

# FLASH

## RETHINKING CHANGE

Sustainability, digitalization,  
customer demands

**ARGO**  
**HYTOS**

February 2022  
Issue 25

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We produce fluid power **solutions**

Real time diagnostics  
For all proportional valve types and sizes  
Parametrization via Smart App  
High protection standard

# EL7

Smart and real time digital control



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# EDITORIAL

**Change sparking opportunities. That is the recurring thread that winds its way through our FLASH customer magazine – this time with new design and content pieces.**

Nothing is as unrelenting as change. Our world is becoming increasingly complex and teamwork is more valuable than ever before. Structural changes in our management mark this transition that ARGO-HYTOS is experiencing while internal organizational shifts bring the different parts of the company closer together to ignite synergies.

## OPPORTUNITIES FOR CUSTOMERS

Our development partnerships are a good example of how change shapes the company culture. Thinking out of the box plays a major role here. We listen to our customers and develop solutions as well as alternatives that have not occurred to them before. We think ahead in everything we do. Also regarding

sustainability we develop innovative plant components for renewable energy, strategic concepts for the electrification of hydraulics and resource-saving local-for-local material flow for our production.

## OPPORTUNITIES AS A TEAM

We are strongly positioned for the future with our motivated and competent workforce – whatever may come.

**The world is changing. We see this as an opportunity and are looking forward to it!**

Yours sincerely,  
Erich Hofer  
*CEO / CFO*



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# MANAGEMENT NEWS

ARGO-HYTOS has experienced structural changes in its management on July 1, 2021. The restructuring of our board and other important leadership positions mark the change in our company culture.



“My team and I will bring all the individual company entities closer together. Together with our customers, we will further expand our position as one of the world’s leading companies in the field of fluid technology and hydraulics.”

**Erich Hofer**, CEO / CFO of the ARGO-HYTOS Group AG

**Christian H. Kienzle**

has passed on his operational responsibilities of the ARGO-HYTOS Group AG at the age of 66 to take on the position as Chairman to the Board of Directors on July 1, 2021.

**Erich Hofer**

has taken on the role of CEO as the successor to Christian Kienzle while also maintaining his CFO position. Except for a short interlude, Hofer has held various positions at ARGO-HYTOS over many years.

**Dr. Marcus Fischer**

has been the COO of the ARGO-HYTOS Group since 2016. He is responsible for the entire value chain as well as innovation for the Group as a whole.

**Stefan Schindler**

has been CMO of the ARGO-HYTOS Group since 2020. He is responsible for all Sales & Marketing activities.



“It is my goal to position ARGO-HYTOS Brazil as the preferred partner for mobile hydraulics and to support the team in the expansion.”

**Pablo Francisco Rieth**

*General Manager ARGO-HYTOS Brazil*



“At ARGO-HYTOS Nordic the customer is king. Speed and customer focus remain key for future growth.”

**Lars Fredenwall**

*General Manager ARGO-HYTOS Nordic*



“I see a lot of potential for ARGO-HYTOS Inc. in the USA. It is my goal to bring in more than 20 percent of the company’s total business volume.”

**Andreas Briegel**

*General Manager ARGO-HYTOS USA*



Information on E. Hofer:  
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# IAM: A NEW FOCUS IN SALES

The Independent Aftermarket (IAM) is becoming increasingly important for ARGO-HYTOS next to the traditional OEM Aftermarket business. FLASH had a chat with **Michele Profumo**, *Head of Independent Aftermarket Business*, to find out more about the role of this sales channel at ARGO-HYTOS.



## What is the difference between an OEM and IAM customer?

Let us start with the common ground. Both want tested, reliable and consistent quality. While the OEM business revolves around larger quantities and long-term orders, the IAM customer orders smaller and medium quantities. A typical IAM customer wants easy access to information, a quick response time to technical inquiries, an uncomplicated order system and short delivery times. These customers are usually independent distributors and dealers.

## Which components play the main role in the IAM business?

The filter elements, no question. They currently account for 90 percent of our sales in the IAM field. And do not be fooled by the smaller and medium quantities ordered: the market volumes are very interesting for ARGO-HYTOS.

## How will you develop this market further?

For example, with a web portal, which acts as the central point of contact for the customer – not only for orders but also for product searches, status queries and much more. That platform will be launched by the end of the year. We will also offer individual support and higher product availability. With our modular system and high in-house manufacturing capability, we are equipped to produce a high range of filter elements with short lead time, which can be installed in filter systems of well-known manufacturers. With our proven know-how and a new distribution strategy, we will proactively tackle the market.

