

2019 Course Planner

EMEA Hydraulics Training Centre

Revision 1a



Powering Business Worldwide

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Introduction

About Us

The EMEA Hydraulics Training Centre was established in 2018, following the successes achieved in the USA by our colleagues at the Eaton North American Hydraulics Group Training Centre in Maumee, OH and Eden Prairie, MN.

The European Hydraulics Training Centre offers world-class Systems training in all areas of hydraulics, ranging from introductory classes for new starters and non-technical employees, through to advanced-level Industrial, Mobile and Offshore hydraulics and up to expert-level training in design, troubleshooting, proportional hydraulics and closed-loop control. In addition to this, the Training Centre also offers a broad range of Products courses covering the whole range of Eaton's hydraulics portfolio.

Classes are delivered at Eaton's brand-new Training Centre in Havant, UK, which features three well-appointed and comfortable classrooms and state-of-the-art training stands on which attendees can put their new-found skills to the test in a safe and controlled environment.

As well as teaching about hydraulic technology and the Eaton range of products, attendees will also learn how to work safely with today's modern brand of industrial and mobile machinery, ensuring that attendees return to work more knowledgeable, with better skills and able to work safely and confidently with all kinds of hydraulic systems.



Our Facilities

The European Hydraulics Training Centre sits inside the Eaton Havant Plant. The Havant Plant is a 28.000m² facility which is the central production facility of Power and motion control products of Eaton in Europe. The Training Centre itself occupies 440m² of the Havant facility, and boasts three classrooms, a dining area and a training hall filled with industry-leading training rigs and didactic equipment to enrich the student experience.



Learn with Eaton

Why Learn at Eaton's European Hydraulics Training Centre?

Improve knowledge

The European Hydraulics Training Centre will offer a wide range of instructor-led Systems courses and Product courses to ensure your workforce are fully trained to meet and exceed your customers' requirements, whatever the challenge. Systems courses range from basic maintenance classes, fundamental principles, fault-finding, industrial & mobile applications, proportional hydraulics, closed-loop control and energy-efficient system design. Products courses equip your teams with the knowledge and skills to sell and apply Eaton's industry-leading range of hydraulic solutions into an unlimited range of industrial and mobile applications.

Learn skills

It is essential that knowledge of hydraulic systems is underpinned by the practical hands-on skills to implement those solutions onto our customers' machines. In addition to time spent in the classroom, attendees will also spend invaluable time building circuits, setting up and adjusting control valves and carrying out logical fault-finding, all in our state-of-the-art Practical area, under the tuition and guidance of our expert team of Instructors.

Increase productivity

Optimising machine design for power efficiency, reducing set-up times and decreasing cycle times are all possible with a knowledgeable and skilful workforce. Learn this – and more – with Eaton.

Reduce downtime

Downtime is costly and undesirable. At the Eaton European Hydraulics Training Centre, your staff can take the guesswork out of fault-finding by learning how to carry out effective trouble-shooting in a logical, timely and efficient matter.





How to select a course?

Registration process

Which course should I book?

It is a great help in the learning process is to understand your or your organization's own starting level so we can work with you to identify your particular competency needs. To help you with this, Eaton has devised a series of Knowledge Assessment Questionnaires which will determine which course level would fit the best to your needs. Once the Knowledge Assessment Questionnaire has been completed by you the training manager will explain the outcome. We do this process to ensure the most effective outcome for you, and to enhance your knowledge as a participant, gaining the full knowledge base we provide and maximum potential. There are Knowledge Assessment Questionnaires for both 'Systems' and 'Product' courses.

Please contact the Training Manager (see the 'Booking & Contacts' section on page 5 for contact details) to request a copy of the Questionnaire to be sent to you.

Once your Knowledge Assessment Questionnaire has been completed, your personalised training plan is created by the Training Manager and then communicated to you via email.

This Course Planner will show a list of available courses, along with dates, locations and prices.

How do external attendees (Distributors, End-Users etc) register for a course?

If you already know which course you would like to attend, you may book onto that course by contacting the Training Manager (see the 'Booking & Contacts' section on page 5 for contact details).

To book a class, simply email the Training Manager who will book you onto the class.

Once you have booked onto a course, a sales order will be created and an invoice generated.

Please note, full payment is required prior to attendance on the class!

However, if you need guidance on which course is right for you, the following section explains how we can help you.

What is the difference between 'Systems', 'Product' and 'Bespoke' courses?

On a 'Systems' course, you will learn the fundamental principles which underpin the design, build, commissioning, operation and maintenance of various types of hydraulic system, be they Mobile, Industrial or Electrohydraulic. During a systems course, you will learn about the basic principles of a particular topic (i.e. Proportional Valves) as well as how to apply that technology into typical applications. During the systems course, there will be regular reference made to Eaton's range of products and their competitive advantages in those applications.

On a 'Product' course, you will learn in detail about a particular product group, including part-coding, component options (seals, shafts etc), application and market competitive advantages as well as a deep-dive into the technical workings of that product.

'Bespoke' training is a combination of 'Systems' and 'Product' training, and is 100% matched to your machine. During a 'Bespoke' course, you will learn how to read your own hydraulic circuit drawings, how the hydraulic components in your machine work, how to carry out effective pro-active maintenance and how to efficiently fault-find your systems when things go wrong.

Where can I attend my training course?

Eaton has the ability to deliver training to you in the location that is right for your business. Courses may be taken at Eaton's flagship European Hydraulics Training Centre in Havant, UK, where you will find classrooms and practical facilities unrivaled by any other hydraulics manufacturer in Europe.

Courses may also be held at Eaton locations around Europe, and at the premises of our distributors, customers and end-users, be they offices, workshops or factories. All we ask is for a comfortable meeting room with a projector to be available for the duration of the course.

Booking and contacts



Graham Sanders

Working with you

Contact Details

Our team is happy to work with you to understand your individual needs and find the best training solution for your people and teams.

For course enquiries and enrolment of non- Eaton employees, please contact our Training Manager:

Graham Sanders

European PMC Hydraulics Training Manager
Hydraulics Group, EMEA

Eaton Ltd.

46 New Lane, Havant, Hants, PO9 2NB

Mobile: +44 (0)7890 569 135

grahamsanders@eaton.com

www.eaton.com



General course information (1)

What is included when I pay for a course?

Included in the price of your course is a comprehensive set of notes and supporting documents (when relevant), as well as a light buffet lunch at midday and refreshments throughout the day. If you have any special dietary requirements and/or allergies, please provide us with as much advance notice as you can (at least one week) so that we can make suitable arrangements.

Hotel and travel arrangements, as well as breakfast, evening meal and entertainment, is at the attendee's costs and should be arranged by the individual, (see our recommendations).

Physical and/or Learning Difficulties

Please inform the Training Manager if you consider yourself to have any physical and/or learning difficulties. We will strive to make any and all arrangements necessary to ensure you can participate fully in all aspects of the course. We will of course deal with any matters of this kind in the strictest of confidence.

Attire, Equipment & PPE

You should wear sensible clothes suitable for carrying out hands-on practical tasks on the Training Rigs (no high-heeled shoes, jewellery etc).

If you have them, please bring along your own steel-toe cap boots, safety glasses and overalls/lab-coats (however these can

be provided if you do not have them). Other appropriate PPE and safety training will be provided prior to any practical tasks.

Prerequisites

Many of the courses offered at the Eaton European Hydraulics Training Centre follow a planned Progression Route (see the following pages for details). It is important that the course progressions are followed, to ensure that you attend the right course for your current level of understanding.

Prior to booking onto your first course, the Knowledge Assessment Questionnaire should be completed. If a score of 70% or greater is achieved for a particular section, then the individual can miss out that course and immediately progress to the next course in the progression route. If however a score of less than 70% is achieved, then the individual should attend the course.

Certificates

Unless otherwise stated in the course details, all attendees will receive a Certificate of Attendance upon completion of the course. Failing to attend all sessions of a course will mean that a certificate is not issued until the attendee has attended those sessions.

General course information (2)

Terms and conditions of sale:

The Eaton terms and conditions of sale for Eaton Industries LP and the cancellation policy set out below will apply to the training. A copy of the Eaton terms and conditions of sale for Eaton Industries LP is available at:

<http://www.eaton.com/Eaton/ProductsServices/Hydraulics/WarrantyTermsConditions/EuropeMiddleEastAfrica/index.htm>

and a copy is provided in this brochure (please refer to the Appendix at the back of this document).

Cancellation Policy

If you are unable to attend a course that you have previously registered for, we will try to rearrange another date for you at no extra cost as long as you give us at least 5 working days' notice.

If you are unable to attend the course and give less than 5 working days' notice of cancellation then Eaton reserves the right to charge 25% of the full cost of the course.

Class Cancellations:

Sometimes it may be necessary for Eaton to rearrange the dates of a training course (for example due to illness of the Instructor or other unavoidable and/or unpredictable situations). In these rare instances, we would aim to give you as much notice as possible, in order to change travel and hotel bookings.

In no circumstances would the Training Centre be liable for the costs incurred due to hotel or flight cancellation charges, or any other charges incurred by you.

Training materials

You are reminded that all presentations and training materials used or made available to you by Eaton in respect of or in connection with the trainings are proprietary to Eaton. The above referenced terms and conditions apply.





Getting to the training centre

Where is the European Training Centre?

Havant, UK

The European Training Centre is located in Havant, UK. Havant is a small town on the south coast of England, some 60 miles from London. The town boasts a good range of amenities, services and entertainment options for those travelling to the area.

