

# Electric Vehicle Manufacturing in Great Lakes States

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Business Unit Manager:  
Electrical Transportation Infrastructure  
Eaton Corporation

# Who is Eaton?

We provide **reliable**, **efficient** and **safe** power management for...



**Cities & Buildings**



**Industrial & Machinery**



**Information Technology**



**Transportation**



**Infrastructure**



**Energy & Utilities**

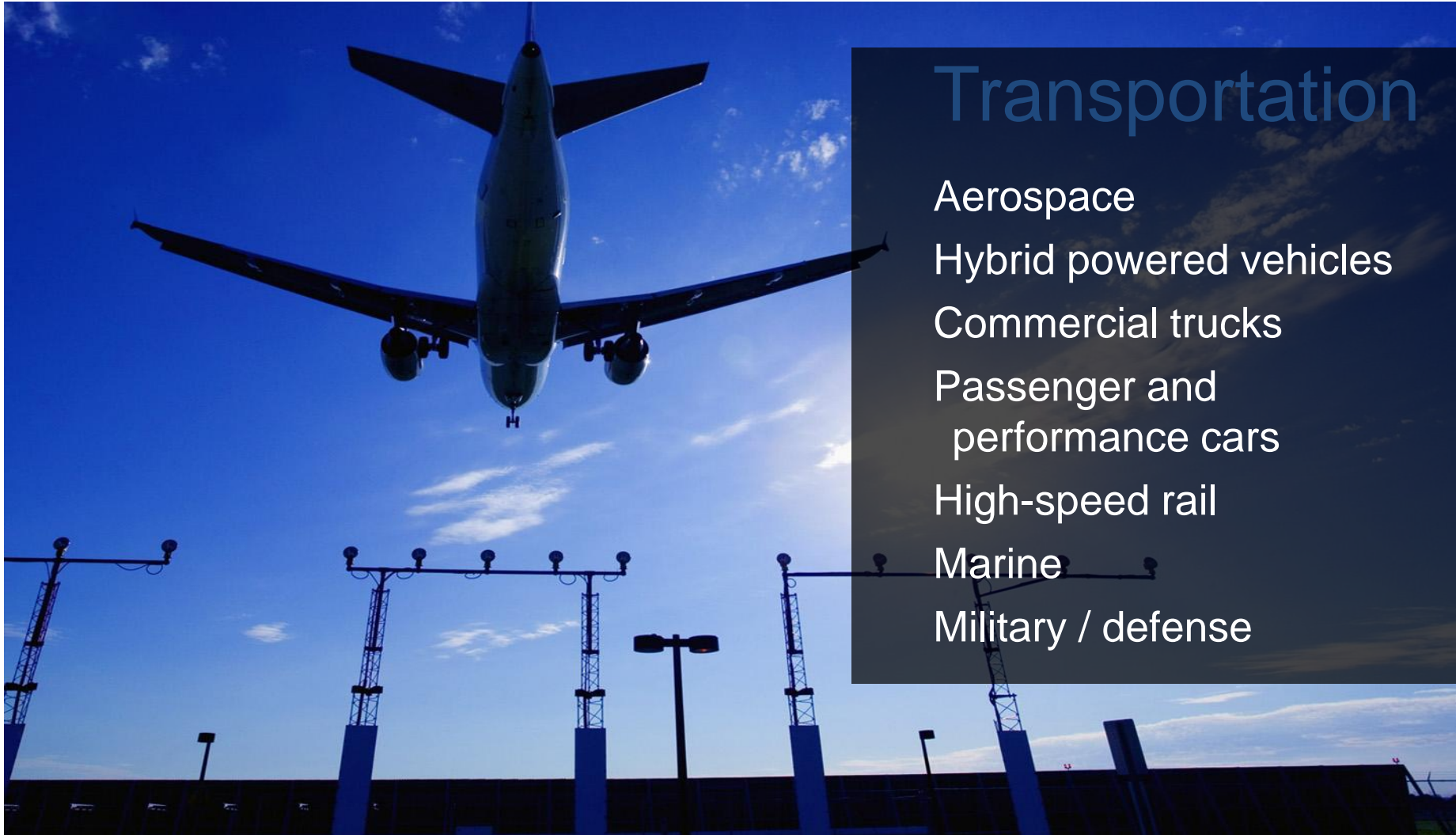
# Eaton Corporation

## Buildings

- Residential housing
- Institutions
  - Healthcare & educational facilities
- Commercial
  - Office properties, retail facilities
- Government and public facilities
- Airport terminals



# Eaton Corporation



## Transportation

- Aerospace
- Hybrid powered vehicles
- Commercial trucks
- Passenger and performance cars
- High-speed rail
- Marine
- Military / defense

# Eaton Corporation



## Industrial and Machinery

Manufacturing

Agriculture

Construction

Mining and metals

Heavy equipment

Material handling

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## Information Technology

Data centers

Telecommunications

Networks

Computer rooms

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## Infrastructure

Airports

Highways

Mass transit

Water and wastewater treatment plants

Locks and dams

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## Energy and Utilities

Renewable energy

Solar, wind and hydropower

Traditional energy

Oil and gas

Nuclear energy

Smart grid



# Financials

## Eaton's 2011 Financial highlights

**Eaton Corporation** \$16.0 Billion

**Sales** \$16.0 billion

**Net income** \$1,350 million

**Operating Earnings  
per share (EPS)** \$3.93

**Revenue**

|             |        |
|-------------|--------|
| Electrical: | \$7.2b |
| Hydraulics: | \$2.8b |
| Automotive: | \$1.6b |
| Truck:      | \$2.7b |
| Aerospace:  | \$1.7b |