## What does Independent Aftermarket Business mean exactly?

Reliable hydraulic components are not only needed by manufacturers of machines and systems. There is a large market for distributors and dealers, working in the field of maintenance and replacement, who offer components at a competitive price. These are the customers we want to focus more on.



“IAM customers – usually independent distributors and dealers – want an uncomplicated order system and short delivery times.”



SYMBOLIC SENSOR  
HANDOVER

on October 4, 2021 between Dr. Thorsten Thümen, Jan Taufer (Sumitomo (SHI) Demag) as well as Alexander Rietl and Christopher Schütz (ARGO-HYTOS): the kick-off gesture for the future use of continuous condition monitoring.

# CONDITION MONITORING INCREASES PRODUCTIVITY

Sumitomo (SHI) Demag implements ARGO-HYTOS' sensor technology for their monitoring of fluids. Continuous measuring of aging- and wear-specific parameters avoids damage and downtime.

High-performance hydraulics are the basis for short cycle times and high injection speeds in injection molding machines such as those manufactured by Sumitomo (SHI) Demag. Machine downtimes quickly cause high costs since production runs around the clock with high throughput.

Problems with hydraulic fluids can have very different causes. For example, an increased

degree of contamination can indicate faulty components and accelerate the wear of other system parts. Therefore, it is useful to monitor the quality of the hydraulic fluid continuously. However, sampling and subsequent laboratory analyses only ever provide a snapshot of what is happening. For this reason, ARGO-HYTOS has implemented a sensor system in cooperation with the customer that enables continuous monitoring and circumvents the disadvantages of manual sampling.

YOUR  
ADVANTAGES

- Continuous fluid monitoring
- Wear and age-specific maintenance
- Avoidance of damage and downtime

An OPCom particle monitor measures continuously the number and size of particles contained in the fluid. The categorization of the cleanliness class is based on ISO 4406, among others, and can be displayed directly on the device. Additional physical properties of the fluid such as water content, permittivity and conductivity are determined in combination with the ARGO-HYTOS oil condition sensor LubCos H<sub>2</sub>O+ II. The oil condition sensor derives further characteristic values through integrated algorithms to record important information such as the ageing of the oil.

Continuous monitoring makes it possible to detect trend developments and to react when necessary before a critical event occurs, falling in line with predictive maintenance.

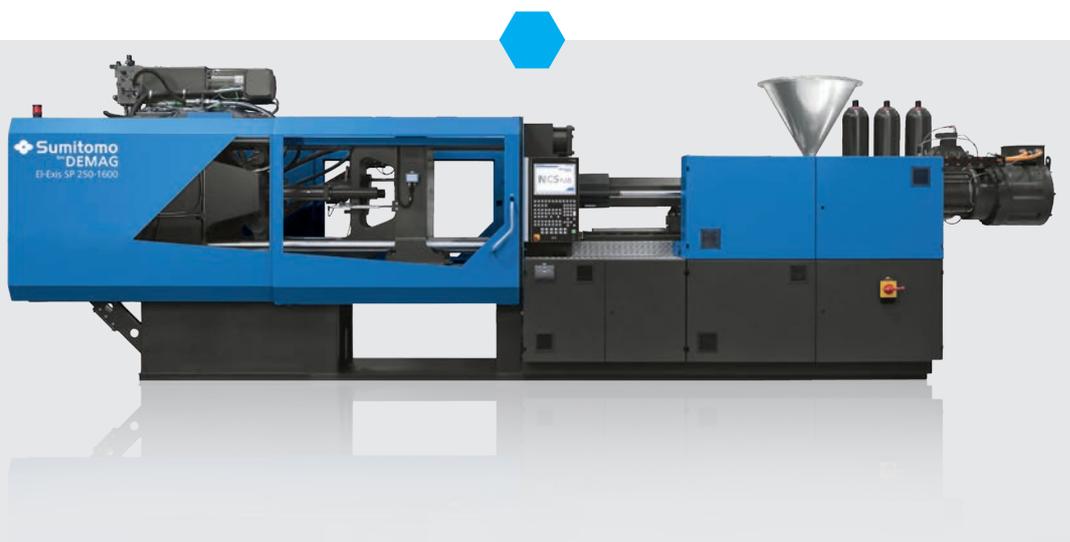
## OPCom

The particle monitor works on the light extinction principle. The intensity of the contained light source is weakened by the presence of contaminated particles. The size of the particles can be determined via the weakening of the light intensity and the frequency of the particle concentration. Measurement results are stored internally, but can also be displayed and transmitted digitally.