Getting to the Training Centre from the UK

Postcode for Satnav: PO9 2NB
Full address: 46 New Lane,
Havant, PO9 2NB

Visitors travelling to Havant by car from the north can take one of two main routes:

M1 / M25 / A3 route:

- Take the M1 south to junction 6a
- Follow the M25 (west) signposted Heathrow to junction 10
- Take the A3 (south) and A3(M)
- Leave the A3(M) and follow the signposts for Havant

M1 / M69 / M40 / A34 / M3 / M27 / A27 route:

- Take the M1 south to junction 21
- Take the M69
- Take the A46
- Take the M40 south-east toward London
- Take the A34 south toward Newbury
- Take the M3 south
- Take the M27
- Take the A27 into Havant

Getting to the Training Centre from overseas

The easiest way to reach Havant from abroad is to fly into Heathrow or Gatwick airport, which is around 60 miles from the Training Centre. From there, larger groups can share a taxi (typically approx. £100) or individually by taking the train to Havant Train Station. Train tickets can be booked in advance from www.thetrainline.com and should cost around £20-40 per direction.

Some visitors may also be able to make use of Southampton airport, which is only 22 miles from Havant. A taxi from Southampton airport to Havant should be around £30.

Local Hotels

Havant is well-served by several very good tried-and-tested hotels:

The Langstone Hotel

<https://www.langstonehotel.co.uk/>

The Langstone Hotel on Hayling Island is 2 miles (< 10 minutes) from the Havant plant.

They have a corporate rate of £70/night for bed & breakfast set up for Eaton employees & visitors.

The Brookfield Hotel

<https://brookfieldhotel.co.uk/>

The Brookfield Hotel in Emsworth is 2 miles (< 10 minutes) from the Havant plant.

There is no corporate rate agreed, so booking early is recommended.

Note: All travel, flights, hotel accommodation, breakfast & evening meals should be arranged and paid for by the attendee – they are not included as part of the course price.

Training matrix

Training at Eaton is divided into four levels, defined as follows:

	Systems Training	Product Training
Level 100	Awareness level for non-technical staff	Awareness level
Level 200	Basic principles	Part-coding & component options
Level 300	Advanced level	Sales focus
Level 400	Expert level	Technical deep-dive

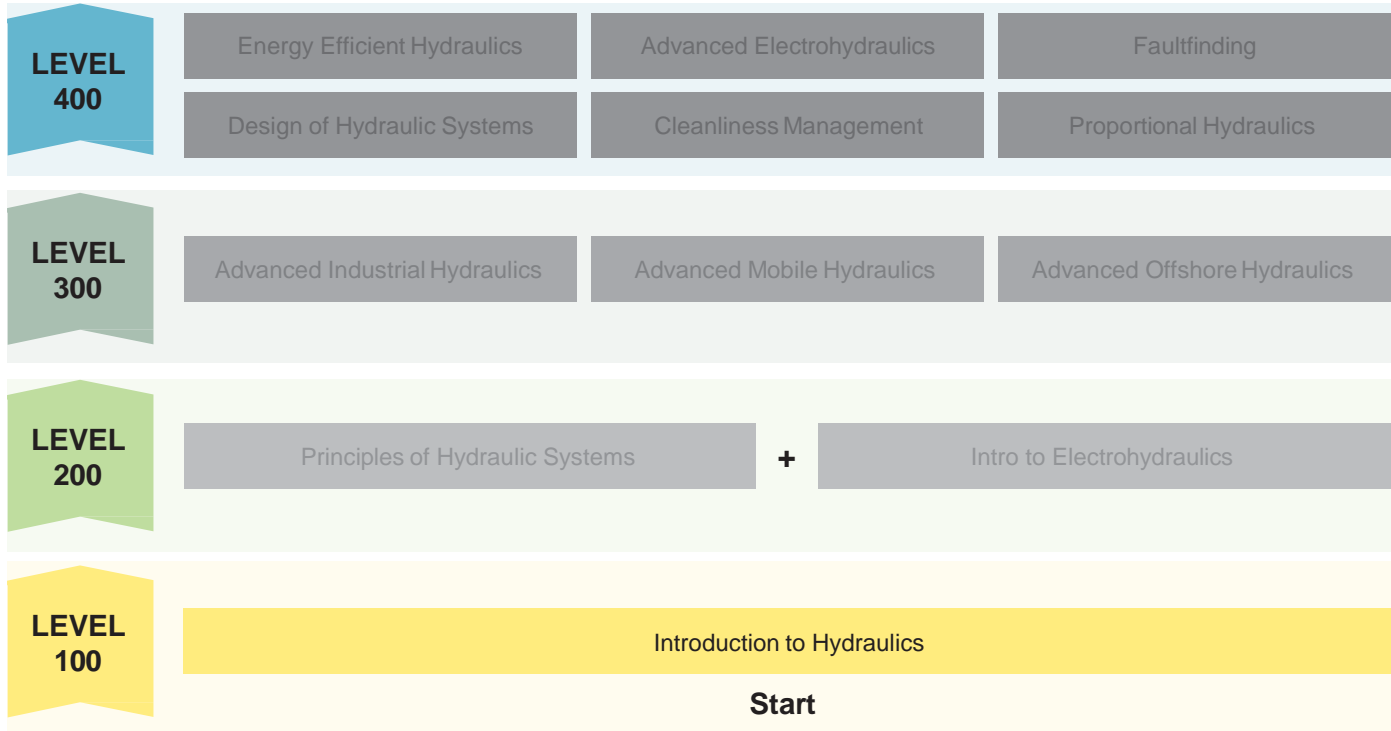
The following matrix defines which courses should be undertaken for a particular job role. Job roles are grouped into five Routes (A-E), as follows:

		Route A (non-technical)	Route B (technical level 1)	Route C (technical level 2)	Route D (technical level 3)	Route E (technical level 4)
		<ul style="list-style-type: none"> • New Starters • Non-technical • Customer Services- Clerical 	<ul style="list-style-type: none"> • Technical Sales • Design Engineer • Supervisor • Manager 	<ul style="list-style-type: none"> • Hydraulic Technician 	<ul style="list-style-type: none"> • Service Engineer • Test Engineer 	<ul style="list-style-type: none"> • Applications/ Systems Engineer/ACE • R&D Engineer
Systems Courses	Introduction to Hydraulics	yes	yes	–	–	–
	Principles of Hydraulic Systems	–	yes	yes	yes	yes
	Introduction to Electrohydraulic Systems	–	yes	yes	yes	yes
	Advanced Ind'l Hydraulics	–	–	As needed, according to Industry Specialisms	As needed, according to Industry Specialisms	As needed, according to Product Specialisms
	Advanced Mobile Hydraulics	–	–			
	Advanced Offshore Hydraulics	–	–			
	Cleanliness Management	–	–	yes	yes	
	Hydraulics Design	–	–	–	–	
	Energy Efficient Hydraulics	–	–	–	–	
	Advanced Electro hydraulics	–	–	–	yes	
	Fault finding	–	–	yes	yes	
Proportional Hydraulics	–	–	–	yes		
Product Course	PMC & FC Products Overview (also included in 'Intro to Hydraulics' system course)	Level 100	Level 100	Level 100	Level 100	Level 100
	Industrial Pumps	Level 100, 200	Level 100, 200, 300	Level 100, 200,	Level 100, 200,	Level 100, 200,
	Mobile Pumps	Level 100, 200	Level 100, 200, 300	300,400	300, 400	300, 400
	Closed Hydrostatic Transmissions	Level 100, 200	Level 100, 200, 300	As needed, according to Industry and/or Product Specialisms	As needed, according to Industry and/or Product Specialisms	As needed, according to Industry and/or Product Specialisms
	Industrial Valves	Level 100, 200	Level 100, 200,300			
	Industrial Proportional Valves (incorporated into 'Proportion Hydr.' systems course)	Level 100, 200	Level 100, 200, 300			
	Mobile Valves	Level 100, 200	Level 100, 200, 300			
	Screw-in Cartridge Valves	Level 100, 200	Level 100, 200, 300			
	Steering Controls	Level 100, 200	Level 100, 200, 300			
	Hydraulic Cylinders	Level 100, 200	Level 100, 200, 300			
	Hydraulic Motors	Level 100, 200	Level 100, 200, 300			
	Auxiliary Products	Level 100, 200	Level 100, 200, 300			
	Electrohydraulics (incorporated into 'Advanced Electrohydr.' systems course)	Level 100, 200	Level 100, 200, 300			
	Focus Products	New, Focus & Growth Product Training	Level 100, 200	Level 100, 200, 300 As needed, according to Industry and/or Product Specialisms	Level 100, 200, 300, 400 As needed, according to Industry and/or Product Specialisms	Level 100, 200, 300, 400 As needed, according to Industry and/or Product Specialisms

