



# FOURSIGHT

ISSUE ONE 2019

NEWS & INSIGHTS INTO THE WORLD OF CONTINENTAL

## ▶ The family is growing

Continental Hydraulics and Hydreco are the driving force for industrial and mobile applications across North America. Our combined and dynamic offering provides our partners with the choice and confidence to specify to the highest standards.

A natural evolution in the growth of Continental Hydraulics has been to develop proven mobile application technology and to partner with a global player - resulting in a new and exciting proposition. Both part of the Duplomatic Motion Solutions Group, they are supported by investment into technology innovation and the expertise that our customers value.



## Welcome to a changing Continental

As the world of Fluid Power evolves, so do we, at an increasingly faster pace. From Hydraulics to Motion Solutions, from the Mid-West to the World, from analogue control logics to computerized electronics, we are riding the wave of technology in our fast changing markets.

Continental, now established part of the Duplomatic Motions Solutions Group, has been at the forefront of Power Transmission innovation for over 60 years and again is a leading force in transforming the industrial world we live in.

Facing consolidation of both US and European manufacturers of Fluid Automation into few gigantic and often irresponsible multinationals, most FP customers have been left essentially with two choices. Either put themselves entirely into the hands of these larger suppliers, or start finally rediscover the lively world of small-to-medium size manufacturers like Continental Hydraulics.

## HYDRECO

ADVANCED HYDRAULIC TECHNOLOGIES

A global corporation with companies and plants throughout the UK, Australia, Italy, India, etc. and now co-

located at Continentals main North American site in Minnesota. Manufacturing and selling a full line of mobile hydraulics starting with their complete offer of gear pumps, of David Brown Hydraulics heritage (inventor of the first gear pumps).



### Continental's 4 Pillars of Difference



Dynamic realities made of **people who care**, respond fast and deliver both **engineering excellence** and **application know-how**. Most important, are agile and **easy to do business with**.

This is the new opportunity for global growth, the future of Industrial and Mobile Motion Solutions and Power Transmission.

Stay tuned.

RAFFA INVREA  
General Manager

More product info at [hydreco.com](http://hydreco.com)

WHEN YOU'RE LOOKING FOR ENGINEERING EXCELLENCE AND APPLICATION KNOW-HOW – CONTINENTAL IS LEADING THE WAY.

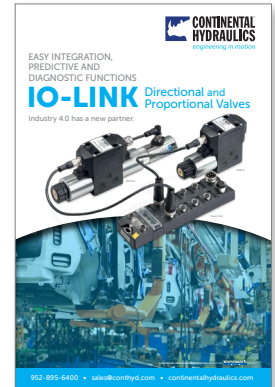
## ▶ Giving you the valves you deserve

New advancements in communication protocol gives you the control you've been asking for.

The **IO-Link** communication protocol for on-off and proportional valves enables bidirectional data transmission functions using standard wiring. Continental has introduced the IO-Link communication protocol to allow integration with every automation system, such as PLCs and middle-ware platforms that collect smart connected operations data.



Posters and Brochures



I like the people I work with and enjoy building power units.

Jeff Clausen  
Assembler



"Pride in knowing quality companies such as MTS, Broadway Equipment, McElroy, Schwartz, Tyson, Univance and others choose Continental Hydraulics."

pride inside

## ▶ There's pride inside Continental

Believe it or not, Continental puts people before its products. It's our philosophy that by investing in our people we can develop great products and innovative solutions. Having a people-centric culture at Continental means that all our employees feel valued and in turn, take ownership and contribute positively across all aspects of our growing, dynamic business. Our 'Pride Inside' ethos ensures we are working together as a united team to deliver the value our customers expect from us. Through a poster campaign internally, we are able to share individual experiences and the pride we have in our offices to our factory floor.

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## ▶ Here's the beef

Application: Beef Processing Plant

Customer: Company in Kansas

Competition: Lead time and price

Product: High Flow D05 Directional Control Valves

We recently received an order for 43 High Flow Directional Control Valves. This was a large project assisted by our distributor who has expertise in food processing plants.

The competition was unable to deliver the valves in time so with the help of Duplomatic we were able to ship the valves to the customer within six weeks.

The valves are mounted with cylinders on a walking beam kill floor. The cylinders move the beef halves throughout different stages in processing.