**Electrical Sector** \$7.2 billion

57%

**Americas**

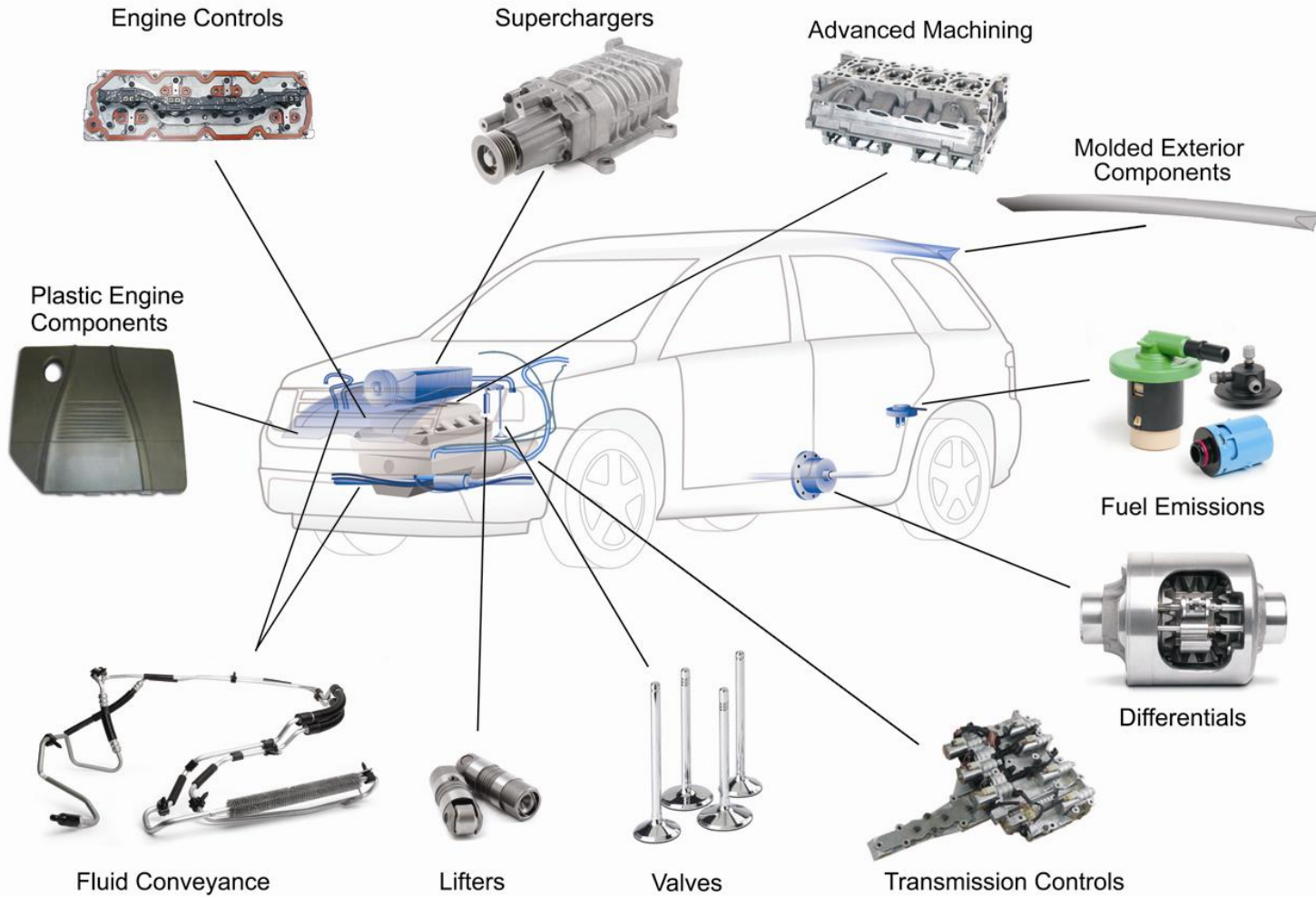
\$4.2b

42%

**Rest of World**

\$3.0b

# Tier One Supplier



# Eaton Electrical

Take a closer look

- **Market leadership**
  - Market share gains for 15 consecutive years...and counting
  - Market leader in North America for power distribution and residential circuit protection products
  - #1 in China and #2 worldwide in power quality
- **Technology and thought leadership**
  - Arc flash safety solutions
  - Worldwide leader in AC/DC Circuit Protection
  - Thousands of patents worldwide
- **Service leadership**
  - Broadest service group, 1400 service engineers, 21 countries
    - Guaranteed response times
    - 24 hour customer experience center
  - Eaton Certified Contractor Network (ECCN)

# Products and Solutions

Solutions for the entire power system  
The know-how for every application

Commercial | Industrial | Residential | Utility | Alternative energy  
IT and data centers | Public sector Institutional | OEM