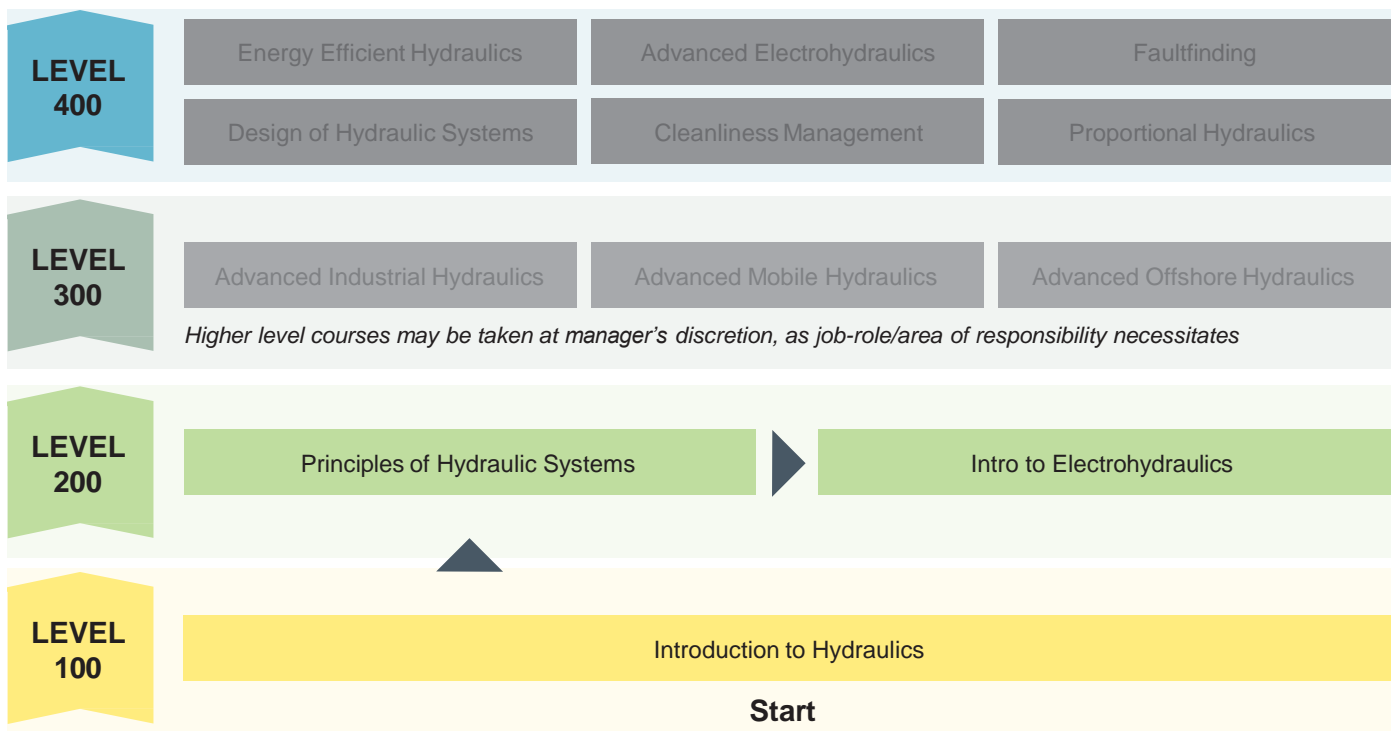
Systems

Progression routes (1)

Route A – New Starts & Non-Technical Employees



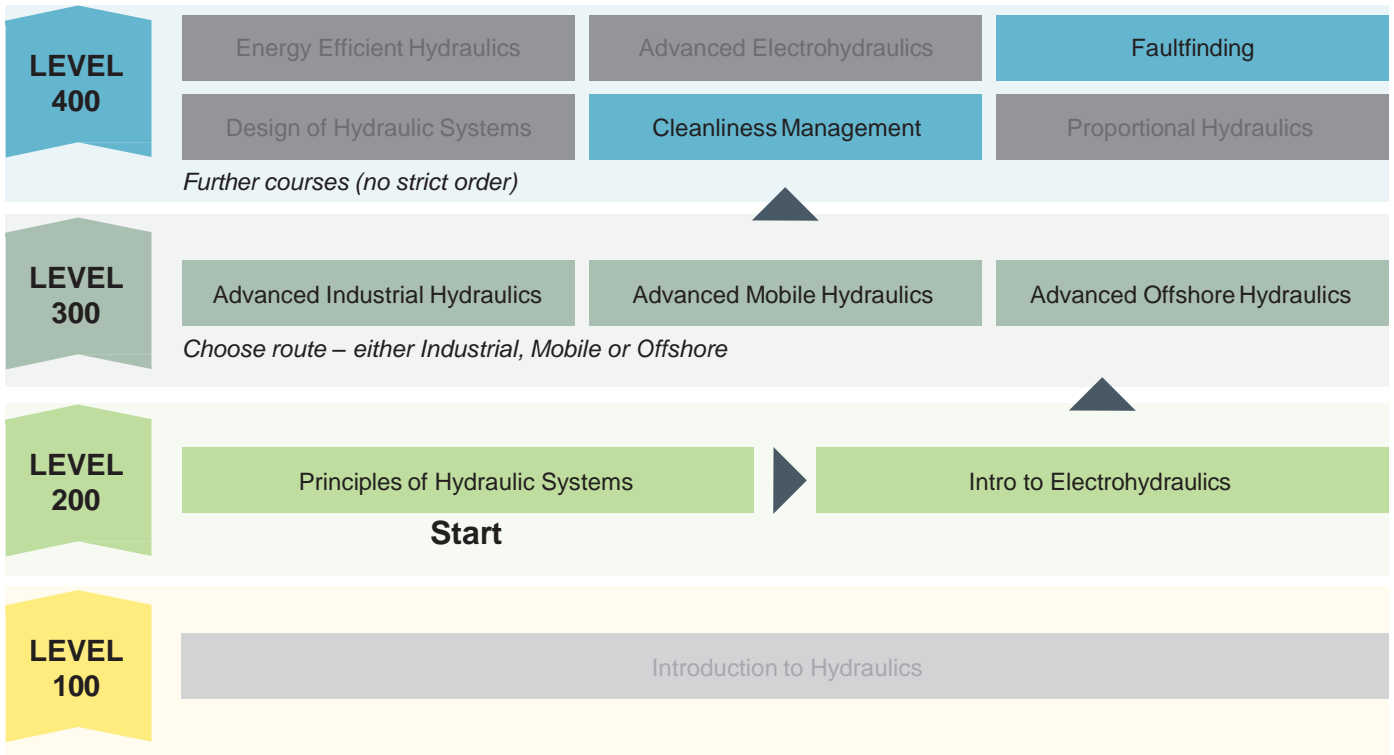
Route B – Technical Sales, Design Engineer, Supervisor, Manager



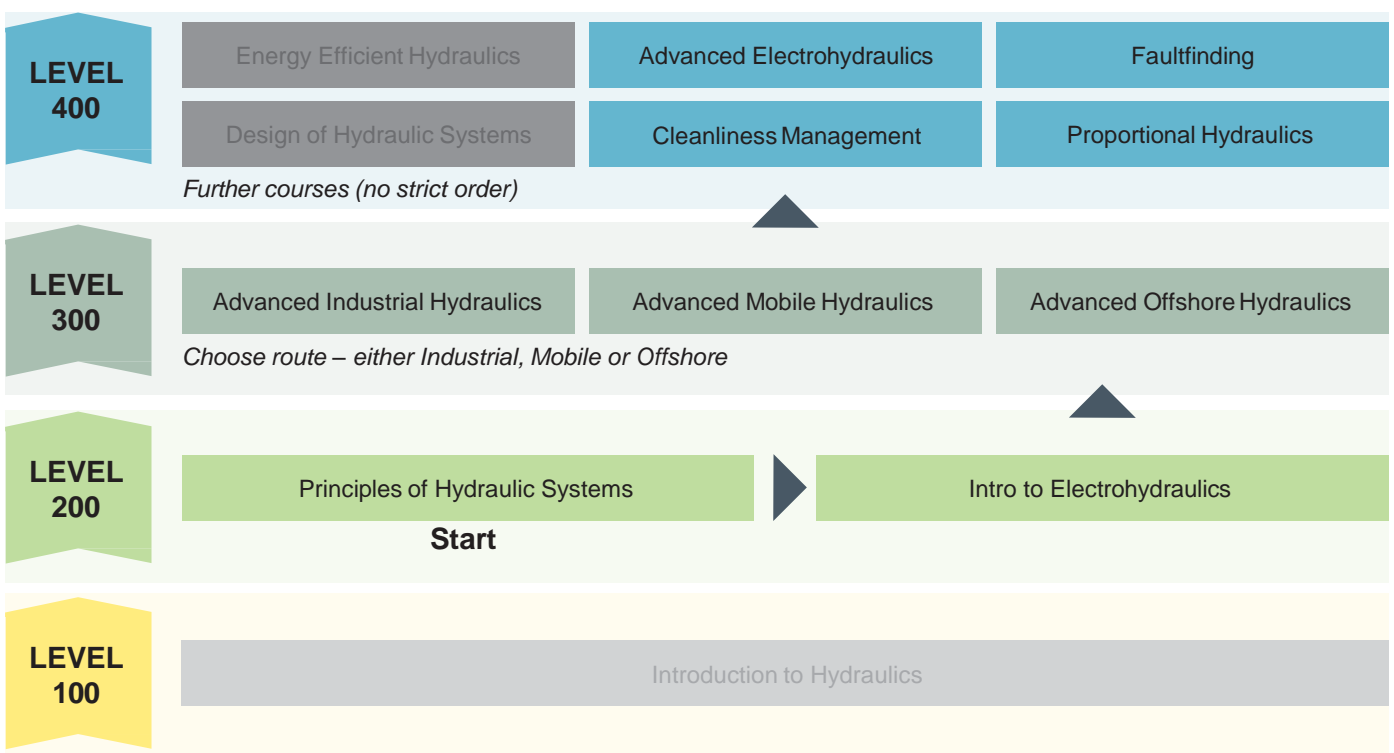
Systems

Progression routes (2)

