



Eaton Doing Business Right: Sustainability

U.S. DEPARTMENT OF COMMERCE FORUM ON:
ENERGY EFFICIENCY IN MANUFACTURING

September 21, 2009
Toledo, Ohio



Eaton Worldwide

- Founded in 1911 by J.O. Eaton
- World Headquarters in Cleveland, Ohio USA
- Customers in more than 150 countries
- More than 81,000 employees worldwide
- Chairman & CEO – Alexander M. Cutler



Powering Business Worldwide

Eaton is a power management company that helps its global customers safely, efficiently and effectively utilize electrical, hydraulic and mechanical power.



Electrical Power

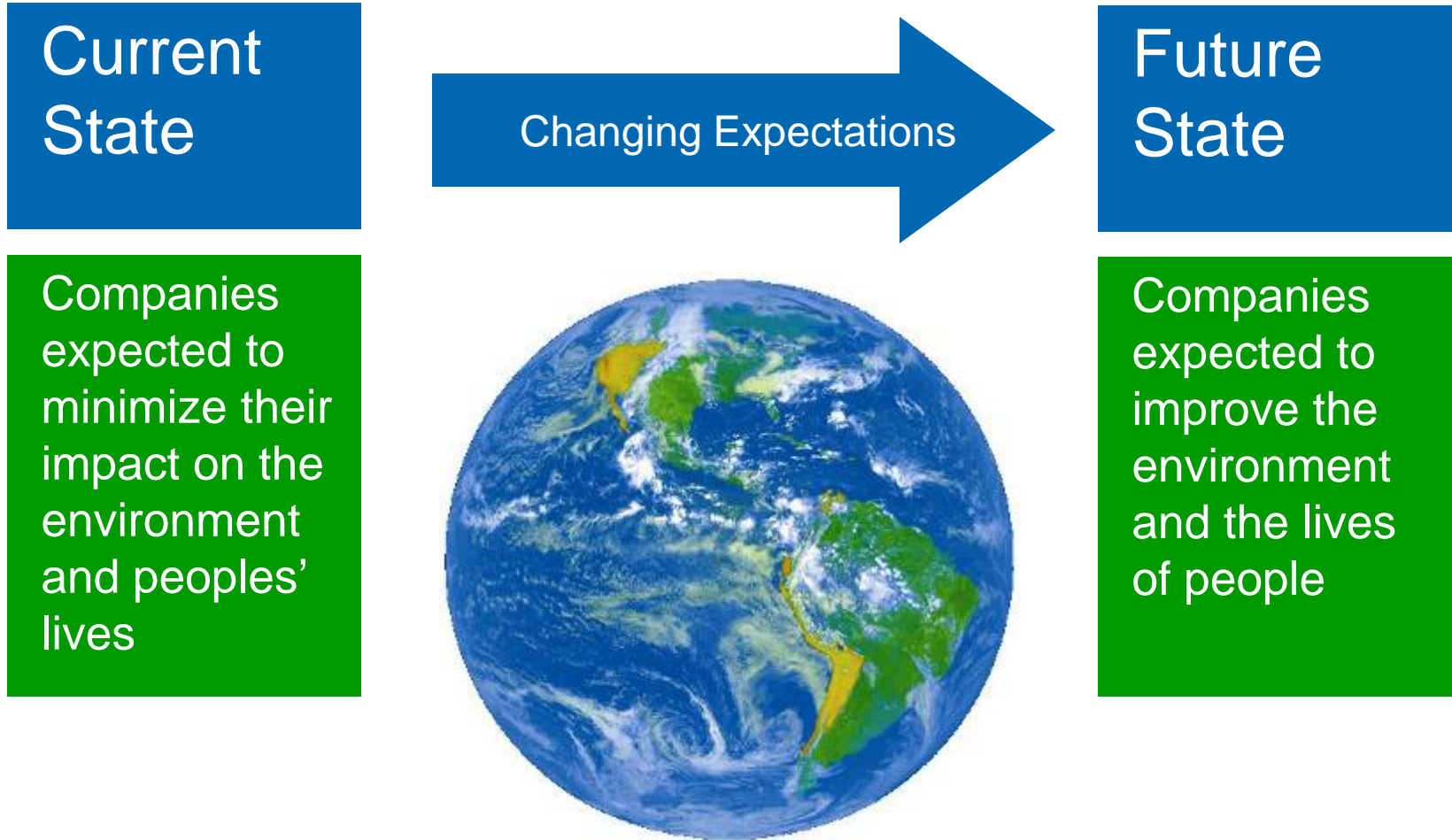


Mechanical Power



Fluid Power

Addressing Global Social Responsibility Issues



© NASA

Three Ways to Be Green

- Live it
- Provide it
- Do Both



We Care About Doing Business Sustainably



- **Designing hydraulic system equipment** for the world's largest aircraft and making it far lighter and more fuel efficient to operate
- **Delivering the high performance** to make driving fun, and delivering the better fuel economy to make it smart as well
- **Creating electrical power chain systems** and ensuring that the clean, vital power is always on reliably, safely and economically
- **Developing automated transmissions** for trucking fleets and making hundreds of millions of miles of driving safer and more fuel-efficient

Strategic Initiatives Around Sustainability

- Improving our Performance
- Increasing our Transparency
- Operating Sustainable Businesses
- Sustainability as a Value Add



Sustainability Across the Value Chain

Government

Supplier

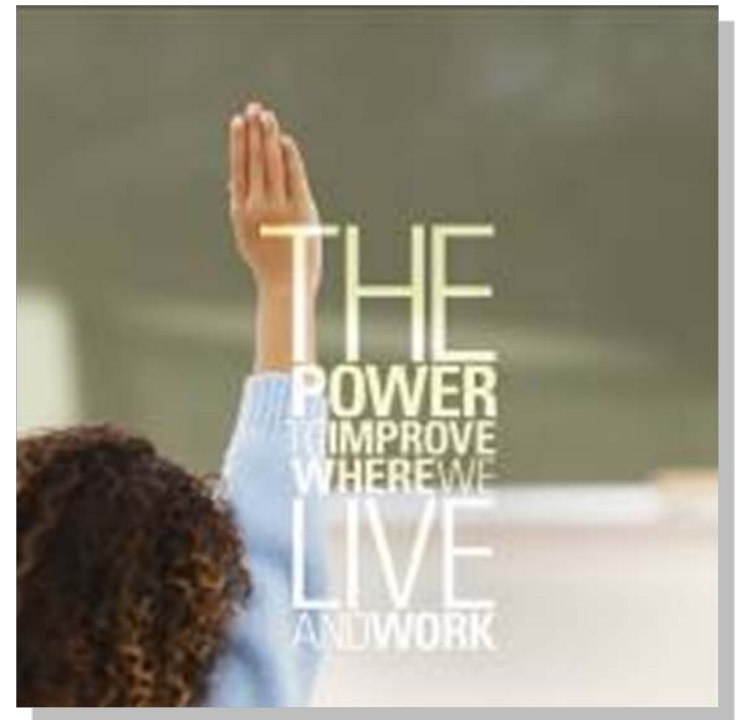
EATON

Customer



Eaton Goals Around Sustainability

- Eaton pledged to **reduce our GHG emissions** intensity by 18% by 2012
- Eaton set a goal **to be World Class in Safety** by 2010 (45% improvement in 2009)
 - Total Recordable Case Rate – 1.0
 - Days Away Case Rate – 0.2
- Goals on Water Use reduction and Waste generation



