



Eaton Corporation

Supply Chain Management Latin America & Caribbean Region



Our Business Groups

45%
Electrical



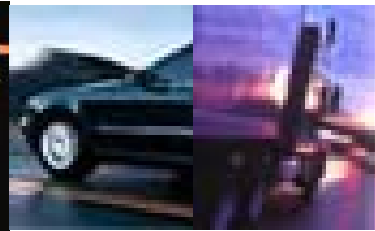
12%
Aerospace



16%
Hydraulics



27%
Vehicle

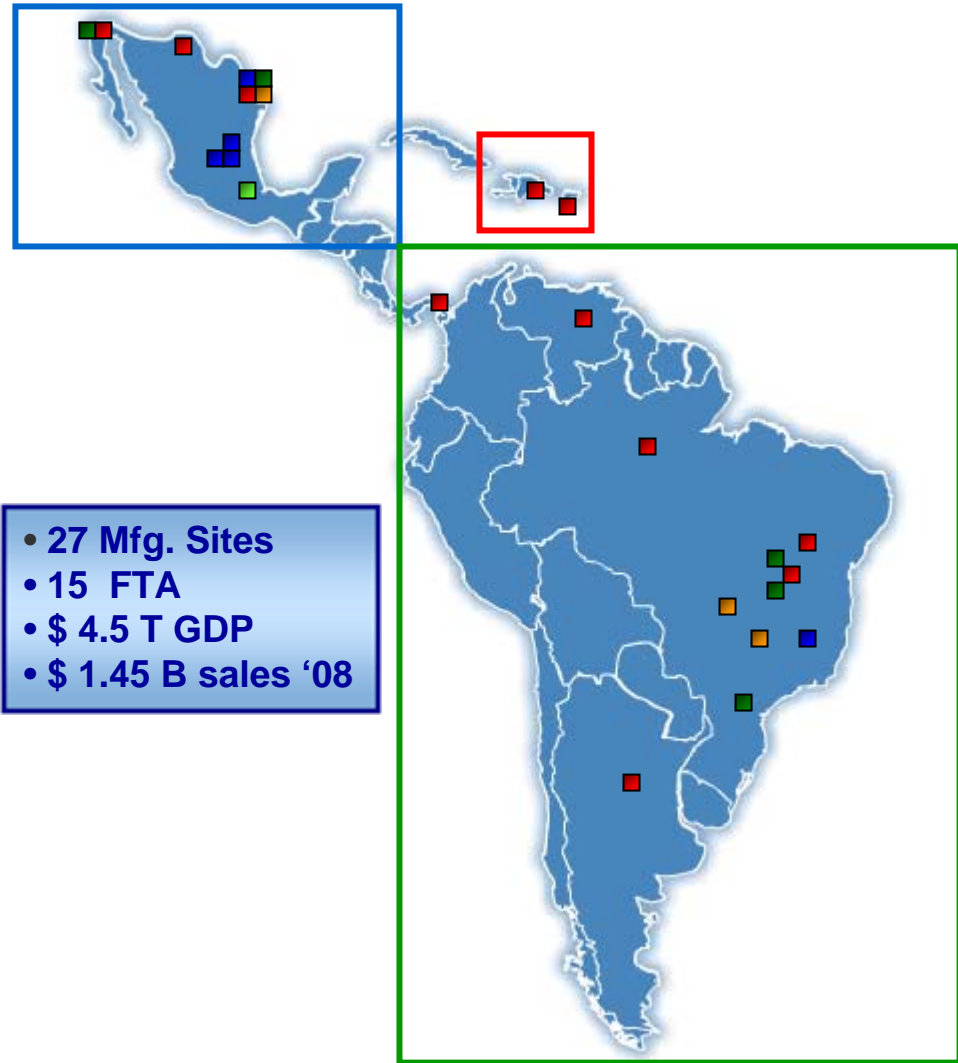


- A premier diversified power management company & global technology leader:
 - Electrical systems and components for power quality, distribution & control
 - Systems and components that improve aircraft performance, reliability, safety and fuel economy
 - Hydraulic systems and components that support the needs of commerce and manufacturing across a wide range of markets
 - Intelligent truck drivetrain systems for safety and fuel economy
 - Automotive engine air management systems, powertrain solutions and specialty controls for performance, fuel economy and safety

Eaton LAC Manufacturing Footprint

- EATON MEXICO**
- TIJUANA**
 - AERO
 - Electrical
- CIUDAD JUAREZ**
 - Electrical-ICD
 - Electrical-EAD
 - Electrical EEM
- REYNOSA**
 - HYD Controls
 - HYD Filtration
 - Electrical
 - AERO
 - HYD Power
 - HYD Fluid Conv.
 - V - Auto
- V- Truck SLP CAMPUS
- V - Auto AGS
- V - Auto QUERETARO
- MEXICO CITY EG WH

- 27 Mfg. Sites
- 15 FTA
- \$ 4.5 T GDP
- \$ 1.45 B sales '08



- EATON CARIBBEAN**
- DOMINICAN REPUBLIC**
 - Haina Campus (MCB/ICD/MCCB)
- PUERTO RICO**
 - Arecibo EG
 - Las Piedras EG
 - Canovanas EG
 - Coamo EG

