



FOURSIGHT

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NEWS & INSIGHTS FOR **INDUSTRIAL** & **MOBILE** HYDRAULICS

Matthew Ogden - Midwest Regional Sales Manager

▶ Taking sales by the horns

I have been fortunate to work in fluid power for over 25 years. When I first started out as a salesman I was known as Lil' Bull (or LB). My passion to provide a customer with the best support often could be equated to a "little bull in a glass shop". I would crash into opportunities with reckless abandon and sort it out later. The desire to support my customers with the best service possible hasn't waned, but my approach now is more methodical and refined.

Over the years I have been blessed to work at a variety of positions for many

great organizations which allowed me to experience many unique applications. From a Warehouse Manager to Customer Service to Regional Sales Manager

to National Sales Manager, each role had its unique challenges which helped shape me into a well-rounded individual. I learned to understand how each piece of the puzzle fit together which helped me be more effective as not only a salesman but as a contributor.

When I was approached to join the Continental team I was hesitant. I had known Continental from past experiences as an organization with a strong product but considered more of a niche supplier. After several conversations and more understanding of where Continental was moving towards, I made the easy decision to join the team. Product innovation coupled with top notch sales and technical support is vital to any organization's growth, both of which we have at Continental and now Hydreco.

Please contact us for any application or Hydraulic Power Unit that you need. We have the product breadth and depth to provide you with the best industrial and mobile solutions in the industry backed by the best support.

Let us show you why Continental is the most reliable choice to make!



"I have backing from the best teammates coupled with the highest quality products."

▶ Is this going to be on the test?

Shaltz Automation Can Pass The Test With Continentals Equipment.

The units were designed by Shaltz Automation, Inc. to fulfill the needs of the customer, SKF Bearing, in their products "Life Testing" efforts. SKF had devised and designed the mechanics and forces required to generate the desired data, and tasked Shaltz Automation to come up with reliable, robust, hydraulic power units, control valves, and all associated controls to make the system functional including the data acquisition system at a competitive price point. The SKF Load-Life-Cycle Testing periods may consist of shorter, longer, or much longer periods of times and cycles, sometimes perhaps measured in months.

This opportunity to work with SKF would not be Shaltz Automation's first encounter with designing robust, long-lived, control systems for industrial testing applications...but it was one of the more enjoyable challenges.

The SKF design called for two large test fixtures to run individually or simultaneously, controlled by one



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National Instruments control and data acquisition system.

Two identical Continental Hydraulics L-Shaped Hydraulic Power units, one for each SKF test fixture, were chosen to help ensure the independent reliability of uninterrupted long-term test runs on one, or both test fixtures. As well as providing more flexibility in the overall testing process.

To achieve the desired SKF frequency ranges that would be encountered, three Continental Hydraulics Electro-Proportional VED03-AZC series valves with on-board-electronics were used, one for each axis of the SKF test fixture.

The two identical Continental Hydraulics L-Shaped Hydraulic Power units included a Continental Hydraulics HPRV-10B40-RF pump, and five-gallon accumulator to ensure enough oil flow to the Proportional Control Valves during demanding frequency and cylinder stroke requirements. And, as we all know and or encountered, demanding higher frequency responses can result in elevated heat generation in hydraulic

systems. So, to mitigate excessive, system damaging, heat generation, each Continental Hydraulics L-Shaped Hydraulic Power unit utilizes a "Kidney Cooling and Filtration Loop".

Continental Hydraulics designed a 30-gallon L-Shaped unit that has all the equipment mounted on one platform in a very efficient small footprint.

This Continental System will provide a long-lived solution for SKF Load and Life Testing needs.

Story provided by Joel Mcguire and Dana Jury from Shaltz Automation.



Look on the bright side for custom power units from Continental.

▶ Savor the flavor

Food and beverage industry

- IO Link and field-bus options
- Open and closed loop solutions
- On-board and off-board proportional valves
- Mono block / sectional mobile valves to 120 GPM
- Variable and fixed displacement pumps to 5000 PSI

Food, beverages, and hydraulics all have one thing in common: the need for cleanliness. Contamination isn't an option, that's why we offer wash-down rated valves and stainless steel power systems. Not only can our components meet the need to be sanitary, they also function under a wide variety of conditions, such as high temperatures, pressures and speeds.

At Continental we know this industry well. We have helped many customers through the years improve their efficiencies and greatly reduce cost. We work with customers in industries where high-performance motion control and fluid power solutions are critical for success.



CONTINENTAL HYDRAULICS INC. / HYDRECO INC.
4895 12th Avenue East, Shakopee, Minnesota 55379
T 952-895-6400 / T 952-999-9384
E sales@conthyd.com / E sales-us@hydreco.com
www.continentalhydraulics.com / www.hydreco.com

▶ Be kind and rewind

Presenting three new video's

• Monitored Valves for Machine Safety

We are ready with our dual-monitored valves to meet the increasing requirements and regulations for limiting operational hazards and to ensure the safest work environment possible.

• Proportional Valves Are In Control

Learn more about our product capability and control options from Industry common control to IO-Link and Fieldbus Control options.

• Variable Displacement Vane Pumps

Continental's variable-displacement, pressure-compensated vane pumps are proven to deliver reliability and value, in the most rugged applications.

