



# FOURSIGHT

ISSUE eight 2021

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

## ▶ Stack the odds in your favor

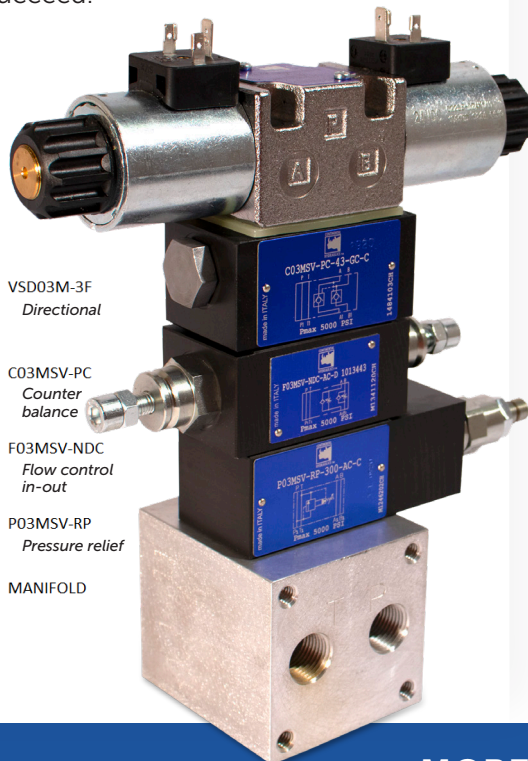
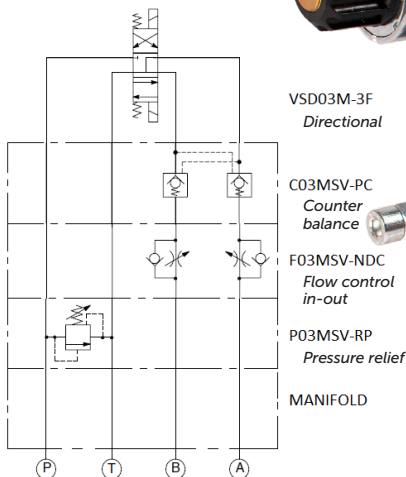
With flow, check and pressure controls.

Continental has a full range of stack valves including check, flow control, relief, reducing, sequencing, shuttle valves and counterbalance valves – all manufactured to NFPA and ANSI/ISO standards.

Modular stack valves allow for many circuit function components to be easily mounted in a compact, economical, no leak package. With all functions located in a single convenient space, adjustments can easily be made.

Let our talented staff help you stack the deck with what you need to succeed.

Below:  
Schematic to assembly – compact and simple.



Joe Thompson - General Manager

## ▶ Sit down with a cup of Joe

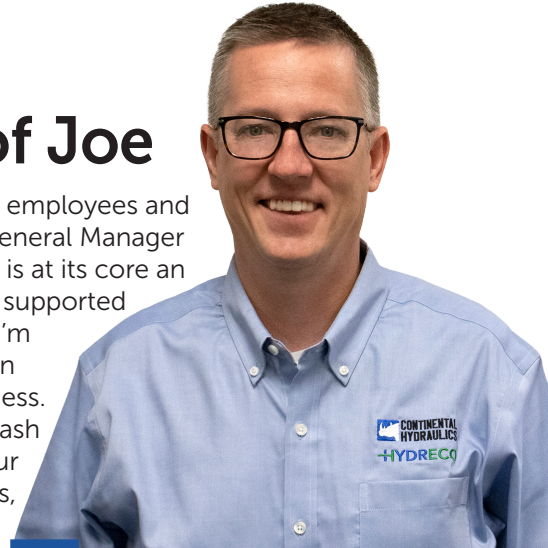
I'm excited to be given the opportunity to serve the employees and customers of Continental/Hydreco Hydraulics as General Manager overseeing North America. Continental/Hydreco is at its core an incredible business with so much opportunity supported by great people, suppliers, and customers. I'm an engineer by background and believe in keeping things simple, including business.

