



*Powering Business Worldwide*

# Eaton Leadership & Development Programs Overview

**May, 2010**

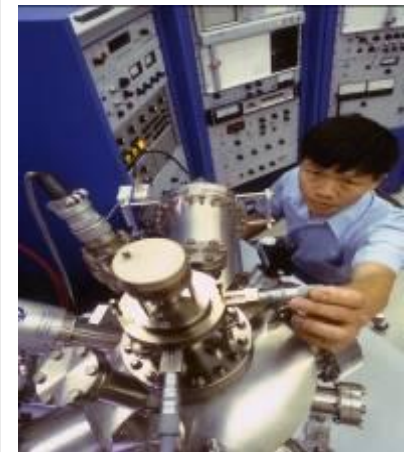


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# Eaton Worldwide

- Founded in 1911 by J.O. Eaton
- World Headquarters in Cleveland, Ohio USA
- Customers in more than 150 countries
- Approx. 70,000 employees worldwide
- 55% of sales outside the U.S.
- Chairman & CEO –  
Alexander M. Cutler



# Our Vision

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## Eaton's Vision

To be the most admired company in our markets.

## Measured by

- **Customers say:** *“We want to do more business with Eaton.”*
- **Shareholders say:** *“Eaton is one of my best investments.”*
- **Employees say:** *“I am proud to be part of the Eaton team.”*
- **Suppliers say:** *“Eaton is one of my most valued customers.”*

# Fortune Magazine

*World's Most Admired Companies – Industrial & Farm Equipment*

- Fortune Magazine interviewed executives, directors and analysts to rate global companies in the industrial sector.
- Nine categories were rated from investment value to social responsibility.
- Eaton ranked 4<sup>th</sup> amongst industrial companies!

<http://money.cnn.com/magazines/fortune/mostadmired/2009/industries/33.html>

Source: Fortune (March 16, 2009)

- #1  **CATERPILLAR**<sup>®</sup>
- #2  **JOHN DEERE**
- #3  **ITW**
- #4  **EATON**  
*Powering Business Worldwide*
- #5  **Cummins**
- #6  **KOMATSU**
- #7  **IR Ingersoll Rand**

# Eaton's 2009 Financial Highlights



**Sales : \$11.87 Billion**

**Electrical Sector**  
**\$5.9 B Sales**

**Electrical Americas**

**Electrical Rest of World**

**Industrial Sector**  
**\$6.0 B Sales**

**Aerospace**

**Hydraulics**

**Truck**

**Automotive**

# Well Known Product Names

- Recognized around the world for quality and innovation
- Preferred by many manufacturing and industrial organizations on every continent