Sustainability & Products: Recognizing the Trends

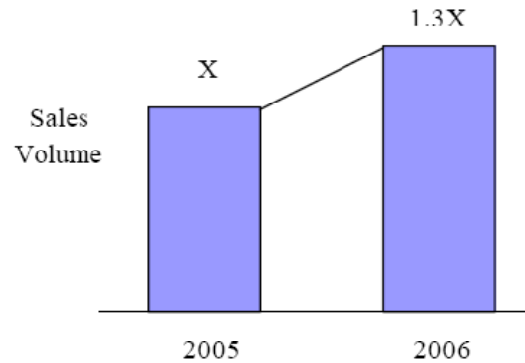
MARKETING LEADERSHIP COUNCIL

www.mlc.executiveboard.com

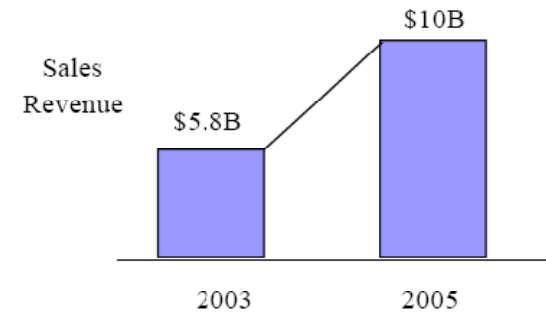


FIGURE VI. THE GREEN MARKET IS EXPANDING IN A VARIETY OF INDUSTRIES

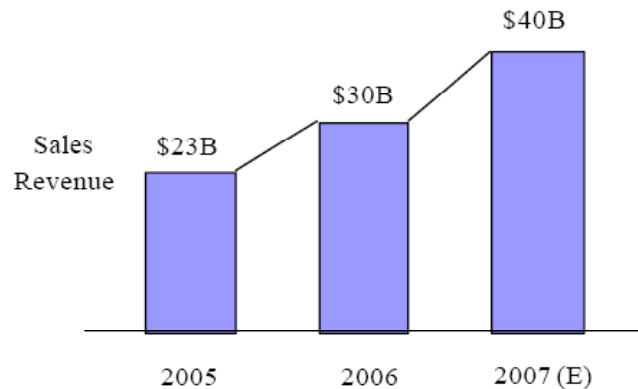
Annual EnergyStar Appliance Sales Growth¹⁴



