

Honoring the Strongest Links in Our Supply Chain

Eaton honored premier suppliers at its first Supplier Excellence Awards Program on March 29 in Cleveland, Ohio. The event recognized 42 Eaton suppliers from 12 countries, who excelled in delivering high quality, exceptional value and service to Eaton.

Aligned for Shared Success

In his speech at the awards ceremony, Sandy Cutler congratulated all the suppliers for their high performance and contributing to Eaton's success in recent years.

"Our own company has been through a lot of change over the last five to six years. What we have tried to change is to operate as an integrated operating company. That's where the Eaton Business System came in. That's where the idea of a globally aligned supply chain came in. And that is where the opportunity for you as suppliers has multiplied, because to the really good suppliers is going to go a lot more business."

Exceptional Value Across the Board

Rick Jacobs, vice president, Supply Chain Management commented on the ability of the winners to excel in many areas to deliver value to Eaton.

"All 42 winners provided exceptional value to Eaton across a number of dimensions including quality, productivity, innovation and technological advancements," said Jacobs.

Award winners fall within one of three supplier categories: Direct, Indirect or Logistics. Direct materials suppliers provide goods used directly in the making of our products (e.g. bearings, gaskets, seals, castings). Indirect materials and services suppliers provide goods used to support the manufacturing process or the business (e.g. cutting fluid, maintenance repair, office supplies). Logistics suppliers handle the transportation of goods inbound from the supplier and outbound to customers, as well as indirect package transportation.

All attendees received a gold-colored baton with the inscription: *It's all about YOU... Success will be OURS with YOUR Contribution.*

Sandy Cutler addressed the awards ceremony attendees. "Our suppliers have an important role in supporting our businesses, working with our employees and serving our global customer base. We greatly appreciate - and are pleased to recognize - this group for their impressive contributions to our success."

More than 170 people attended the first Eaton Supplier Excellence Awards Ceremony on March 29.



www.zatkoff.com

E-News Highlights

Zatkoff Earns
Premier Supplier
Award