Route C – Hydraulic Technician



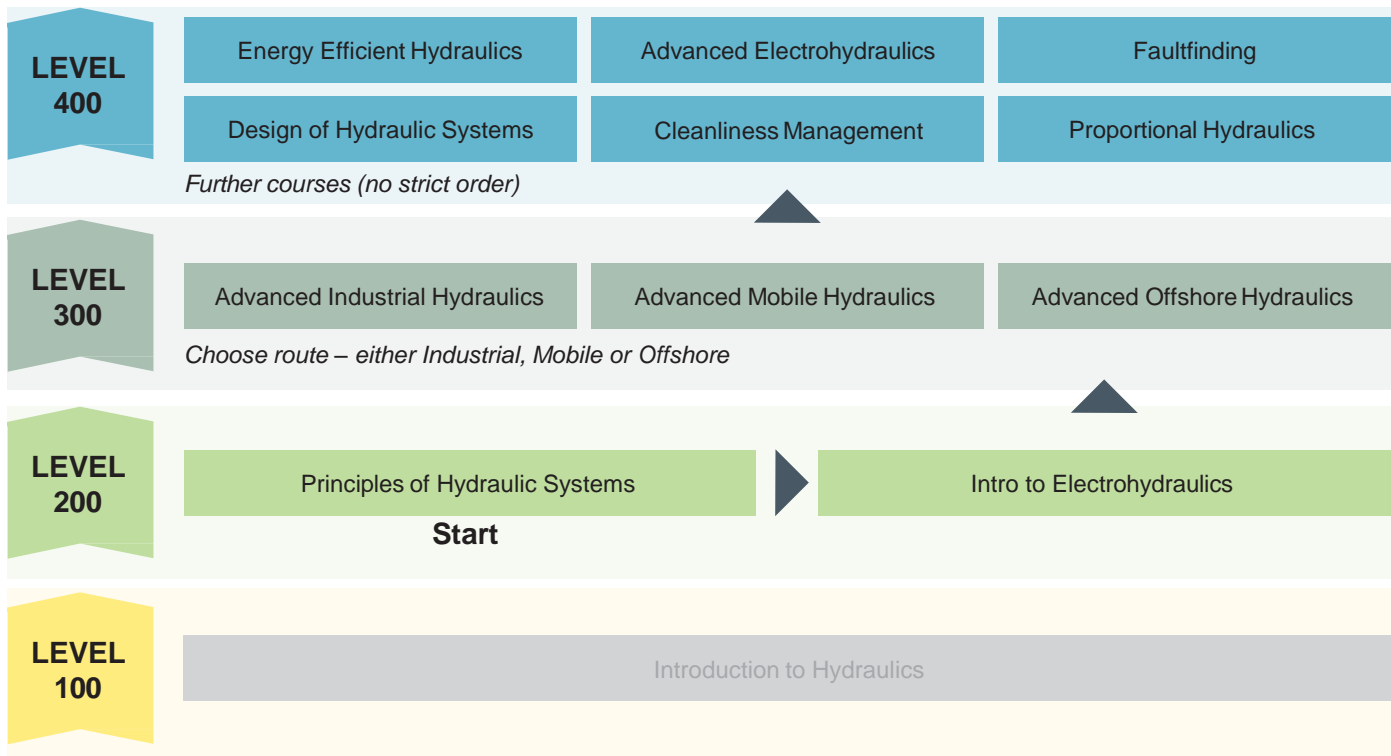
Route D – Service / Test Engineer



Systems

Progression routes (3)

Route E – Applications/Systems Engineer/ACE

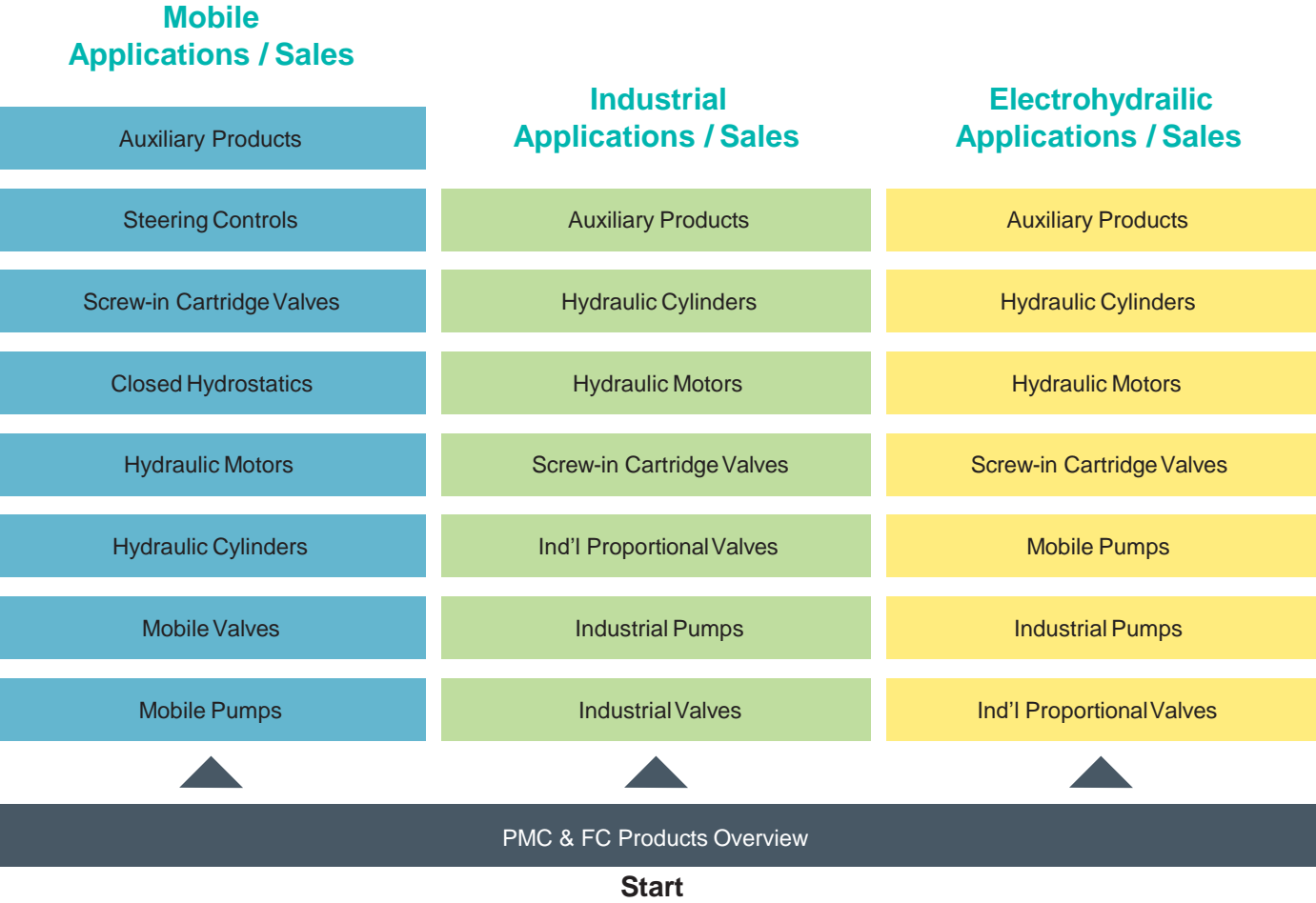


Note that the above progression routes refer to **Systems courses**.

Product courses can be attended in any order, except the 'PMC & FC Products Overview', which should be sat prior to any other Product training (these Overview presentations are incorporated into the 'Introduction to Hydraulics' systems course, or may be taken separately). See overleaf for more detail on Product Courses.

Products

Progression routes



2019 schedule of courses

January 2019

8-10 January 2019	2.5 days	Principles of Hydraulics	Systems Course	Location TBC	800 Euros
22-24 January 2019	2.5 days	Advanced Mobile Hydraulics	Systems Course	Wehrheim, DE	800 Euros
31 January 2019	1 day	CMA & X20 Product Overviews	Product Course	Havant, UK	325 Euros

February 2019

4-7 February 2019	3 days	Advanced Industrial Hydraulics + Associated Products	Systems & Product Training	Location TBC	975 Euros
12-13 February 2019	2 days	AxisPro product course	Product Training	Havant, UK	650 Euros
26-28 February 2019	2.5 days	Principles of Hydraulics	Systems Course	Location TBC	800 Euros



Course Details

Systems Courses

Prices shown are based on courses being delivered at the Eaton Hydraulics Training Centre in Havant, UK. For courses held elsewhere, please contact the Training Manager for details.

Prices shown are valid for all external (i.e. non-Eaton) attendees. Eaton attendees only cover 'actual costs' of Notes, food etc – please see the 'Registering for Hydraulics Training Internal Playbook' or contact the Training Manager for details.

All prices shown are exclusive of tax

Systems course details (1)

Introduction to hydraulics (€ 650*)

We will answer the questions:

- Which applications are hydraulics used in?
- What is the range of Eaton hydraulic products?
- What is hydraulics, and why is it used?
- What are the basic functions of hydraulic components?
- What are the critical aspects of hydraulic systems?

There can also be an optional hands-on practical session, to demonstrate fundamental principles

Duration:

- 2 days (mix of theory & practicals)

Intended for:

- All employees in any role (technical or non-technical)

Why should you attend?

Ensure all staff have a basic awareness of the products they are selling, and an understanding of the applications they are used to control

Note:

This course includes the 'PMC & FC Products Overview' products training

Principles of hydraulic systems (€ 800*)

Basic Synopsis:

This course will meet & exceed the BFPA Minimum Educational Requirements for those working with Hydraulic Systems

We will answer the questions:

- What are the basic principles which underpin all hydraulic systems?
- How are circuits & symbols drawn?
- What is the function, construction, operation & adjustment of common basic hydraulic pumps, motors, cylinders, valves & hoses?
- Why is contamination control important, and how is it achieved?
- What fluids are used in hydraulic systems?
- How can we work safely with hydraulic systems?

This course includes ½ day of hands-on practical tasks, to demonstrate key principles

Duration:

- 2 ½ days (2 days theory & ½ day practical)

Intended for:

- This course is for all technical employees, distributors, customers & end-users working with hydraulics

Why should you attend?

- All technical staff brought up to an industry-agreed minimum level of technical knowledge
- Technical staff better able to deal with technical queries and applications

Accreditation:

Completion of the full 2.5 day 'Fundamental Principles of Hydraulics' course ensures the course meets & exceeds the BFPA Minimum Educational Recommendations for Hydraulics (Fundamental Level).