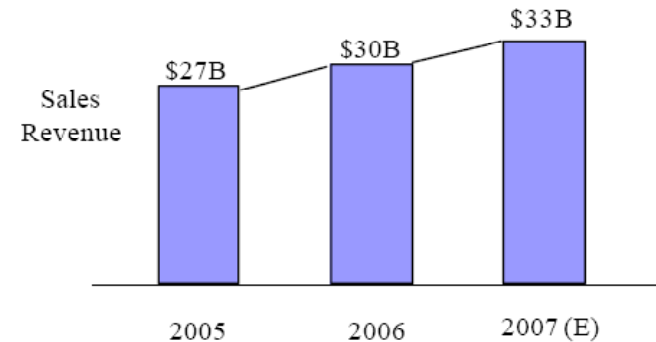
Green Building Industry Market Size¹⁵



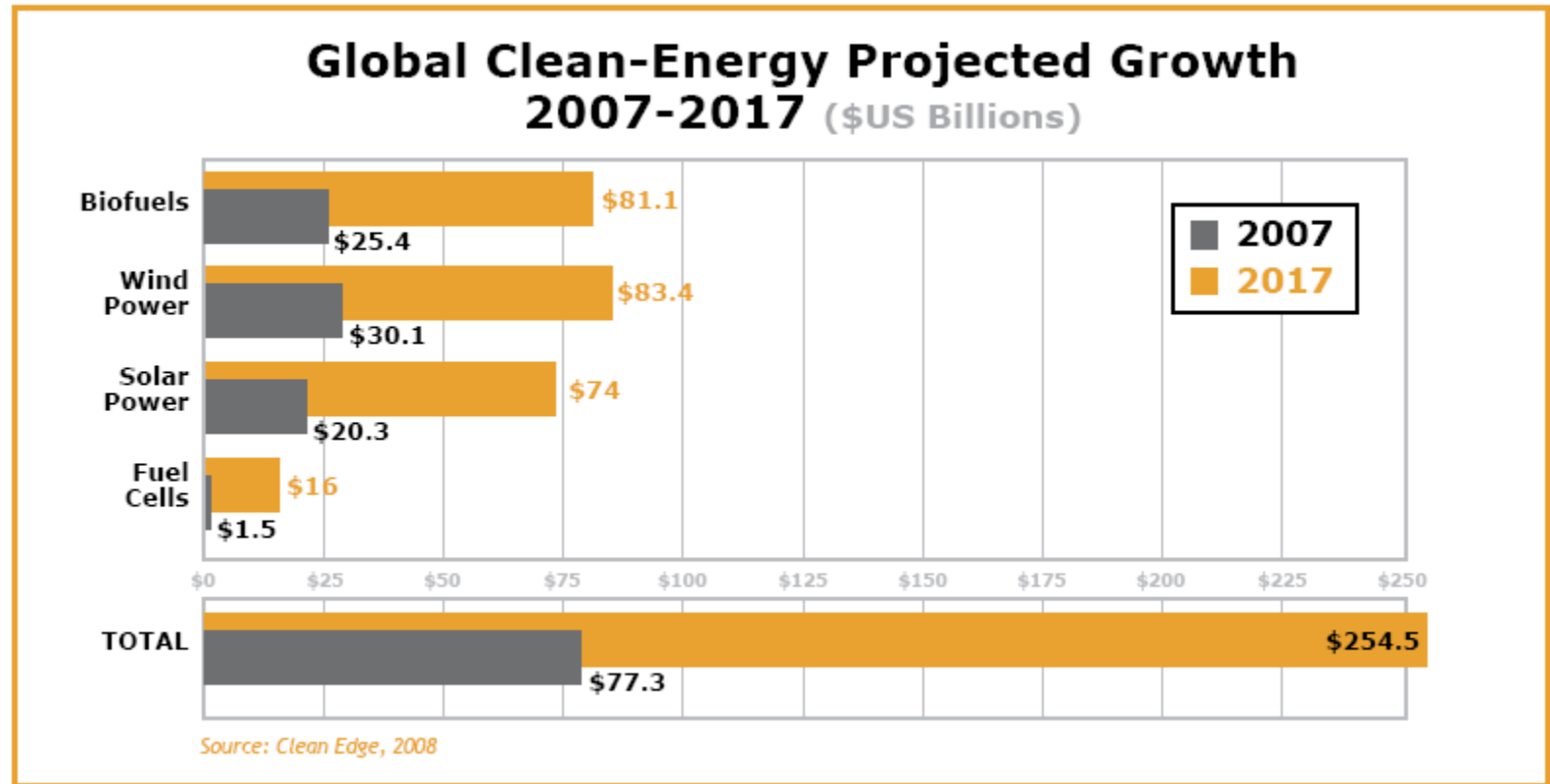
Clean, Renewable Energy Market: 30% Annual Growth¹⁶



