



# FOURSIGHT

ISSUE Nine - Fall 2021

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

Anton Zotter - Mobile & OEM Sales Manager

## ► The mobile market is calling

I am excited to return to the Hydreco team. With Hydreco joining Continental in the Duplomatic group, the future looks great with all the new advanced products that are engineered for today's standards and for future applications.

Joined Hydreco as a regional salesman when David Brown purchased Hydreco 1997. The company had operations in Franklin Park, IL, Pool Dorsett, UK, Greenville, OH and Charlotte, NC. I became North American Sales Manager for David Brown/Hydreco when we

were purchased by Textron. Previous to joining the Hydreco team I was the sales

manager for a Hydreco distributor. After Hydreco I became the Key Account Manager for an international company. It's a privilege to return to Hydreco and join Continental.

My background includes managing a sales team that included major OEM accounts and a complex distribution network. My experience has been in both the mobile and industrial environment. A team centred process works the best to increase growth in any organization. When we work together, we win.

My business travels have taken me throughout the United States, Canada, UK and parts of Europe. On a personal note, I am a veteran of the United States Army, married, with 3 children and 7 grandchildren. In my free time I continue to play soccer (world football) in the O-55 league (old guy's league). My goal is to compete and win in everything I am involved with. I will win new business and my next soccer game.

Call me,  
Anton Zotter



**"The combination of Continental, Duplomatic and Hydreco's products give the company a global presence."**

## ► Powerful and smart!

### Proportional Valves: VED10MJ

Like today's Powerful and Smart Battleships, the Continental VED10MJ Proportional valve gets the job done.

When total control and dominance over the load is required, no matter how small or large the application, Continental's fleet of Proportional products gives you the confidence and performance for accurate motion control.

The On-Board microprocessor controls all the valve functions and is factory pre-set to perform. Three types of Digital integrated electronics are available, Analog, IO-Link or a variety of Field-bus control interfaces.

### Get On-Board VED10MJ





## ► Hydraulics wings take flight

### Duplomatic's new motion control system

A work that lasted years, which involved the BU Turnkey Projects team, that led to the creation of a dedicated branch, Duplomatic Middle East .... we are talking about EXPO 2020 for which we created "from scratch" the engineering of the motion control system of the roof of the UAE Pavilion, the host country.

We were able to create an innovative technical solution to give life to the creative genius of the great architect Santiago Calatrava, who transformed the building into the national symbol of the Falcon, that spreads its wings and welcomes visitors from all the world to EXPO 2020! Click image for link.

## ► Pump up the volume!

### Vane / Piston / Gear

Continental and Hydreco have been manufacturing pumps for over 60 yrs! Our years of knowledge have resulted in some of the most robust, long life pumps available today for all kinds of industrial and mobile industries.

Vane Pumps with inherent wear compensation and hydrodynamic bearings are known for their ability to out perform pumps of other design.

Piston Pumps with enhanced trunnion bearing design are ideal for high cyclic applications.

The Hydreco gear pump range includes helical gear and spur gear pumps together with cast iron and aluminium bodies. High durability, long life, and high efficiency are features of these pumps.

Product knowledge and application know-how is our strength, that our customers have come to rely and depend on!



New 6-page PUMP brochure available in PDF.

[► Download Today <](#)

## ► You're darn right more power!

The tool man is not wrong with this power unit.

We can handle any job here at Continental Hydraulics. No power unit is too big or complex for our team.

This fall we completed a 1000 gallon unit for a new meat packing plant. Unit includes six pump-motor assemblies totaling 450 electric horsepower and up to 360 GPM. Each station has adjustable flow and pressure settings. All stations feed into a common 3" header rated to over 3000 psi assembled on site. All features are documented in our approval or record drawings listing service and replacement parts. We are ready to quote, build and support your plant with power units big and small. Contact our talented staff today to answer your questions and help you with what you need to succeed!



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## THE UTILITY EXPO

## Solutions IN motion at The Utility Expo 2021

Taking a look what happened in Louisville, KY. when Hydreco and Continental attended the Utility Expo.



**SHOWCASING  
MOBILE & INDUSTRIAL PRODUCTS**  
Included Gear and Piston Pumps, Power Take Off (PTO) and many options for Joystick Controllers.



Continental and Hydreco staff (Left to right)  
Joe Thompson, Vonn Bonnema, Anton Zotter,  
James Hill, Gary Stevens, Matt Ogden and  
Cully Smutzler

End of September, Continental and Hydreco attended The Utility Expo (formerly ICUEE) which is the largest event for utility professionals and construction experts in North America. Known for showcasing the newest equipment and tools launched by top manufacturers, the latest technologies, innovations and trends in the utility industry.

Continental and Hydreco came together as a powerhouse of products for industrial and mobile markets. As you can see in the photos, we were busy engaging with the crowds, listening and fielding questions.

We saw new and old clients, distributors and a diverse group of people interested in our product offering. Including joysticks, handles, gear pumps and power take-offs for loaders and trucks.

Our experienced team was able to demonstrate our technologies and how our products can provide solutions. Please visit our website for all this info and more. Let our talented team help you with what you need to succeed!

We will certainly be back to the Utility expo in the future.

### *Utility Shows top five points*

- See, touch and experience 30+ acres of new equipment, safety products, and technology
- Network with 19,000+ industry peers from all utility sectors
- Test-drive and compare the latest equipment before you buy or rent
- Attend education events learn about the latest best practices from industry experts
- Talk to product experts from over 900+ manufacturers and hear first-hand how to get the most out of your equipment.