I see four focus areas for us to unleash more of this core potential for our customers: 8020, Great Teams, Customer Obsession and Targeted Growth. 8020

is all about using data to treat our best customers and products better and take complexity out of the business. Great Teams is simply hire, train, invest, and develop grade A talent to support our customers and operations. Customer obsession is making sure we don't lose our way and focus too much internally, remember why we exist to serve customers. Targeted growth is about develop the best fluid power products to win in tough niche applications and being customer obsessed by listening and using our engineering prowess.

I'm from a similar industry to fluid power, recently serving as GM for Viking Pump and Wright Flow Technologies, IDEX companies. Viking Pump is a market leader of rotary Positive Displacement Pumps for tough fluid applications in the OEM and Distribution space. My 11 years with Viking was in varying engineering and strategic growth leadership roles. Prior to that I worked at CNH as the hydraulic conveyance NPD (new product development) engineer for tractor loader backhoes. I discovered my love of NPD as a sales engineer for a NPD company called eServ. I managed NPD projects for big and small companies like Whirlpool, John Deere, CNH, Jetstream, and Vactor.

Looking forward to meeting everyone soon.



**"New Product Development is my passion and at its core, listening and partnering with our customers"**

## ▶ Molding the future

Wine country's shipping choice!

Proportional Controls is upgrading Western Pulp Products (Jacksonville, Texas) fiber molding machines with Continental power units and proportional valves. Western Pulp Products was looking to decrease cycle time and increase up time for their production lines that manufacture molded fiber/pulp products. Western Pulp manufactures shipping container products for various industries. The Vinters Choice product line has seen substantial growth allowing Wineries to ship 2 to 12 bottles to customers around the world safely



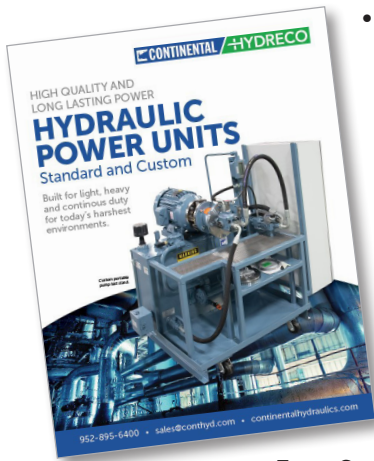
## ▶ Power reigns here!

### Standard & Custom Hydraulic Power Units

Continental has earned our outstanding reputation for high quality, long lasting power units over the last 59 years as a result of:

- International standard design and/or customized to your specific application.
- Engineering support, with drawings and documentation.
- Long life and distribution support with few returns.

- Built for light duty and heavy, continuous duty for today's harshest environments.
- Tank capacity: 1 to 5000+ gallons in steel, stainless steel or aluminum.
- For fast, easy, set-ups, all power units are shipped 100% tested.
- Check out all the options in our new Hydraulic Power Units brochure.



#### Four Standard Units (Plus options to modify to custom units)

- Little Champ
- Low Profile
- NFPA/JIC
- L-Shaped

To achieve maximum machine up time, Proportional Controls partnered with the sales team at Continental to design a dual/redundant L-Shaped power unit with pump/motor assemblies that can run simultaneously or independently. This allows the machine to run at 50% during a pump or motor changeout enabling the continuation of producing parts rather than down time. A custom-built skid with 150-gallon reservoir, two 20 HP motors, two HPVR20 piston pumps and two 10-gallon accumulators produces desired machine speed and efficiency. An air-cooled vertical heat exchanger was mounted above the reservoir for optimal oil cooling. For greater control and accuracy, VED\*MJ proportional valves with on-board electronics and spool position monitoring were installed on

the mold pick off, mold rotate & mold swing actuators. Cycle times are estimated to go from 27 seconds to 18 seconds allowing 4800 molding cycles per day from the previous 3200 daily cycles.



*Story provided by Cliff Layton from Proportional Controls.*



## ▶ The Eco in HydrECO

Our commitment to lowering carbon emissions through advanced technology

What's in a name? In our name you see our commitment to save resources and our planet. All our products and equipment are engineered to be low impact on the environment. ECO in green is not only an aesthetic choice but a value we live by. That's why for us going green is more than just branding.

**CONTINENTAL HYDRAULICS INC. / HYDRECO INC.**

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