Organic Food Market: 10% Annual Growth¹⁷



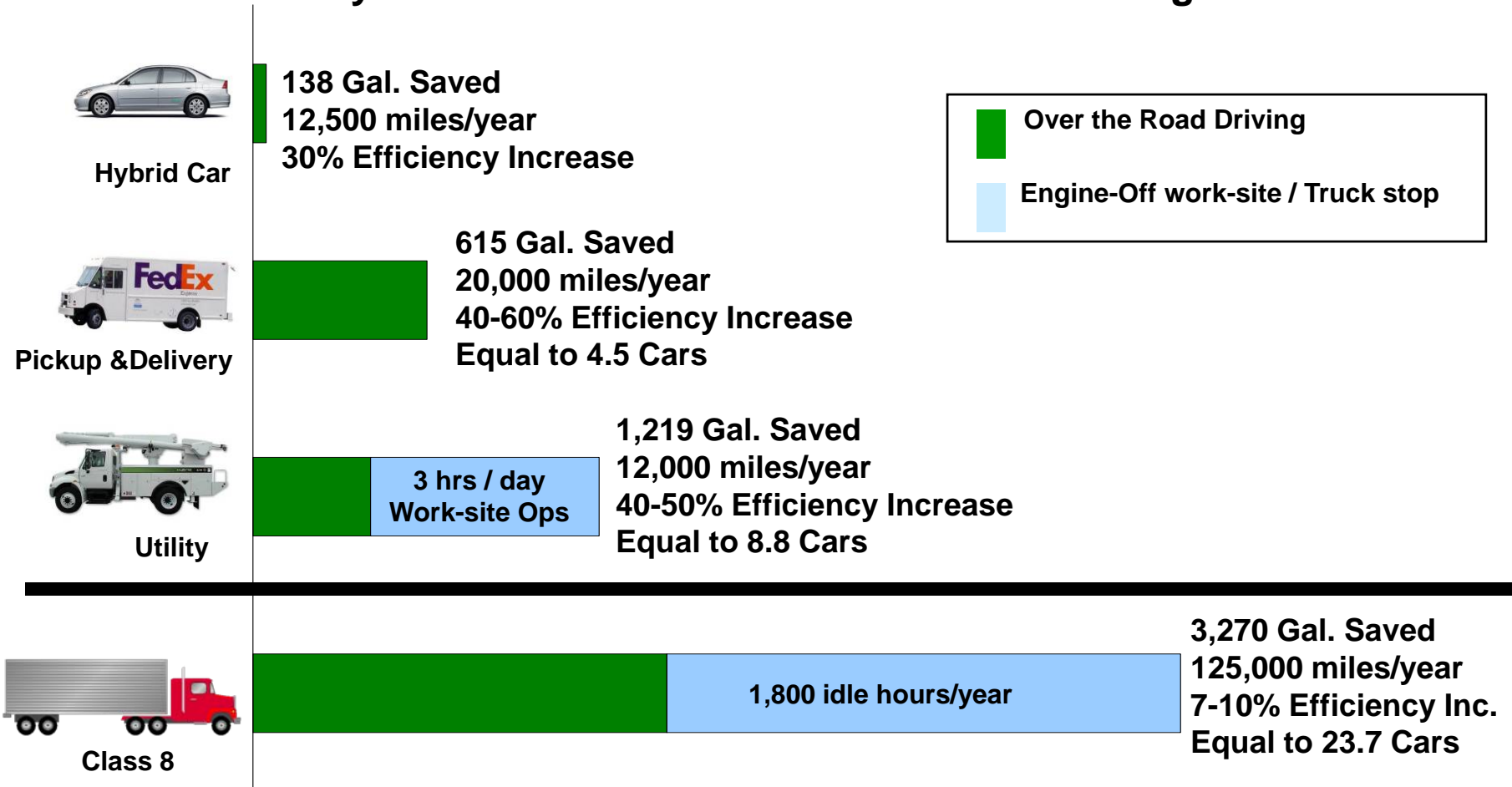
Sustainability & Products: Recognizing the Trends



