquisition, Eaton has achieved its goal of reaching $1 billion in revenues in China by 2010.

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By providing innovative industrial technologies, high-quality products and superior customer relationships, we are proud to play an active role in the Asia-Pacific region. Here and around the world, we support infrastructure growth and economic expansion by providing:
- Electrical systems that improve power quality, distribution and control.
- Hydraulics components, systems and services for industrial and mobile equipment application;
- Hydraulics, fuel and pneumatic systems for commercial and military aircraft;
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In November 1993
Eaton and Jining Hydraulics Company of Jining City, Shandong Province, formed a joint venture to manufacture steering control units and hydraulic geroler/geroter (GG) motors, primarily for agricultural and construction equipment. As of May 2002, Eaton wholly owns Eaton Hydraulics System (Jining) Co., Ltd.

In March 1996
Cutler Hammer (Suzhou) Electric Co., Ltd. was formed as a joint venture, partnering with the Suzhou Electrical Apparatus Group Company to manufacture and sell electrical circuit protection devices. As of February 1998, Eaton wholly owns the company. The name of the company was changed to Eaton Electrical (Suzhou) Ltd., in February 2004.

In January 1998
Eaton Fluid Power (Shanghai) Co., Ltd. was formed as a wholly owned hydraulic system company in the Wai Gao Qiao Free Trade Zone. Its major products include directional control valves, vane pumps, manifold block, power systems, hoses and fittings.

In June 2004
Eaton purchased Powerware, a global leader in uninterrupted power systems. The acquisition included the Powerware and Switchtect operations in Shanghai, Beijing, Chengdu and Hangzhou, now named Eaton Power Quality (Shanghai Co., Ltd., and Hangzhou Eaton Power Quality Co., Ltd.

In January 2004
Eaton formed a joint venture with Changzhou Senstar Automobile Air Conditioner Co., Ltd. to produce automotive air conditioning and power steering hose and tube assemblies. Located in the Wai Gao Qiao Free Trade Zone, the joint venture is called Eaton Senstar Automotive Fluid Connector (Shanghai) Co., Ltd.

In September 2005
Eaton acquired industrial filtration business of Hayward Industries, Inc. As part of the transaction, Eaton Filtration (Shanghai) Co., Ltd. was established to manufacture various industrial filtration systems.

In March 2010
Eaton announced the expansion of its vehicle operations in China by investing in a new engine valve production facility in Jining City, Shandong Province.

In January 2003
Eaton acquired the global electrical business of Delta plc, including its operations in China. Located in Jiangsu Province, Zhenjiang Eaton Electrical Systems Co., Ltd., produces medium voltage switch panels, vacuum circuit breakers and fittings.

In June 2005

In October 2006
Eaton completed its purchase of shares of Senyuan International Holdings Limited. Senyuan’s wholly owned subsidiary, Changzhou Senyuan Switch Co., Ltd., is a well-established manufacturer of vacuum circuit breakers and other electrical switchgear components.

In April 2008
Eaton completed the purchase of The Moeller Group, a leading supplier of components for commercial and residential building applications and industrial controls for industrial equipment applications. Moeller GmbH entered the Chinese market in 1993 with its Chinese headquarters based in Shanghai.

In February 2005
Eaton Industrial Clutches and Brakes (Shanghai) Co., Ltd. was formed as a wholly owned company producing clutches and brakes for the industrial and mining market.

In February 2008
Eaton completed the acquisition of Phoenixtec Power Company Ltd. Phoenixtec manufactures single- and three-phase uninterruptible power supply (UPS) systems that are sold globally and has leading positions in UPS markets. HQ based in Taipei, the company has manufacturing facilities in mainland China and Taiwan, and employs approximately 5,800 people.

In March 2008
Eaton Industries (Wu Xi) Co., Ltd was officially put into operation as a wholly owned heavy-duty transmission and clutch manufacturing facility in Wu Xi, Jiang Su province.

