



Hydraulics Operations

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September 15, 2020

Mr. Robert Lyons Jr., President
Tipco Technologies
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On behalf of Eaton's Hydraulics Group, I would like to formally acknowledge Tipco Technologies for achieving HDAP Fluid Conveyance Diamond Tier. Eaton understands what was involved in attaining all three standards during a challenging market. Below is a summary of Tipco Technologies exceptional performance metrics achieved in 2019:

Table with 3 columns: Promotion Consideration Requirements, Diamond Requirements, and Tipco Technologies Performance. Rows include Min. Purchase Requirement, Growth, and Wallet Share.

Beyond the program requirements, Eaton recognizes your engagement with the Eaton Distributor Advisory Council, Hose Center Program and continuous commitment to improving Eaton product positioning and service offering to the market.

Eaton looks forward to continuously growing our business relationship with Tipco Technologies. Your HDAP Agreement amendment reflecting the Diamond tier change will be sent to you shortly via DocuSign. Please sign upon receipt to confirm acceptance of the new HDAP level conditions.

Sincerely,

Mari Carmen Lugo
Channel Programs and Inside Sales Senior Manager