Systems course details (2)

Introduction to Electro-Hydraulics (€ 325*)

Coming
Soon

Basic Synopsis:

This 1-day course is intended as the follow-on day to the 3-day 'Principles of Hydraulic Systems' course

We will answer the questions:

- How are hydraulic components (pumps, valves, motors) controlled in an electro-hydraulic system?

The course provides brief overviews of the following technologies:

- PLC's and ECU's
- The sensors used to monitor hydraulic systems
- Variable Frequency Drives (aka VFD's / Invertors)

This course includes an amount of hands-on practical tasks, to demonstrate key principles

Duration:

- 1 x day (75% theory, 25% practicals/demos)

Intended for:

- This course is for those technical employees, distributors, customers & end-users working with modern electro-hydraulic systems

Why should you attend?

- Upskill mechanical/hydraulic staff with a basic understanding of the electrical interface of modern hydraulic systems

Advanced industrial hydraulics (€ 800*)

Basic Synopsis:

This course follows on from the 'Principles of Hydraulic Systems' course

We will answer the questions:

- What are some common 'industrial' hydraulic applications?
- What is the function, construction, operation & adjustment of:
 - Proportional valves & their associated driver cards ('amplifiers')
 - Variable displacement pumps and their array of controllers
 - Logic valves
 - Two-stage relief valves (incl. unloading)
 - Accumulators

This course includes ½ day of hands-on practical tasks, to demonstrate key principles

Duration:

- 2 ½ days (2 x days theory & ½ day practical)

Intended for:

- This course is for those technical employees, distributors, customers & end-users working with modern industrial applications

Why should you attend?

- Upskill staff dealing with modern industrial systems
- Better equip staff to vet enquiries, quote & win orders of a highly technical nature

Systems course details (3)

Advanced mobile hydraulics (€ 800*)

Basic Synopsis:

This course follows on from the 'Principles of Hydraulic Systems' course

We will answer the questions:

- What are some common 'mobile' hydraulic applications?
- What is the function, construction, operation & adjustment of:
 - Variable displacement pumps and their array of controllers (incl. load sensing)
 - Mobile valves (incl. load-sensing)
 - Introduction to CMA valve concept
 - Closed hydrostatic circuits
 - Accumulators
 - Steering
 - Braking
 - Priority flow control
 - Variable displacement motors & their controllers

This course includes ½ day of hands-on practical tasks, to demonstrate key principles

Duration:

- 2 ½ days (2 x days theory & ½ day practical)

Intended for:

- This course is for those technical employees, distributors, customers & end-users working with modern mobile hydraulic applications

Why should you attend?

- Upskill staff dealing with modern mobile systems
- Better equip staff to vet enquiries, quote & win orders of a highly technical nature

Advanced offshore hydraulics (€ 800*)

Coming
Soon

Basic Synopsis:

This course follows on from the 'Principles of Hydraulic Systems' course

We will answer the questions:

- What are some common 'offshore' hydraulic applications?
- What is the function, construction, operation & adjustment of:
 - Proportional valves & their associated driver cards ('amplifiers')
 - Variable displacement pumps and their array of controllers (incl. Load Sensing)
 - Logic valves
 - Two-stage relief valves (incl. unloading)
 - Mobile valves (incl. load-sensing)
 - Closed hydrostatic circuits
 - Accumulators

This course includes ½ day of hands-on practical tasks, to demonstrate key principles

Duration:

- 2 ½ days (2 x days theory & ½ day practical)

Intended for:

- This course is for those technical employees, distributors, customers & end-users working with modern offshore hydraulic applications

Why should you attend?

- Upskill staff dealing with modern offshore systems
- Better equip staff to vet enquiries, quote & win orders of a highly technical nature

Systems course details (4)

Design of hydraulic systems (€ 800*)

Coming
Soon

Basic Synopsis:

We will answer the questions:

- How can the duty cycle of a machine be graphically represented?
- How can the mechanical load be calculated and understood?
- How are hydraulic actuators (cylinders & hydraulic motors) are correctly sized
- How is the buckling point of a cylinder calculated?
- How are pipes, hoses & fittings correctly sized?
- How are valves correctly sized and selected?
- How are pumps sized & selected?
- How are prime movers sized and selected?
- How are reservoirs sized & equipped?
- How is the heating & cooling requirements of a hydraulic system correctly calculated?

Duration:

- 2 ½ days

Intended for:

- This course is for those technical employees, distributors, customers & end-users involved with designing hydraulic systems and selecting componentry

Why should you attend?

- Allow staff to work with customers & distributors on hydraulic applications
- Better equip staff to vet enquiries, quote & win orders of a highly technical nature
- Allow staff to correctly specify components and systems

Energy efficient hydraulics (€ 325*)

Coming
Soon

Basic Synopsis:

We will answer the questions:

- How can the duty cycle of a machine be graphically represented and analysed?
- How can input prime mover power of a system be calculated?
- How can actual useful output power of a system be calculated?
- How can power be graphically represented on a Qp curve?
- How can overall system efficiency be calculated?
- How can the cost of power be calculated?
- How can the lifetime installed cost of a machine be estimated?
- How can the cooling requirements of a hydraulic system be correctly calculated?
- The course will also introduce the attendees to some useful tips & tricks of how to reduce the power requirement of a hydraulic system, and how to increase the efficiency

Duration:

- 1 day

Intended for:

- This course is for those technical employees, distributors, customers & end-users involved with designing, specifying and quoting modern electro-hydraulic systems

Why should you attend?

- The course aims to help employees to win orders by demonstrating that lifetime machine costs can be dramatically reduced by energy-efficient design

Systems course details (5)

Advanced Electro-Hydraulics (€ 650*)

Coming
Soon

Basic Synopsis:

This course follows on from the 'Principles of Hydraulic Systems' course and the 1-day 'Intro to Electro-Hydraulics' courses

We will answer the questions:

- How are hydraulic components (pumps, valves, motors) controlled in an electro-hydraulic system?
- What are PLC's and ECU's, and how are they programmed (including a basic introduction to function block, ladder logic & statement list programming)
- What sensors are used to monitor hydraulic systems?
- What is a Variable Frequency Drive (VFD / Inverter)?

This course includes a half-day of hands-on practical tasks, to demonstrate key principles

Duration:

- 2 x days (1 ½ x days theory & ½ day practical)

Intended for:

- This course is for those technical employees, distributors, customers & end-users working with modern electro-hydraulic applications

Why should you attend?

- Upskill staff dealing with modern industrial systems
- Allow staff to work with customers & distributors on electro-hydraulic applications
- Better equip staff to vet enquiries, quote & win orders of a highly technical nature

Note: This course includes the 'Electrohydraulics' product training

Troubleshooting (€ 650*)

Coming
Soon

Basic Synopsis:

This course follows on from the 'Principles of Hydraulic Systems' course

We will answer the questions:

- What is contamination control, and how is it achieved?
- What are the steps needed when installing & commissioning a hydraulic system?
- How are set-up procedures for valves and pump controls written and carried out?
- How is logical faultfinding carried out in a timely and efficient manner?
- How can we work safely with hydraulic systems?

This course includes 1 day of hands-on practical tasks, to demonstrate key principles

Duration:

- 2 x days (1 x day theory & 1 day practical)

Intended for:

- This course is for those technical employees, distributors, customers & end-users working 'hands-on' with modern hydraulic applications

Why should you attend?

- Upskill staff working hands-on with modern industrial systems
- Save time and money when commissioning & troubleshooting hydraulic systems

Systems course details (6)

Proportional hydraulics (€ 800*)

Coming Soon

Basic Synopsis:

This course follows on from the 'Principles of Hydraulic Systems' course

We will answer the questions:

- What are proportional valves, and how do they work?
- What are driver cards (amplifiers), and what are their main functions?
- Why is contamination control so important in proportional systems, and how is it achieved?
- What are the steps needed when installing & commissioning a proportional system?
- How are proportional valves and their associated driver cards monitored in a timely and efficient manner?
- How can we work safely with hydraulics?

This course includes ½ day of hands-on practical tasks, to allow attendees to set up and monitor a range of Eaton proportional valves

Duration:

- 2.5 days (2 days theory & ½ day practical)

Intended for:

- This course is for those technical employees, distributors, customers & end-users specifying, designing, installing, commissioning, maintaining and/or faultfinding modern proportional hydraulic applications

Why should you attend?

- Upskill staff working hands-on with modern proportional valves & associated electronic driver cards

Note: This course includes the 'Industrial Proportional Valves' product training

Cleanliness management (€ 325*)

Coming Soon

Basic Synopsis:

This course follows on from the 'Principles of Hydraulic Systems' course

We will answer the questions:

- What contaminants are found in hydraulic systems?
- What damage does contaminated oil cause?
- What are the most common sources of contamination?
- What is contamination control, and how is it achieved?
- What is flushing, and how is it achieved?
- What steps are needed to minimise contamination ingress during build, installation, commissioning and maintenance of hydraulic systems?

Duration:

- 1 day (theory)

Intended for:

- This course is for those technical employees, distributors, customers & end-users who design, manage, install, commission, service or maintain modern hydraulic applications

Why should you attend?

- Upskill staff working hands-on with modern industrial systems
- Minimise machine downtime and lost production by managing the biggest cause of all component failures and system faults (fact: over 70% of all hydraulic component failures are directly attributable to contamination in the oil)

Course details

Product training

Prices shown are based on courses being delivered at the Eaton Hydraulics Training Centre in Havant, UK. For courses held elsewhere, please contact the Training Manager for details.

Prices shown are valid for all external (i.e. non-Eaton) attendees. Eaton attendees only cover 'actual costs' of Notes, food etc – please see the 'Registering for Hydraulics Training Internal Playbook' or contact the Training Manager for details.

