



# FOURSIGHT

ISSUE Ten - Winter 2022

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

Gary Stevens - Regional Sales Manager

## ► Fluid power is in my veins

## ► Threescore!

Since **1962**

Continental Hydraulics has produced pumps, valves and power units for industrial and mobile equipment.

Continental Hydraulics began with and grew from the need for highly reliable fluid power components. Existing hydraulic components did not meet the performance and reliability standards for Continental Machines' line of DoAll saws, so we began manufacturing our own pumps, valves and power units. As the reputation of our components spread, so did the demand. In 1962 Continental Hydraulics was formed and began developing, designing, manufacturing, and selling our products worldwide.

Today, wherever reliable, precise hydraulic power is required, Continental products are at work serving many applications in machine tools, plastic moulding machines, pulp and paper machines, marine equipment, heavy construction, oil production and farm equipment.

All Continental products begin in an extensive research and design facility. Every product and new design

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Seasoned professional (37 years) with high fluid power technical capability in systems design and on-site troubleshooting and application solutions with astute business acumen.

- USMC Aviation Hydraulics, QA, Aircrew
- Distribution sales engineer: Mid-Atlantic region
- Eaton regional sales engineer and manager
- Bosch Rexroth Sr. Sales engineer for renewable energy-wind power.

Entered USMC and a special forces unit on initial job responsibility and then switched over to aviation and fluid power on helicopters within several leadership roles including crew chief towards a 20 yr. career.

During my military years completed college and then entered the fluid power industry with a premier distributor under the Vickers umbrella as a field sales engineer of 16 yrs.

Recruited by Vickers as a Mid-Atlantic sales manager of distribution and direct OEM sales and then through acquisition by Eaton Hydraulics.

Moved over to a brief OEM position within the wind power industry as sales liaison and engineering support to be later recruited to Rexroth within their application energy team managing wind power and special projects before accepting a position to move to the Southeast in North Carolina for more enjoyable weather at Duplomatic and Continental Hydraulics.

A consistent ethos that has transpired into a successful career in the fluid power industry within all customer interface that has proven towards a solid track record.

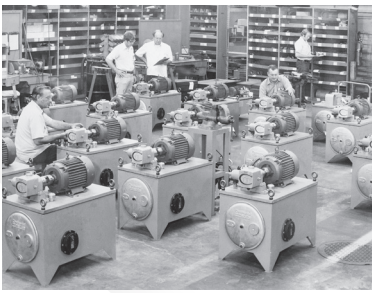
Solid family man and avid outdoors-man in all aspects of enjoying the great outdoors in addition to major home improvement projects that keeps my enthusiasm in life.

Call me,  
Gary Stevens



**"Consistent ethos of loyalty, integrity and honor code."**

**MORE SOLUTIONS**



Continued from front page

undergoes extensive laboratory evaluation and in-house testing. Products are then field tested to ensure they meet or exceed industry leading standards for performance, reliability, and service.

Continental distributors, located in every major industrial region in North America and throughout the world, provide assistance in the proper component selection, engineering, spare parts, after-sale service and training. To meet special

design requirements, Continental application specialists can recommend special products to meet your specific design or performance criteria. Ask our customers and check our reputation for performance, reliability, delivery and before and after sale service. Your Continental distributor can provide a list of customers in your area. Find out why people who buy Continental stay with Continental. Let our talented team help you with what you need to succeed!



## ▶ ALL NEW Mini-EPVJ!

### Remote Controls

The all new Mini-EPVJ Joystick is set to fit in any space, armrests, consoles and more while still preserving strong mechanical structure and high reliability.

This is a solution for durable applications include agricultural tractors, mobile grass cutters, vineyards and fruit picking machines, viticulture machines, material handling machines, road maintenance machines and marine applications.

Neodymium REED switches and four standard on-off functions offer versatility, long life and perfect operation in outdoor conditions.

- Intuitive identification of basic service functions
- Compact and lightweight
- Multifunction ergonomic handle, controlled with one hand
- Easy and fast control of the solenoid operated devices
- Reliable for heavy duty applications
- Wide range of multi-functional ergonomic handles
- Cable and wired connectors as customer specifications

[www.hydreco.com](http://www.hydreco.com)



## ▶ More Celebration

[www.duplomatic.com](http://www.duplomatic.com)

**DUPLOMATIC**  
MOTION SOLUTIONS

70  
YEARS

Continental and Hydreco are proud members of the DUPLOMATIC group: an international company that represents the ingenuity and innovative spirit of Italy in the industrial sector for over 70 years.

Success is based on the development of components and systems for motion control and automation. Present in various areas of the world: Europe, Asia, the Middle East. Since 2020 Duplomatic MS is the only Italian company certified IO-Link Competence Center.

## ▶ Wash Down Power Units

12 week shipping & standardized pricing

Continental Hydraulics wash-down power units are perfect for your food and beverage clean-room or any harsh environment. Features include stainless steel or carbon steel construction, desiccant breathers and clamp-down top plates with no bolt holes to allow seepage. All components like the manifold, filler breather and return ports are on risers to keep water away from gaskets as well. Submerged pumps make for long-life and quiet operation. Available accessories include level temp switches, check valves, tank heaters and air-to-oil heat exchangers. Units are available with gear or vane pumps and best of all 12 week shipping for standard washdown units.



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