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Linde Hydraulics and Eaton Continue to Expand their Successful Global Strategic Alliance

Cooperation in the area of hydraulic technology for mobile machinery and stationary systems has expanded faster than scheduled

March 20, 2014, Aschaffenburg, Germany - Today, Linde Hydraulics and the Eaton Corporation announced that they are extending their global strategic alliance ahead of schedule. As a result of this extension, the agreement - which has been in existence since 2010 - will be systematically expanded and oriented towards achieving further international growth.

In the future, the collaboration will also centre around extending the two companies' product lines and expanding sales channels, as well as focusing on the regional presence of both companies. The continued cooperation ensures that customers of Linde Hydraulics and Eaton can enjoy access to the entire range of products and services offered by both companies, which include the high-pressure axial piston pumps, high-pressure axial piston motors and valves from Linde Hydraulics, as well as the medium-pressure axial piston pumps offered by Eaton.

To date, the way in which both companies' regional offerings have been linked together has produced spectacular results — and these products and services are set to be brought even closer together in the future. In particular, the two partners plan to combine their strengths in the emerging markets of South America, Southeast Asia (including Vietnam, Thailand and Indonesia) and India.

In the future, customers in these markets from the construction, agriculture, material handling, mining and industry sectors will have significantly improved access to all types of technology relating to hydraulic systems as well as to the comprehensive range of services. This level of access will be possible due to the fact that, in these regions, the independent distribution channels of Eaton and Linde Hydraulics are also set to offer each other's products and services. The cooperation between the two companies, which has thus far proven very successful, will also continue in the regions of Europe, North America, Middle East and Africa.

Thorsten van der Tuuk, Executive Vice President Sales, Marketing, Research & Development at Linde Hydraulics said: "We are looking forward to further developing the successful cooperation between Linde Hydraulics and Eaton in the future. By extending and expanding our cooperation along with the additional regional distribution capabilities of our Asian partner Weichai Power, all customer groups will benefit from an extremely comprehensive and globally available product and service network.

– About Linde Hydraulics –

Linde Hydraulics is a global developer and supplier of modular drive systems consisting of hydraulics, electrical engineering and electronics. As a leading technology provider in the field of high pressure hydraulics, the systems produced by Linde Hydraulics set the standard in terms of significantly reducing fuel consumption and CO₂. The product range comprises of hydraulic pumps, motors, valves, electronic controls, peripheral devices, rotary drives and electric motors. Linde Hydraulics is the development partner and supplier of a number of reputable manufacturers of mobile machinery, including construction, mining, agricultural, forestry and municipal utility machines, as well as manufacturers of industrial machinery.

The company, which was founded in 1904, is based in Aschaffenburg. Around 1400 employees work at four production sites in Germany and at the subsidiaries in Europe, the US and China. Linde Hydraulics is represented in more than 50 countries by a strong network of sales and service partners. For more information visit www.linde-hydraulics.com.

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