All prices shown are exclusive of tax

Product training details (1)

PMC & FC products overview (€ 275*)

(also included in 'Intro to Hydraulics' system course)

Basic Synopsis:

This course is intended to give attendees a broad overview of the various product families in the Eaton portfolio, in both the PMC and FC ranges.

Duration:

- ¾ day theory

Intended for:

- All Eaton employees and Distributors in any role (technical or non-technical)

Why should you attend?

- Ensure all staff have a basic awareness of the products in the Eaton PMC and FC ranges, and an understanding of the applications they are used in.



Industrial pumps (€ 480*)

Basic Synopsis:

This course introduces attendees to the function, operation and control of fixed and variable displacement open-circuit pumps, and the range of Eaton vane and piston units used in the industrial market.

Duration:

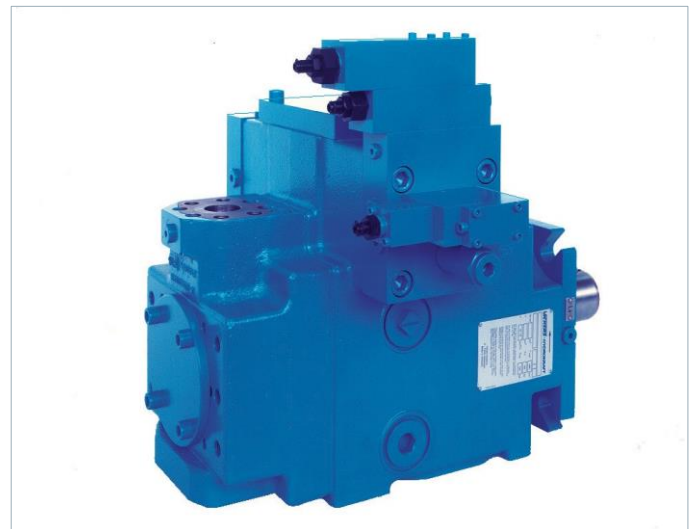
- 1.5 days

Intended for:

- This course is for those technical employees, distributors, customers & end-users working with modern industrial applications

Why should you attend?

- Understand the range of Eaton industrial pumps
- Know which pump is right for particular applications
- Better equip Eaton employees and Distributors to help customers to select, install & maintain industrial systems including pumps



Product training details (2)

Mobile pumps (€ 480*)

This course introduces attendees to the function, operation and control of fixed and variable displacement open-circuit pumps, and the range of Eaton vane and piston units used in the mobile market.

Duration:

- 1.5 days

Intended for:

- This course is for those technical employees, distributors, customers & end-users working with modern mobile applications

Why should you attend?

- Understand the range of Eaton mobile pumps
- Know which pump is right for particular applications
- Better equip Eaton employees and Distributors to help customers to select, install & maintain mobile machines including pumps



Closed hydrostatic transmissions (€ 325*)

This course introduces attendees to the function, operation and control of closed hydrostatic transmission systems, and the range of Eaton products used in this application.

Duration:

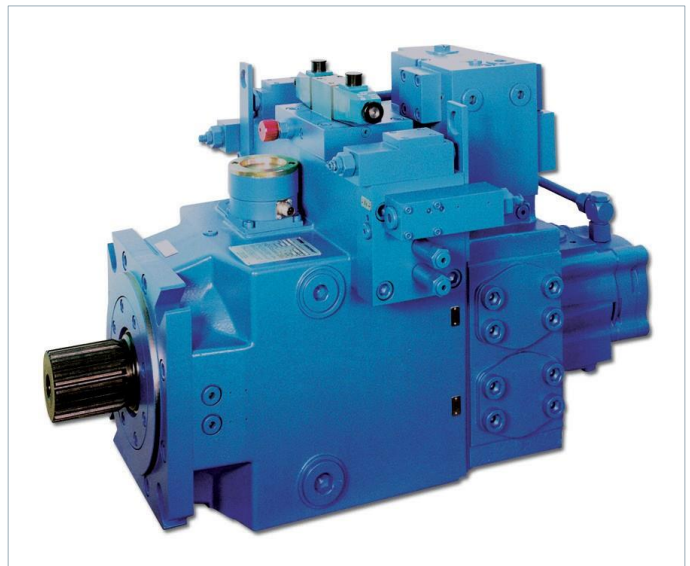
- 1 day

Intended for:

- This course is for those technical employees, distributors, customers & end-users working with modern industrial & mobile applications

Why should you attend?

- Understand the range of Eaton closed hydrostatic transmission systems
- Better equip Eaton employees and Distributors to help customers to select, install & maintain closed hydrostatic transmission systems



Product training details (3)

Industrial valves (€ 480*)

Basic Synopsis:

This course introduces attendees to the wide range of Industrial Valves in the Eaton range, including pressure, flow and direction controls, as well as slip-in ('logic') valves.

Duration:

- 1.5 days

Intended for:

- This course is for those technical employees, distributors, customers & end-users working with the range of Eaton Industrial Valves

Why should you attend?

- Upskill staff dealing with modern industrial systems
- Better equip staff to vet enquiries, quote & win orders of a highly technical nature



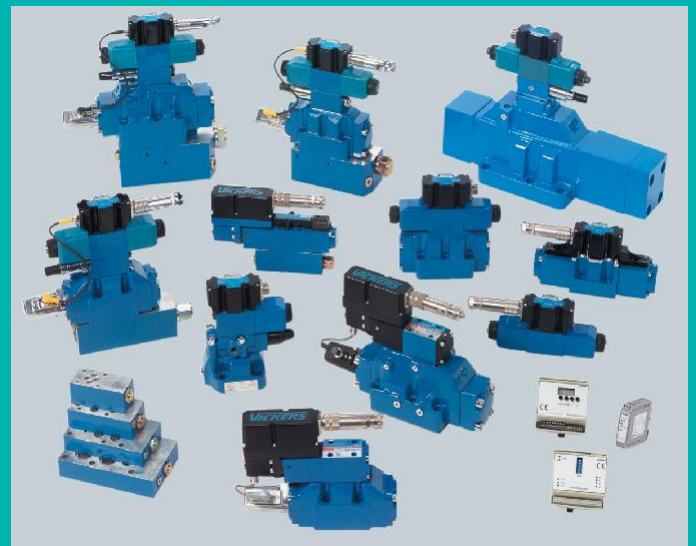
Industrial proportional valves

(This section is fully incorporated into the 'Proportional Hydraulics' systems course)

Basic Synopsis:

The 'Proportional Hydraulics' course describes the function, operation and control of modern industrial proportional valves and the associated products in Eaton's range of control valves

See the 'Proportional Hydraulics' systems course for further course details



Product training details (4)

Mobile valves (€ 325*)

Basic Synopsys:

This course introduces attendees to the function, operation and control of mobile control valves, and the range of Eaton valves used in the mobile market.

Duration:

- 1 day

Intended for:

- This course is for those technical employees, distributors, customers & end-users working with modern mobile applications

Why should you attend?

- Understand the range of Eaton mobile valves
- Know which mobile valve solution is right for particular applications
- Better equip Eaton employees and Distributors to help customers to select, install & maintain mobile machines including mobile valves

Screw-in cartridge valves (€ 100*)

Basic Synopsys:

This course introduces attendees to the wide range of screw-in cartridge valves (SiCV's) in the Eaton range, including pressure, flow and direction controls, as well as the manifold blocks (HIC's) into which they are mounted.

Duration:

- 2.5 hours

Intended for:

- This course is for those technical employees, distributors, customers & end-users working with the range of Eaton screw-in cartridge valves and their associated manifold blocks

Why should you attend?

- Upskill staff dealing with modern SiCV systems
- Better equip staff to vet enquiries, quote & win orders of a highly technical nature



Product training details (5)

Steering controls (€ 325*)

Basic Synopsis:

This course introduces attendees to the function, operation and control of Eaton's market-leading range of Steering Control valves.

Duration:

- 1 day

Intended for:

- This course is for those technical employees, distributors, customers & end-users working with modern mobile applications

Why should you attend?

- Understand the range of Eaton Steering Control valves
- Know which Steering Valve solution is right for particular applications
- Better equip Eaton employees and Distributors to help customers to select, install & maintain mobile machines including steering control valves



Hydraulic cylinders (€ 150*)

Basic Synopsis:

This course introduces attendees to the wide range of hydraulic cylinders in Eaton's range of industrial and mobile products, and the applications they are used in.

Duration:

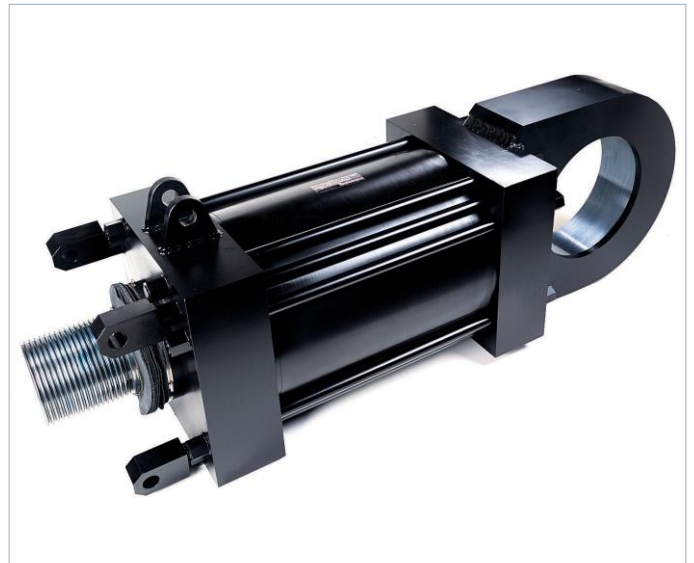
- 0.5 days

Intended for:

- This course is for those technical employees, distributors, customers & end-users working with modern industrial and mobile applications

Why should you attend?