Clean Edge Energy Trends 08

Sustainability & Products: Meeting Our Customer's Needs Through Innovation

Hybrid Electric Vehicles – Annual Fuel Savings



Eaton's Sustainability Website



Sustainable Community



Eaton powers business worldwide. As a power management company, we help global customers more safely, effectively and efficiently utilize electrical, hydraulic and mechanical power.

Sustainability is a natural part of the Eaton culture, doing what is right for all of us at Eaton, for our customers, our communities and our shareholders – to give all of us a competitive edge.

Though all of our products and solutions are designed to meet or exceed government standards, our [Green Leaf](#) label is our promise of exceptional, documented environmental performance.

What we show you here is just a sampling of our most sustainable products from literally hundreds of thousands of Eaton products available worldwide.

Welcome to Eaton's Sustainable Community.

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Eaton – Sustainability at Work



Sustainable Community

- Home
- Introduction
- At Home
- At Work
- On the Road
- In The Air
- In The Water



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Eaton – Sustainability at Work




Sustainable Community

Home Introduction At Home At Work On the Road In The Air In The Water

Green Building Solutions




[Web Site](#)




An Eaton Green Product

Eaton offers a broad range of energy efficient and environmentally-friendly electrical solutions that can help a building go green and qualify for Leadership in Energy and Environmental Design (LEED) credits through the U.S. Green Buildings Council (USGBC®). Eaton's electrical equipment, tools and services reduce energy consumption and leave a smaller footprint on the world's environment.



[More Info](#)

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Eaton's Green Products

Eaton products and services help companies and individuals by

- **Improving the fuel economy** of cars, trucks, and aircraft
- Allowing commercial builders to **lower heating and electrical costs**
- **Providing critical parts to the renewable energy market**

Environmental benefits include

- Lower energy use
- Lower emissions
- Improved management of resources



Eaton's Green Products – Hydraulics

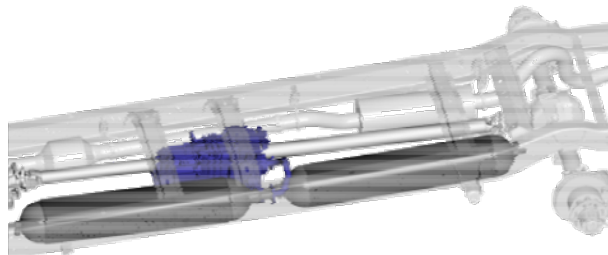
Hydraulic Launch Assist™

Fuel Economy

The HLA system delivers 20-30% better fuel economy in many stop-and-go applications

Environment

Reduces emissions of NO_x, particulates, and CO₂



Eaton has active HLA system projects for light, medium and heavy duty commercial vehicles.