**Power  
Distribution**



**Power Quality  
and Backup**



**Control and  
Automation**

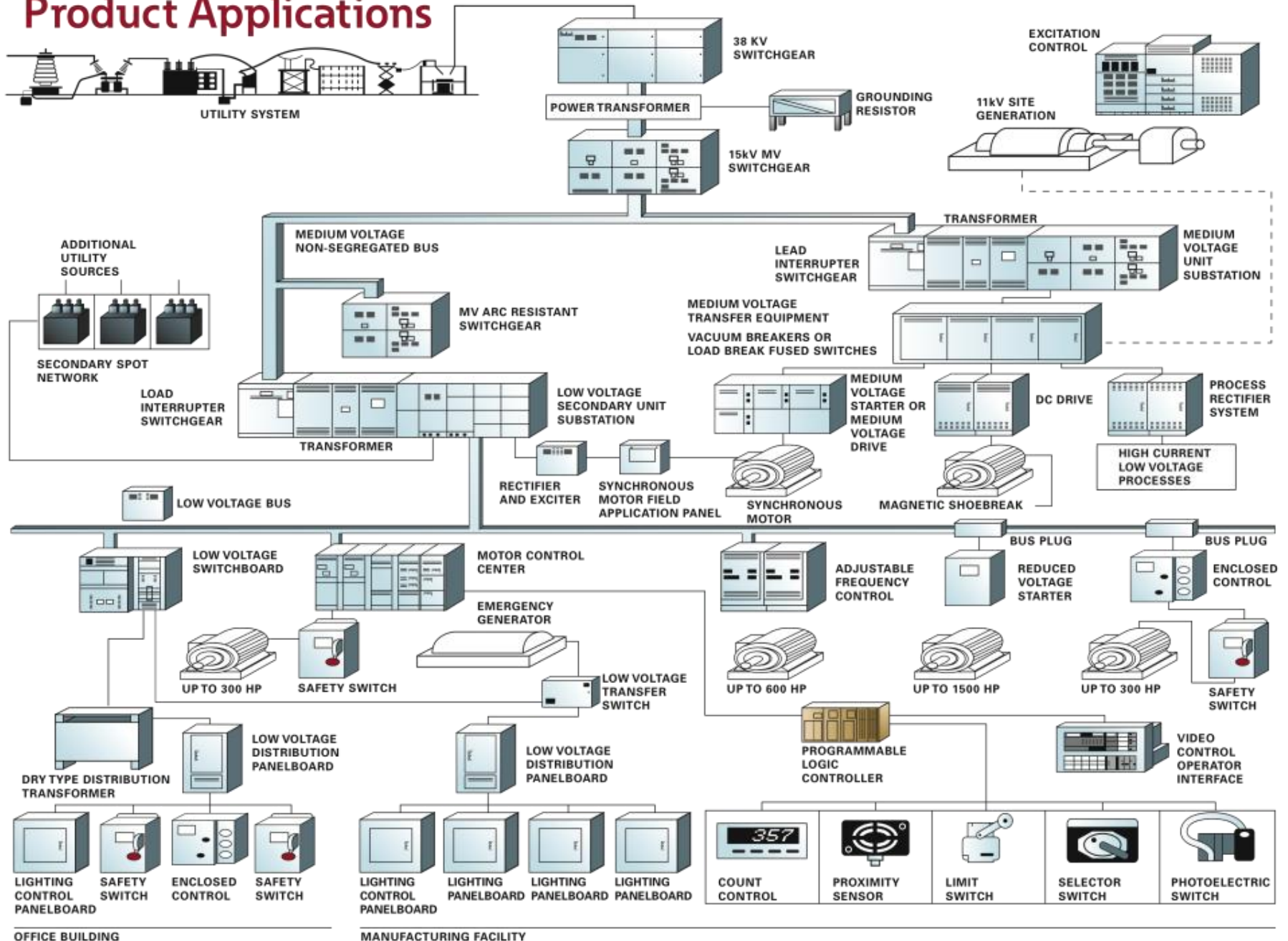


**Power Monitoring  
and Management**



**Services**

# Product Applications



# Success in Grid Connected Transportation

- Eaton Truck Hybrid Activities

Class 8 Hybrid – Idle Reduction Platform

Vocational Hybrid Program –

FedEx, UPS, Coke

- Truck Stop Electrification

National Deployment Program

IdleAire, 133 sites, 33 states, >7,500 spaces

- Port Electrification

Up to 10MW / 11.6 kV power supply systems

- Marina & RV Electrification

Provides utilities to 250,000+ boat slips, RV sites, & parking spots per year

Supports vehicles from single-phase 20A to three-phase 600A / 480V



# Eaton Pow-R-Station™ EVSE Family

Level 1  
16amp Receptacle



120V Outlets

Level 1 & 2 AC  
16 & 30amp



4 - 8 Hours

Level 2 AC  
30-75amp



4 - 8 Hours

DC Quick  
Charger



20 – 30 Minutes