In November 1998
Eaton and Shanghai Aircraft Manufacturing Co., Ltd. (SAMC), a subsidiary of Commercial Aircraft Corporation of China (COMAC), have signed a joint venture agreement to support the COMAC C919 single-aisle commercial aircraft program.

In March 2005
Eaton purchased Winner Group Holdings, Ltd., which produces hydraulic hose fittings and adapters used in stationary and mobile construction equipment applications. The acquisition included operations in Ningbo, Luzhou, Guangzhou and Shanghai.

In July 2010
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In February 2004
Eaton Electrical (Suzhou) Ltd., produces medium voltage switchgear, electrical automation and protection systems.

In April 2012
Eaton completed the acquisition of electrical equipment supplier Cooper Industries plc. The $13 billion acquisition of Cooper is the largest one in Eaton’s 101-year history. The China headquarters of Cooper is based in Shanghai.

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Our growing presence allows us to serve customers across the region.

Eaton's involvement in Europe began in 1946 with a minority interest in the Hobourn-Eaton Manufacturing Company Ltd., a British manufacturer of motor pumps and gears. Since then, Eaton's presence in this region has grown significantly, both organically and through acquisitions. In 2007, Eaton strengthened its Uninterruptible Power System business by acquiring MGE Office Protection Systems. In 2008, the company further increased its global capability by acquiring the Moeller Group. In addition, Eaton enhanced its hydraulics portfolio with the acquisition of Integ Holdings Limited. With these transactions, Eaton's manufacturing footprint today includes approximately 55 sites that make an array of electrical, aerospace, hydraulic and vehicle components for markets in Europe, the Middle East, Russia and Africa.


Supporting Regional Development

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By providing innovative, high-quality products and maintaining superior customer relationships, we are proud to play an active role in the European market. An important part of Eaton's business focus is to develop products that help customers protect the environment by conserving energy, reducing emissions and managing resources.

Our areas of business

All of Eaton’s businesses have operations in Europe.

Electrical Sector

The Electrical Sector is a leader in electrical products, systems and services for power quality, distribution and control power transmission, lighting and wiring. The electrical sector provides technology-driven solutions that serve the critical needs of the industrial, utility, commercial, residential and information technology markets.

Industrial Sector

Hydraulics Group

The Hydraulics Group is a leading manufacturer of systems and components for use in mobile and industrial applications. Markets include agriculture, construction, mining, forestry, utility, material handling, machine tools, molding, power generation, primary metals, and oil and gas.

Aerospace Group

The Aerospace Group is a worldwide leader in the design, manufacture and marketing of a comprehensive line of reliable and high-efficiency hydraulic, motion control, fuel systems and components for the aerospace industry.

Vehicle Group

The Vehicle Group is a leader in truck and automotive drivetrain and powertrain systems for performance, fuel economy and safety. It is comprised of the company’s truck and automotive segments.

The truck segment is a global leader in the design, manufacture and marketing of powertrain systems and other components for commercial vehicle markets. Key products include manual and automated transmissions, clutches and hybrid power systems. Eaton’s automotive segment produces key products such as superchargers, engine valves and locking and limited-slip differentials.

Vision: To be the most admired company in our markets, measured by customers saying, “We want to do more business with Eaton,” shareholders saying, “Eaton is one of my best investments,” employees saying, “I am proud to be part of the Eaton team,” and suppliers saying, “Eaton is one of my most valued customers.”

Eaton Essential Data

Founded: 1911
2012 Annual sales: $21.8 billion (USD)
Employees: Approximately 103,000

Eaton in Europe, the Middle East and Africa (EMEA)

Entry: 1946
2012 EMEA Regional sales: $4 billion (USD)
Employees: 25,242
Regional headquarters: Morges, Switzerland

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Eaton in India

Our growing presence allows us to serve customers across region.

Eaton's footprint in India has been growing steadily as a power management company since 1999. With the global acquisition of Aeroquip Vickers, Eaton had acquired two manufacturing plants in Mumbai and Pune under the name of Vickers Systems International Limited (VSIL). The Mumbai plant was integrated into Pune operations in January 2002. Today, the facility is an Eaton Center of Excellence (COE) for gear pumps and is being expanded to commence manufacturing of steering control units and hitch valves.