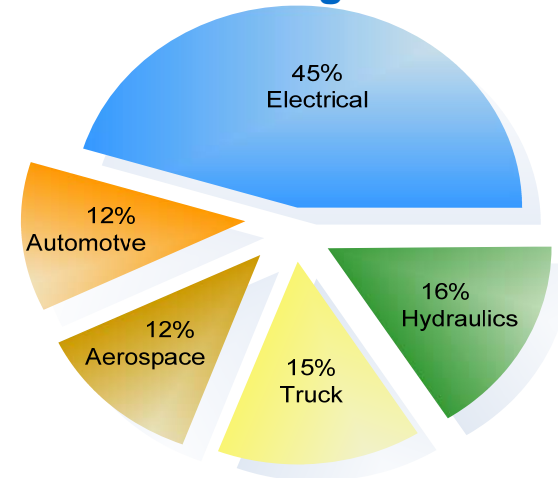
- EATON SOUTH AMERICA**
- COSTA RICA Electrical
- VZLA Sales / Service Center, EG
- BRAZIL**
 - Rio de Janeiro
 - Moeller - Manaus
 - Moeller - Offices
 - Mogi Mirim (Truck)
 - Valinhos (Truck)
 - Caxias do Sul (Truck)
 - Guarulhos (HYD)
 - Guaratingueta (HYD)
 - São Jose dos Campos
- ARGENTINA Sales Office EG

2008 Financial Highlights

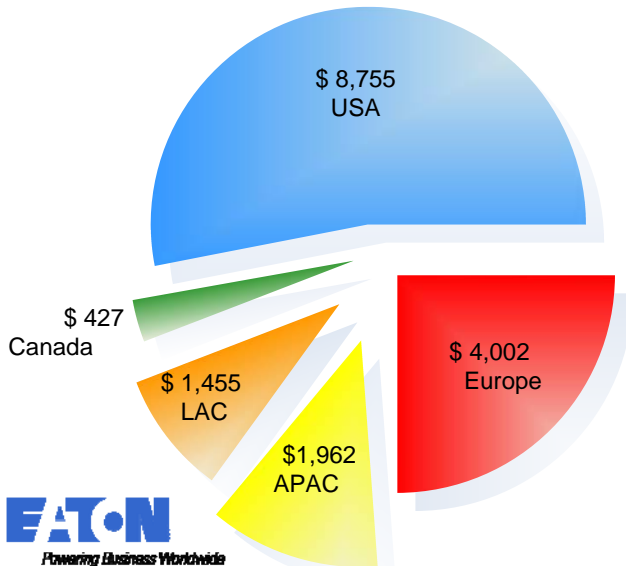
EATON Corporation

Net Sales \$ 15.37 Billion
 Net Income \$ 1.05 Billion
 EPS \$ 6.83

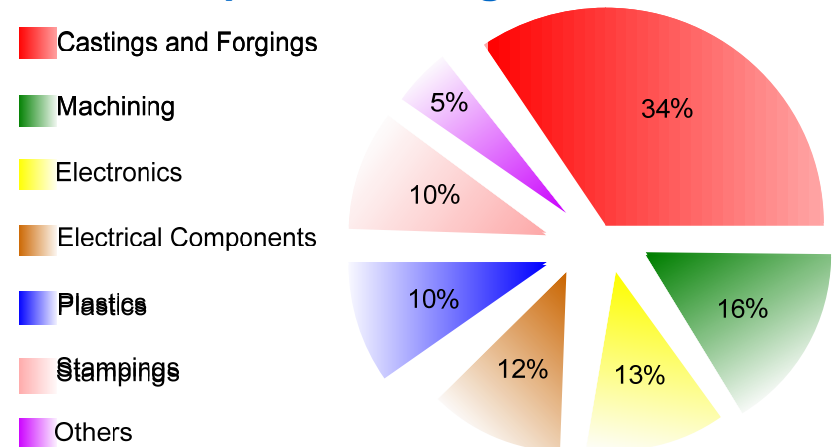
2008 Proforma Segment Sales



2008 Net Sales by Regions



2008 Spend LAC region 1.1B USD



Note: All figures in millions; Eliminations (inter-company sales of goods) account for \$ 1,090 million of Eaton's 2008 net sales

Eaton LAC Commodity needs

Machining



- Turned Parts
- Milled parts
- Complex Machined parts
- Secondary Processes (heat treatment/ plating)

Casting & Forgings



- Hot/cold Forging (Steel /Alu)
- HPDC Alu
- Gravity Alu
- Sand Casting
- Investment Casting
- Machining & Assemblies

Stampings



- Fine Blanking
- Small & Large Stampings & Assemblies
- Precision Stamping
 - Brackets, contacts, connectors, discs

Others



- Hoses
- Alu/Steel tubing
- Plastics / Resin

SCM LAC Results

- 1,300 suppliers identified
- 265 contacted suppliers, 65 Suppliers assessed (WTA) in , 5 at RD and 6 at Brazil
- 18 Suppliers with QSA passed
- US\$7.2M business assigned to Mexican Suppliers during 2008
- US\$33M potential business to be assigned to Mexican Suppliers during 2009-2010.
- Assessments performed by BU's SDE's
- Supplier Intelligence Database ready to be deployed to other countries in the region

Eaton SCM LAC team

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Direct Material & Logistics Manager

SCM Specialist
All divisions. Alu Castings, Springs, Stampings, Turning, Electronics

SCM Specialist
Aerospace. Forgings, Complex Machining, Secondary Operations

SCM Specialist
Hydraulics. Iron Casting, Turning, Plastics

Logistics Specialist

Analyst

EATON

Powering Business Worldwide