Aeroquip

Airflex

Argo-Tech



Bill

Boston

Carter



Char-Lynn

Cutler-Hammer



Cutler-Hammer

Eaton

Elek

Fuller

Golf Pride

Holec **Golf Pride** GRIPS 

Hydro-Line

MEM

MGE Office Protection Systems

Moeller



Powerware

Roadranger

Synflex



Vickers

Walterscheid

Weatherhead



**Roadranger**

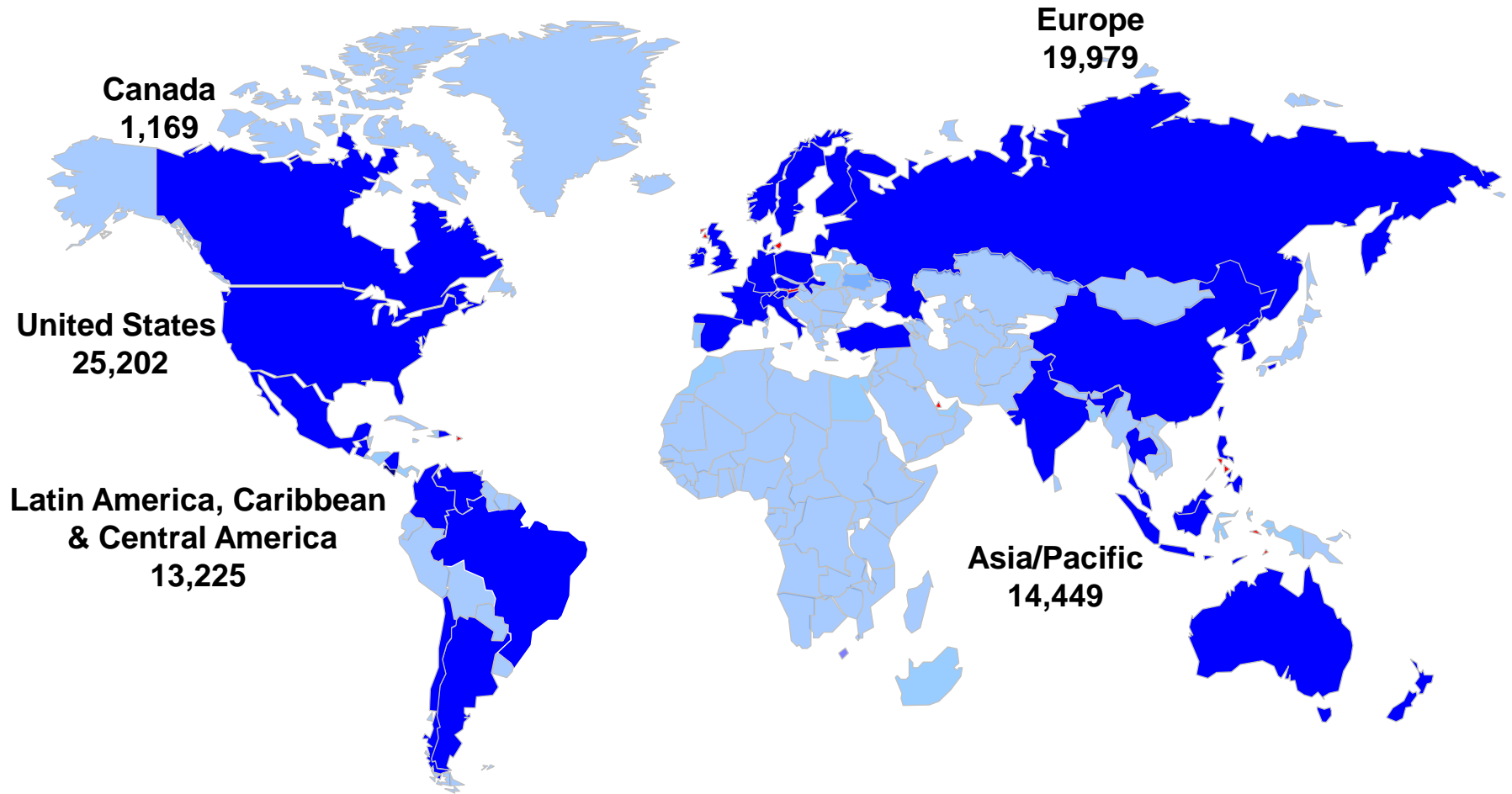


# A Few of Our Notable Customers

Every day, some of the best-known companies in the world choose Eaton when there's a lot at stake. Our customer list includes:



# Eaton's Global Presence



Population as of March 2010



# Opportunities at Eaton



## Leadership Development Programs

### 1 Year Program

- 1. 6-month Assignment
  - 2. 6-month Assignment
- } Same Location

### 2 Year Program 3 Assignments

- 1. 6-month Assignment
  - 2. 6-month Assignment
  - 3. 12-month Assignment
- } Same Location  
} Different Location

### Co-ops (Prácticas Profesionales)

### Leadership Development Programs

### Global Leadership Development Programs

### Functional Development Programs

- Must be in the 6<sup>th</sup>, 7<sup>th</sup> or 8<sup>th</sup>. semester of their bachelor
- Engineering (electrical, mechanical, manufacturing, aerospace or industrial Engineer), business administration, finance, accounting, human resources, marketing, communication, psychology.

- Students almost to be graduated
- Engineers (Industrial, Mechanical, Aerospace, etc.)

- 3 to 5 yrs experience preferably at least some experience in a factory environment.
- MBA from a top university.
- Technical Undergraduate (Industrial, Mechanical, Aerospace, etc. Engineers)

- Professionals +  $\geq$  1yrs experience
- Master's related to function
- IT, HR, Finance, Marketing, SCM

# Que me ofrece Eaton?

**EAT•N** EatonUniversity

**EAT•N**  
Oficina del  
Ombuds

Eaton Benefits 

**2010** | **WORLD'S MOST ETHICAL COMPANIES**  
WWW.ETHISPHERE.COM

**EAT•N**  
**Galardón Stover al Voluntariado**  
por Servicio en la Comunidad

**E-STAR**

**CSHO 2010** **Comisión de Seguridad e Higiene 2010**



**EatonJobs**



**RAMMAC**

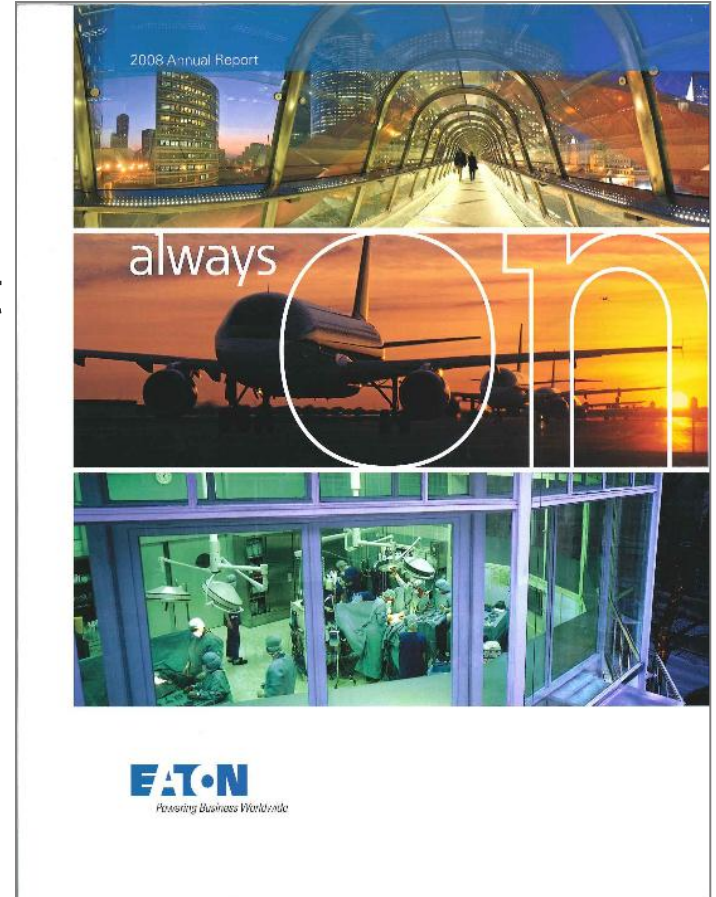


# Apply for Eaton Job Opportunities

Review and submit your resume for direct hires & leadership development programs opportunities.

Access

[www.eaton.com/careers](http://www.eaton.com/careers)





dream

**big**

**EAT•N**  
Powering Business Worldwide

**At Eaton;  
Our businesses make a difference to the world.**

**And you can make a difference at Eaton**



**EATON**

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