- Understand the range of Eaton cylinders
- Know which cylinder is right for particular applications
- Better equip Eaton employees and Distributors to help customers to select, install & maintain industrial & mobile systems



Product training details (6)

Hydraulic motors (€ 325*)

Basic Synopsys:

This course introduces attendees to the wide range of hydraulic motors in Eaton's range of industrial and mobile products, and the applications they are used in.

Duration:

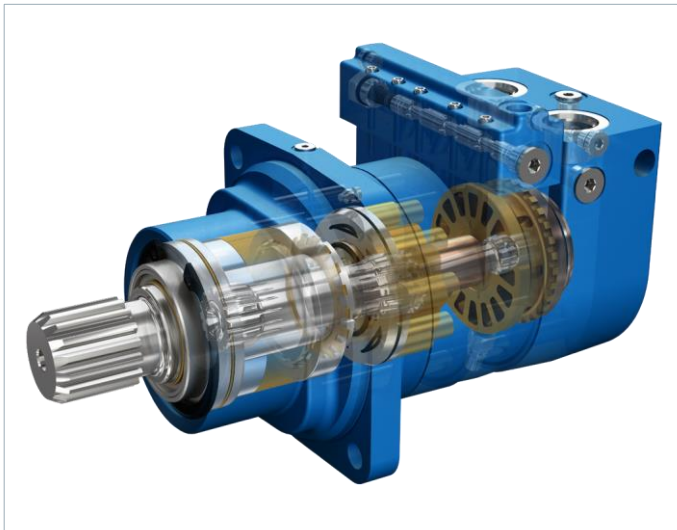
- 1 day

Intended for:

- This course is for those technical employees, distributors, customers & end-users working with modern industrial and mobile applications

Why should you attend?

- Understand the range of Eaton motors
- Know which motor is right for particular applications
- Better equip Eaton employees and Distributors to help customers to select, install & maintain industrial & mobile systems



Auxiliary products (€ 150*)

Basic Synopsys:

This course introduces attendees to Eaton's range of Filtration products, as well as describing the function, operation and control of accumulators and coolers.

Duration:

- ½ day

Intended for:

- This course is for those technical employees, distributors, customers & end-users working with modern industrial and mobile applications

Why should you attend?

- Understand the range of Eaton Filtration products
- Better equip Eaton employees and Distributors to help customers to select, install & maintain industrial & mobile systems



Product training details (7)

Electrohydraulics

(This section is fully incorporated into the 'Advanced Electrohydraulics' systems course)

Basic Synopsis:

This course introduces the attendees to the concepts of electrohydraulic systems and components, and the electronic systems, such as PLC's and ECU's, which control them. The course also describes the concept of closed-loop control and the associated use of sensor technologies.

See the 'Advanced Electrohydraulics' systems course for further course details



Appendices

Appendix 1: Terms & Conditions

These terms and conditions of sale ("Terms and Conditions of Sale") are between the buyer and Eaton Industries LP, Glasgow, Morges Branch ("EILP") (hereinafter referred to as "Seller") selling the products or services ("Product" or "Service") to a buyer (hereinafter referred to as "Buyer")

1. Quotations and Price Lists

1. Quotation: Unless otherwise indicated on the quote, written quotations by Seller shall expire automatically ninety (90) days after the date appearing on the quotation unless Seller receives and accepts Buyer's order within that period. Prior to the expiration date any quotation is subject to change by Seller at any time upon written notice to buyer.
2. Price Lists: Price List means the list of prices applicable for the Seller's products and as published by the Seller. Different price lists may apply for each of Seller's product category. Each Price List is valid from its effective date as indicated on such Price List until its revision by the Seller. The Price List is subject to these Terms and Conditions of Sale.
2. **Acceptance of Purchase Orders:** Notwithstanding any contrary language in Buyer's purchase order, each purchase order shall be subject to acceptance by an authorized employee of Seller and each transaction shall be governed exclusively by these Terms and Conditions of Sale ("Contract"), except if any specific terms have been expressly and mutually agreed by the parties and confirmed in Seller's sale order acknowledgement of each purchase order. Such acceptance is expressly limited to these Terms and Conditions of Sale, and any additional or different terms proposed by Buyer are automatically rejected unless expressly agreed to in writing by Seller. No contract shall exist except as hereinabove provided. No contingency contained on any purchase order shall be binding upon the Seller and such additional or conflicting terms are deemed rejected by the Seller.
3. **Price Changes:** Prices (provided by way of a Quotation or a Price List) are subject to change to the prices in effect at the time of delivery. Seller reserves the right to make any corrections to prices quoted due to clerical errors or errors of omission. In the event of any specific requirements (including without limitation any design, specification, ordered quantity, or shipment changes) representing a price increase, Buyer will be notified and afforded an opportunity to confirm.
4. **Payment Terms:** Unless otherwise agreed in writing by Seller and subject to Buyer's credit status at delivery, payment shall be i) thirty (30) days net from invoice date or ii) in accordance with the payment terms or progress payment schedule specified in the Quotation.

If at any time, Buyer is delinquent in any of its payments for the Product or Service under this Contract, Seller may, in its discretion, and without prejudice to its other rights, suspend shipment (including partial shipments of any Order) of Product or delivery of Service, or require Customer to prepay for further Product shipments or Service delivery, until complete payment has been received. Seller shall apply late payment interest from the day following the stipulated date for payment of the invoice until full payment is received by Seller. The interest rate shall be the then-current ECB interest rate – Marginal lending facility - as published by the European Central Bank plus seven (7) percentage points or the maximum rate permitted by the applicable law. Buyer shall bear all costs (including without limitation any reasonable attorney's fees, legal costs, collection costs) incurred by Seller. Upon written request by Seller, Buyer shall provide Seller with all then-current financial information necessary at any time to review and confirm Buyer's creditworthiness.

5. **Taxes, Charges and others:** Price is exclusive of VAT, any custom duties, taxes, levies and similar charges, premium freight costs, customized packaging, disassembly, take-back, proper recycling and disposal of waste or other costs applicable at the delivery date by Seller

6. **Delivery:** Lead times are for reference only and are subject to change. Design and/or specification changes are subject to review for possible adjustments to delivery. Order quantities subject to scheduled delivery dates must be mutually agreed upon.

Delivery shall be made at the date or within the time period mutually agreed upon in writing. Seller shall have the right to make partial shipment of the Product or Service and invoices Buyer in accordance with the payment terms set forth in Clause 4 herein.

7. **Packaging:** The cost of standard bulk packaging for shipment in the European Union is included in Seller's price subject to Clause 5 herein. Additional charges may be imposed for special domestic packaging, overseas packaging, or special marking performed at Buyer's request and agreed to by Seller. Packaging materials will not be taken back by Seller unless Seller so agreed in writing.

8. Title and Risk of Loss

1. Transfer of risk: Risk of loss or damage shall pass from Seller to Buyer and delivery shall be deemed to occur upon transfer of possession to the first common carrier or Buyer's representative at the delivery point per the applicable shipping term (per ICC Incoterms 2010).
2. Retention of Title: Seller retains title to all Products delivered by Seller until receipt of all amounts invoiced including interests and charges. In the event Buyer re-sells the Products before property in the products passes to Buyer in accordance with Clause 9 herein, Buyer shall account to Seller for all of the proceeds of any re-sale and prior to paying such proceeds to Seller, Buyer shall hold the same in a fiduciary capacity keeping the same separate from its other money. Unless mutually agreed in writing, Buyer assigns hereby to Seller the portion of the Buyer's claim against its end-customer to the extent the Products have been processed, transformed or combined with other products sold by Buyer to such end-customer. Seller shall be entitled to recover directly from Buyer's end-customer any unpaid portion of the Product value owed by Buyer. Upon request Buyer has to notify the assigned claim and the debtor thereof to Seller, and to make all information and material required for the debt collection available and to notify the assignment to the third-party debtor. If the Products are attached or otherwise levied upon, Buyer shall draw attention to Seller's title and immediately inform Seller of the attachment or levy.

Seller shall be entitled to carry out all applications and registrations as it deems necessary for securing its title and Buyer shall assist upon request.

The retention of title shall not affect the passing of risk under the Clause 8.1.

9. Delays or Default in Delivery, Limitation of Liability

Under no circumstances shall Seller have any liability for penalties or other consequential damages of any kind resulting in whole or in part from Seller's delay in delivering, or failure to deliver, any products to Buyer under this Contract. IN ANY AND ALL EVENTS, SELLER'S TOTAL MAXIMUM LIABILITY UNDER THIS CONTRACT SHALL BE LIMITED TO DIRECT DAMAGES AND TO THE VALUE OF THE INDIVIDUAL PURCHASE ORDER, ISSUED UNDER THE CONTRACT, IN THE PERFORMANCE OF WHICH SELLER BREACHED ANY OF ITS OBLIGATIONS. THE FOREGOING LIMITATION OF LIABILITY DOES NOT APPLY IF THE DAMAGE IN QUESTION IS PROVED TO BE DUE TO INTENTIONAL ACTS OR ACTS OF GROSS NEGLIGENCE, WITHIN THE TERMS OF STATUTORY PROVISIONS.