When Eaton completed its global acquisition of Powerware from Invensys in June 2004, the New Delhi-based facilities of Powerware were also integrated into Eaton's India operations. Eaton has a medium- and heavy-duty truck transmission and components plant in Ranjangaon, India. The Ranjangaon plant marks the important entry of Eaton's Truck business into India. In 2008, Eaton acquired the engine valve business of Kirloskar Engine Oils Ltd. This marked the entry of Eaton's Automotive business into India.

With a clear view to expanding its presence in India, Eaton has established many new entities. The first was an engineering center at the Pune campus designed to do high-end engineering work for all of Eaton's business segments. Since then, Eaton has focused on enhancing its presence in India as a power management company in all business segments and on tapping into the diverse opportunities that India offers, including critical manufacturing and engineering capabilities, product development, service centers and globally competitive sourcing.

While India offers a huge market opportunity in itself, it also serves as a strategic location to enhance Eaton's global competitiveness.

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- Truck and automotive drivetrain and powertrain systems for performance, fuel economy and safety;
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Growth Timeline in India

April 1999  
With the global acquisition of Aeroquip Vickers, Eaton acquired two manufacturing plants for hydraulic components and systems in Maharashtra.

January 2002  
The Mumbai hydraulics plant was merged into the Pune operations.

June 2003  
An Eaton India Engineering Center was established in Pune to focus on product development and engineering effort for Eaton’s global markets.

March 2004  
A team was formed in India as an extension of Eaton’s global sourcing effort, to tap the immense sourcing potential that India offers.

June 2004  
As Eaton completed its acquisition of Powerware from Invensys, the New Delhi-based facilities of Powerware were also integrated into Eaton’s India operations.

June 2005  
A Global Support Service Center was established in Pune as an India-based customer center, serving hydraulics and aerospace customers in the U.S., Europe and the Asia Pacific region.

June 2005  
The de-listing of VSIL shares from the Mumbai and Pune Stock Exchanges was completed, paving the way for a wholly owned Eaton entity status. As of September 2006, Eaton holds 97.6% of VSIL.

November 2005  
Asia Pacific Shared Services Center was set up to serve the Asia Pacific markets for transaction management, invoice receipt and matching, accounts payable, accounts receivable and general ledger accounting.

January 2006  
The India Information Technology Center was set up to provide information technology security for Eaton users.

October 2006  
Eaton’s Truck Component Operations began plans for India operations with the acquisition of industrial land in Ranjangaon, Maharashtra for a new manufacturing facility.

November 2007  
The construction of the Truck Greenfield plant in Ranjangaon was completed and to commemorate the occasion, the group hoisted the national flag and Eaton flag.

February 2008  
The name Vickers Systems International Ltd was legally changed to Eaton Fluid Power Ltd.

March 2008  
Eaton inaugurated its state-of-the-art Professional Services Center in Kharadi, Pune.

August 2008  
Eaton purchased the engine valve components division of Kirloskar Oil Engines Ltd., located in Ahmednagar and Nashik, cities in the western state of Maharashtra, India.

April 2011  
Eaton announced the opening of an integrated test lab for its vehicle and hydraulics products at Ranjangaon, in the existing truck components plant premises.

November 2012  
Eaton completed the acquisition of electrical equipment supplier Cooper Industries plc. Cooper locations in India include Chennai and Pondicherry.

March 2013  
Eaton inaugurated its Filtration division’s first manufacturing facility in India.
Eaton entered South America 1957 with its first major operation in Brazil. We have been growing ever since, now serving customers throughout the region. Eaton’s Vehicle Group, which formed the company’s foundation in South America, is achieving strong results. And today, we also have exciting growth opportunities within the electrical and hydraulics businesses.

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Employees: 103,000

Eaton in South America

2012 net sales: $1.59 billion (USD)
Employees: 5,000
Regional Headquarters: Valinhos, São Paulo

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Ready to join our team?

Click here to search and apply for available positions.