Eaton's Green Products – Vehicles

Hybrid Electric Vehicles

Fuel Economy

The HEV system delivers 20-60% fuel savings in many bus and medium duty applications and can cut work site idling time by 87%

Environment

Reduces GHG emissions, extends brake life, and reduces noise



Eaton has commercialized hybrid diesel-electric drivetrains for city buses and medium trucks, and is developing products for heavy duty trucks

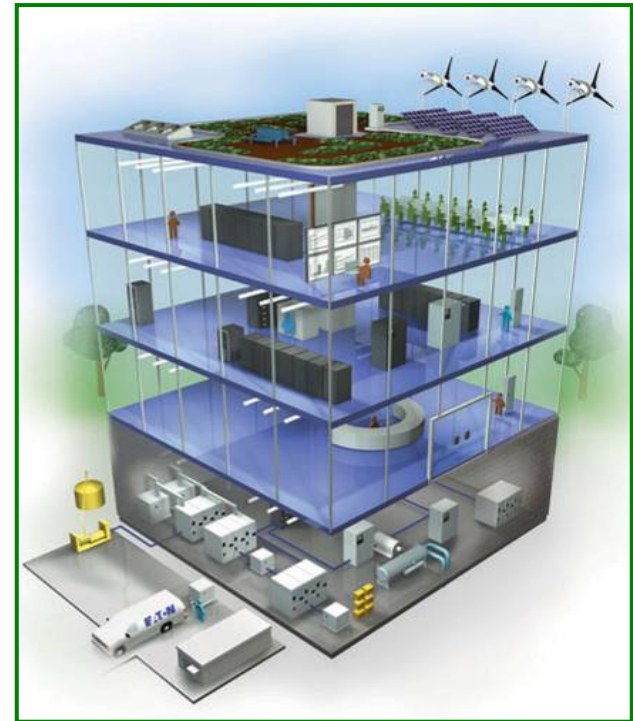
Eaton's Green Products – Electrical

Sustainable Power Solutions

- Save energy AND
- Protect the environment

Many Eaton Products and Services can contribute to LEED Certification and reduce energy usage by up to 30%

- Lighting control
- High efficiency UPSs
- Variable frequency drives
- System audits, monitoring and energy usage analysis



www.eaton.com/greenbuildings

Sustainability & Products: Eaton Impact on LEED

Eaton solutions	Sustainable Sites (SS)	Energy and Atmosphere (EA)	Materials & Resources (MR)	Indoor Environment Quality (EQ)	Innovation & Design Process (ID)
Save Energy					
1 Pow-R-Command Lighting Controls	•	•		•	•
2 Uninterruptible Power Systems (UPS)	•	•			•
3 Variable Frequency Drives	•	•			
4 ENERGY STAR® and Harmonic Mitigating Transformers		•			
5 Power Xpert® Software and Meters		•			
6 Energy Audits		•			
7 Power Factor Correction Capacitors and Filters		•			
8 Paralleling Switchgear		•			
9 Automatic Transfer Switches		•			
Protect the Environment					
10 Integrated Facilities Systems (IFS)	•				
11 Medium Voltage Switchgear					
12 Refurbishing Services			•		
13 Circuit Breakers	•	•			
14 Integrated Power Assemblies	•	•			
15 Busway		•			
Maximum Credits	2	15 + prerequisites	1		



- LEED Credits Guide 2007
- Eaton has over **60** LEED Certified Professionals

Eaton's Green Products – Aerospace

Airbus A380

Eaton's higher pressure hydraulic and fluid conveyance systems help **reduce overall weight by 1 metric ton.**



This leads to

- Fuel cost savings
- Lower CO₂ emission



5000 psi Hydraulic Pump

Variable Displacement Ring Pump



Message from the Top



- Sustainability will continue to grow in importance.
- Companies that master sustainability and leverage it as a competitive advantage will emerge as leaders in the coming decade.

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Powering Business Worldwide