- 10. Intellectual Property (IP):** In the event that any claim, suit or proceedings (hereinafter "Infringement Claim") is made against Buyer that the Products and/or Services infringe any third party IP rights, Seller shall, at its own expense and option, settle or defend the Infringement Claim and pay all damages and costs finally awarded against Buyer. Provided that Seller shall not be liable for any Infringement Claim which arises due to Seller having followed or used the instructions, specifications, designs or products furnished by Buyer to be used in relation with the Products and/or Services. Further, Seller will be only liable for such Infringement Claim on the conditions that Buyer promptly informs Seller, Seller has full control of the defense of the Infringement Claim, and that at Seller's expense Buyer provides all assistance and information reasonably required to allow Seller to handle the Infringement Claim. The foregoing states the entire liability of Seller for intellectual property infringement.
- 11. Design and Technical Information:** Seller claims proprietary rights in the items and information associated with the Products and/or Services. Drawings and technical information are issued in confidence for engineering information and mutual assistance only and may not be publicly disseminated, reproduced or used by Buyer without Seller's prior written consent and shall be returned immediately upon Seller's request.
- 12. Confidentiality:** The parties agree to keep confidential and not to disclose to any third party all commercial and technical information of the other party, which comes to their knowledge in the course of the supply of the Products and/or Services, unless such information is or becomes public knowledge without fault of the receiving party. Affiliated companies of the Seller are not deemed to be third parties for the purpose of this clause. The terms of this provision shall survive for a period of 5 (five) years after the last supply of the Products and/or Services.
- 13. Warranty:** Seller's warranty is set forth in Seller's Warranty Policy Number M-HYOV-TB001-E (or its subsequent revisions), which can be accessed on the Eaton Hydraulics Product Literature website <http://www.eaton.com/Eaton/ProductsServices/Hydraulics/WarrantyTermsConditions/index.htm> SELLER WILL HAVE NO OTHER OBLIGATION WHATSOEVER WITH REGARD TO THE GOODS EXCEPT AS STATED IN THE WARRANTY. THE WARRANTY IS EXCLUSIVE AND SELLER HEREBY EXPRESSLY DISCLAIMS ALL OTHER WARRANTIES, EXPRESS OR IMPLIED, INCLUDING THE IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE. IN NO EVENT SHALL SELLER BE RESPONSIBLE FOR INCIDENTAL, CONSEQUENTIAL, PUNITIVE OR LIQUATED DAMAGES.
- 14. Changes & Cancellation.**
1. Changes: Changes to existing schedules or orders are subject to Seller's acceptance and may result in an increase in per piece price due to any reschedule and/or order changes. Upon Buyer's written request, Seller may accept temporary holds on orders for rescheduling purposes for a cumulative period not to exceed thirty (30) days. Upon the expiration of this 30 day period, if Buyer has not communicated its rescheduled date, Seller reserves the right to recommence shipments in accordance with the original schedule or cancel the order without prejudice to Seller's rights to its cost reimbursement set forth hereunder.
 2. Cancellations: Cancellations to existing schedules or orders are subject to Seller's prior written acceptance and reimbursement by Buyer of Seller's incurred costs, including all labor costs and expenses and costs of materials that are not usable by Eaton. Such incurred costs will be determined by Seller and communicated in writing to Buyer
- 15. Returns:** No products shall be returned to Seller, whether for inspection, repair, replacement, or any other reason, without prior approval from Seller. Products and parts must be returned in new or like new condition with complete identification in accordance with our instruction or the shipment may not be accepted. All returns must be sent to Seller DDP to Seller's designated location (per Incoterms ICC 2010) unless otherwise instructed. Where authorization has been obtained to return products and parts for reasons beyond warranty a restocking charge of twenty five percent (25%) and any additional transportation charges are applicable.
- 16. Minimum Order:** Unless otherwise approved in writing by Seller the minimum order amount is EUR 300 (three hundred Euros), or equivalent value in other currency if applicable (Minimum Order Value), Seller may at its sole discretion accept orders below the Minimum Order Value, for which a handling fee of 30 EUR (thirty Euros), or equivalent value in other currency, will apply per order.
- 17. Remedies:** Any lawsuit or legal claim for breach of this Contract must be brought within one (1) year after the breach occurs. This does not affect Buyer's obligation to inspect the condition of the purchased object as soon as feasible in the normal course of business and, if he discovers defects for which Seller is liable under Warranty, to notify Seller without delay (Art. 201 para. 1 of the Swiss Code of Obligations).
- 18. Currency:** Unless otherwise indicated on the Quotation, order acknowledgement or invoice, all payments are to be made in Euro currency.
- 19. Compliance with Laws**
1. Seller shall comply with all laws and regulations to which Seller is subject pertaining to the manufacture of the Products. For the avoidance of doubt, "laws and regulations" do not include recommendations of standard-setting organizations. Seller shall not be responsible for noncompliance with laws arising out of combination, operation or use of the Products with products not supplied by Seller where use of the Products without such combination, operation or use would be in compliance with such laws.
 2. Customer shall obtain all licenses, permits and approvals required by any government or applicable authority, including any recycling or take-back programs applicable to packaging of Products, and shall comply with all applicable laws, rules, regulations, policies and procedures and any requirements applicable to the use, sale, loan, purchase, destruction and distribution of Products under any laws and regulations, of any government or other competent authority where the Products are to be used or deployed (collectively, "Applicable Laws"). In the event of any third party claim against Seller relating to the foregoing, Buyer shall provide all necessary information and assistance in the resolution of the claim and Buyer shall indemnify and hold Seller harmless against any such third-party's claim. Buyer warrants that it shall not take any action or permit or authorize any action that will render Seller liable for a violation of the U.S. Foreign Corrupt Practices Act, UK Bribery Act and any applicable local law, which prohibits the offering, giving or promising to offer or give, directly or indirectly, money or anything of value to any official of a government, political party or instrumentality thereof in order to assist it or Seller in obtaining or retaining business. Seller strives to maintain the highest standards of business integrity. If Buyer has any cause for concern regarding any business practices these should be reported to Seller.
- Buyer acknowledges that the failure to comply with all such Applicable Laws and/or Seller's policies will be deemed a material breach of this Contract, and shall entitle Seller to terminate this Contract (in addition to any other remedies Seller may have at law or equity). Buyer agrees to indemnify, defend and hold Seller harmless from any breach of Buyer's obligation under this clause.

20. Export, Re-export, Transfer and Use Controls

The Products (or Services) supplied by Seller under this Contract may be subject to export controls under the laws and regulations of the United States (U.S.), the United Nations, the European Union or the country of export pursuant to applicable law. Such regulations include but are not limited to the U.S. Export Administration Act and Trading with Enemy Act and the International Traffic in Arms Regulation (ITAR). Buyer shall comply with such laws and regulations governing export, re-export, transfer and use of Seller Products and will obtain all required U.S., UN, EU and local authorizations, permits, or licenses. Seller and Buyer each agree to provide the other party with information, support documents, and assistance as may reasonably be required by the other in connection with securing authorizations or licenses. Buyer's obligations under this clause shall survive the expiration or termination of this Contract. Buyer shall not take any action in connection with Seller's Products and Services deemed to support a boycott of any country un-authorised by the Government of the United States, the United Nations, the European Union or any government and pursuant to applicable law, or otherwise take any action which will place Seller or any other associated company of Eaton group in jeopardy of breaching or violating any such laws or regulations or interpretations thereof.

21. Termination

1. If a party breaches any of the provisions of this Contract, the non-breaching party may terminate this Contract as follows: (a) immediately upon providing written notice to the breaching party if the breach is not capable of being cured, and (b) thirty (30) days after providing written notice to the breaching party if the breaching party fails to cure such breach within such thirty (30) day period.
 2. The termination of the Contract in any way whatsoever will be without prejudice to the rights, obligations and liabilities of either party accrued prior to termination.
- 22. Bankruptcy:** If bankruptcy proceedings are instituted against any contracting party or an application for bankruptcy proceedings against that party is not granted for insufficiency of assets, the other party may terminate the contract with a prior written notice subject to any applicable mandatory law. Notwithstanding the foregoing, the Seller's title to the delivered goods shall not be affected by the bankruptcy and/or insolvency proceedings. At its discretion and at any time, Seller shall be entitled to enter the Buyer's premises and re-take possession of any goods that have been delivered but remained unpaid by the Buyer.

23. Assignment: Seller shall be entitled to delegate, transfer or assign its rights and obligations arising from the Contract, in whole or in part, to any affiliated company of Seller. Seller may, without Buyer's consent, assign the right to receive any amount due.

24. Personal Data Processing: In performing the Contract as defined, the parties may have access to one or more databases, applications, reports, documents and/or other information in hardcopy or electronic form that contain or process data relating to identified or identifiable individuals ("Personal Data"). Such individuals may include employees, temporary workers, contractors, consultants, students, customers, end-users or other business partners. Each party acknowledges that Personal Data, in whichever form, is of a very sensitive nature, and hereby undertake to treat Personal Data strictly confidential and to use them only within the limits authorized by Seller. If necessary and upon request of Seller, Buyer shall procure from its employees, agents or sub-contractor that they sign Seller standard individual forms regarding the protection of Personal Data.

The parties consent to the processing of their respective Personal Data. In particular each party agrees expressly that the other party communicates the received Personal Data to any service provider in- and outside the EU for accounting, financing, contract management purposes.

- 25. Force Majeure.** Neither party shall be liable to the other for any failure to perform its obligations under this Agreement, to the extent causes beyond its reasonable control make performance impossible or impractical, including but not limited to acts of God, riots, war, accidents, fires, floods, explosions, vandalism, strikes or labor disputes, government and competent authorities orders, embargoes and trade limitations, changes in law or regulation, or any other force majeure event or circumstance, whether or not foreseeable.
- 26. Governing Law:** The terms and conditions of this Contract shall be exclusively governed by and construed in accordance with the substantive laws of Switzerland, excluding its conflict of laws principles and excluding the UN Convention on Contracts for the International Sale of Goods. Any dispute, controversy or claim arising out of or in connection with any Contract as defined, including governing law, validity, invalidity, breach or termination, that can not be settled amicably within sixty (60) days shall fall within the exclusive jurisdiction of the competent court in Geneva, Switzerland.

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