



# FOURSIGHT

ISSUE THREE 2020

NEWS & INSIGHTS INTO THE WORLD OF CONTINENTAL

## ▶ Spring to action

Spring cleaning has a new meaning this year as Continental also sprung into action with health and safety as our absolute priority and we want to reassure you that we are doing everything in our power to ensure that you can continue to work with us safely.

We will continue to follow Government advice as the situation develops and will keep you updated on any changes to our services and operations. In the meantime we would like to say thank you for your understanding and wish you and your families well.



**COVID-19  
UPDATE**

Continental follows the CDC guidelines to stop the spread of COVID-19.

1. All guests/vendors must wear a mask and gloves.
2. All employees are required to wear a mask in public areas of the Continental building or if social distancing measures are difficult. This is not a substitute for social distancing.
3. Mandatory cleaning of our work stations throughout the day for both shop and office employees.
4. All imported product is disinfected with EPA approved disinfectant or heat.
5. Domestic product received may be quarantined for 24 hrs.



Tom Dousette disinfecting incoming product as a precaution. Keeping COVID-19 at bay.

Vonn Bonnema - Product and Applications Manager

## ▶ Mr. Hyd-raulic with a little Dr. Heckle

As many of you know Continental Hydraulics has been my home and family for 30+ years.

Over my career I have had the opportunity to get my hands dirty with and learn from many of the best engineers and distributors in the fluid power industry. So, I guess that's why some refer to me as Mr. Hydraulic, and others refer to me as Knucklehead or Skippy. Thanks to all of you for the education and making me look good! A big part of anyone looking good is to have great people and products standing behind and backing us up (and Google).

Besides working on and designing systems from the simple to very high-tech applications, one of my passions is providing training on the Continental Hydraulics' systems and components and how they are applied in circuits.

Over the years "training" has changed! It is no longer the typical one or twice a year, a week long class at the factory. Today most training looks more like "lets do a webinar" for a company, on a specific product group, for a hour or two and do that several times a year. Or myself and the local Regional Manager visit the distributors location where they have invited their local customers for a day or two.

If you are in need of more product knowledge to help you apply them better, let us know so we can work out the details and make it happen.



Vonn presenting at ConExpo 2020

**Continental's  
4 Pillars of Difference**

▶ Engineering Excellence

▶ People Who Care

▶ Application Know-How

▶ Easy To Do Business With

Turning innovative products into dynamic solutions for  
force and motion, hydraulics and electrical systems. ▶

**NEW**THE PISTON PUMP  
THAT PERFORMS

## ► Back in BLACK

HPVR with increased pressures to 4000 PSI!

Our variable volume, pressure compensated axial piston pumps continuously match output flow to the system demands. They're designed to closely match the Eaton-Vickers PVB and PVQ and the Denison PV series of pumps in physical size, port location for ease of interchange and replacement.

**POWER****BLACK**

## ► Tech talk

### Electronics talking back with precision.

The Continental Hydraulics valves are featured with integral electronic based on SMD technology which ensures standard regulations and simplifies the electric wiring. These valves do not require any adjustment other than the possible electronic regulation of the zero.

- Two types of integrated electronics are available, with analogue or fieldbus interfaces.
- Suitable for control applications with closed loop of position, velocity and pressure.

Also, the introduction of the IO-Link communication protocol to allow integration with every automation system, such as PLCs and middleware platforms that collect Smart Connected Operations data.

There are many advantages, ranging from predictive maintenance to avoid breakdowns and failures due to operation downtime, to performance measurement and verification for a general improvement of the conditions of plant productivity.

### HPVR Key Features:

- Flow rates to 30 GPM
- Replaceable port plate, piston show wear plate and control piston wear plate to simplify maintenance
- Tandem pump options
- Interchangeability
- Multiple control options
- New Trunnion bearing and heavy duty components provide long life and reduced noise

## ► The cure is in our bag

**Application:** Hyper-technological devices used in ophthalmology, optometry and operating rooms.

**Customers:** Medical device  
Optikon 2000

**Product:** Electric Actuators

Lifting system for jars and bags in operating rooms, equipped with a special encoder directly mounted on the cylinder screw, is able to guarantee the highest level of silence, an absolute fluidity of movements and the complete absence of oscillations of the rod despite the long stroke (more than 1000 mm) and the rod speed (60 mm/sec.)

Actuators also used in the Pharmaceutical industry for gelatin capsules, tablet press, dispensers and filling applications, you will find we have the correct solution at Continental Hydraulics.

Whether you need high force, high speed precision-controlled press to turn power into tablets or to silently lift tables, lift and fill jars in sterile rooms Continental is here to meet and support all your electric actuator requirements.



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# INSIGHT

## CONEXPO

### 2020



## ► Success IN motion at ConExpo

Taking a look what happened in Las Vegas this year when Continental attended the infamous ConExpo.



ConExpo IFPE in Las Vegas, March 10-14. Continental is INmotion and INindustrial, together with our sister company Hydreco.

Despite the concerns and impact COVID-19 has made on this year's ConExpo, Continental has enjoyed overwhelming engagement and interest. We offered training and answering questions live for customers on all our new products and solutions: IO-Link valves, High pressure HPVR piston pumps, electric linear actuators, and the newest Electronic joystick design for mobile application from the Hydreco line.

Our product and application managers talking up a storm about power and integration of the new systems.

**CONTx** | Insights worth sharing

Although the Covid19 situation kept our full staff of experts on all the new products displayed from attending the expo, our experienced team was able to demonstrate all the new technologies. By conducting daily talks to help those who were not aware or have not encountered Continental before, these mini talks generated much excitement about the NEW Continental Hydraulics and Hydreco offerings. Hydreco, our new "Mobile" partner was very well received and helped our group at the IFPE show outperform all past event history in reaching new customers and markets.

As a major show, ConExpo has certainly proved itself for attracting a wide spectrum of visitors across many sectors. We will certainly be back, but until then, please stay safe.

*"For Continental, ConExpo was a great event for us this year despite the obvious difficulties. Our visitor response to our new advanced products in particular, has give us the confidence that we have listened to our customer needs".*

Raffa's presentation on new products and the partnership with our new sister company Hydreco - mobile hydraulics.

Our **NEW PRODUCTS** from Continental include the IO-Link Valve and HPVR Black Power Piston Pump. From Hydreco we featured the new Joystick Controllers that help to...



Attending staff (Left to right)

Raffa Invrea, Greg Hodge (Hydreco Australia), Gary Stevens, Vonn Bonnema, Matt Ogden, Ismail Polat and Cully Smutzler



If you would like to know more about our new products shown at ConExpo, please get in touch. We're here to help.

[continentalhydraulics.com](http://continentalhydraulics.com)