## LubCos H<sub>2</sub>O+ II

Various condition changes can be detected by using the oil condition sensor. Next to its temporal and temperature based changes, it also detects the following physical oil parameters: temperature, relative oil moisture, relative dielectric constant and conductivity of the fluid. The conductivity and relative dielectric constant depend strongly on the temperature. Therefore, the sensor indicates the characteristic values not only as actual values but also converted to a reference temperature of 40 °C for better comparability.



## INJECTION MOLDING MACHINE WITH FLUID MONITORING FROM ARGO-HYTOS

Reliable production through innovative sensor technology



Data on OPCom and LubCos H<sub>2</sub>O+ II:  
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# HIDE AND SEEK

Being close to the customer broadens your horizons. Engineers Dr. Lars Brinkschulte and Dr. Matthias Hirtz from the Applications team are convinced of that. A reflection on market development, customer relationships and thinking out of the box.

**N**owadays, customers have very high demands, which is both a challenge and a blessing. ARGO-HYTOS is progressively evolving from a supplier offering components to a technology and development partner. Obviously, it requires a lot of time and effort to bring the customer into our own 'development lab' when realizing

the desired product requirements. However, there is no one who knows the needs of the application better than the end user who will be operating the machine.

Today's customers want customized technology that works reliably over very long periods of time.

Due to tightly scheduled process chains, machine downtime is cost-intensive and not accepted by end users. For this reason, it is crucial for the user that a hydraulic system permanently monitors itself with intelligent sensors, for example, and reports malfunctions – before they become a problem for functional performance.

Long story short, the industry is getting smarter as products and solutions carry and communicate information independently. The same is required of us and our team. In our role as development partner, we bring an innovative spirit that represents what our company stands for. Our communication with the customer and the internal team is based on collaborative effort and a mutual respect for one another. After all, proximity reveals details that cannot be seen from a distance.

It is no longer enough to simply read the customer's wishes off their lips. In our development partnerships it is imperative that we realize the needs and requirements of the customer by offering new solutions or by optimizing existing ones. Things become even more exciting when developing features that the customer has not even thought of. A thorough understanding of the functionality of the machine and ways to improve the existing system are required here. But it also takes courage to think about and execute what has never been done before. Thinking out of the box is the key to success.

**Dr. Lars Brinkschulte**

*Applications Engineering International*

**Dr. Matthias Hirtz**

*Applications Engineering International*

## GOING THE EXTRA MILE: HOW TO THINK OUT OF THE BOX

### THAT IS HOW YOU PROMOTE INTERNAL NETWORKING

The development and realization of unconventional ideas begins with a strong team. At the end of the day, the shared journey is more rewarding and educating than reaching the finish line. Competition and self-interest have no business here.

### CLEAR STATEMENTS

When employees make the effort to brainstorm new ideas, they have a right to timely, detailed and constructive feedback. It pays off for managers to listen to all suggestions even if they appear unrealistic at first glance.

### FAILURE IS NOT THE END OF THE WORLD

Some interesting ideas remain hidden behind the curtain because the creative thinker fears negative consequences. Making mistakes and accepting failure prevents self-censorship and creates creativity.

### LEARN TO SAY 'NO'

Not every unusual idea is promising and feasible. If, after careful consideration, one comes to the conclusion that an idea will lead to a dead end, it is time to reject it before it creates unnecessary troubles.



# “NURTURE WHAT YOU HAVE AND PRESERVE RESOURCES”

**Hans-Martin Waiblinger** works as Manager Renewable Energy Market at ARGO-HYTOS. The engineer grew up in the Swabian region of Germany and has remained true to his roots.

**What exactly is your role as Manager Renewable Energies?**

Our international team and I have been primarily focusing on the strategic development of our renewable energy customer base since 2012. A competitive global pricing as well as technical support are particularly important for this market. We give the customer the transparency that is required for their investment security.

**In that regard, how important is the topic of sustainability?**

Very important. Renewable energies are nothing new but perhaps their growth is too slow, considering the enormous energy demand that the world has. There is still a lot of convincing to be

done in terms of a sustainable energy economy.

**... and for you privately?**

That is where my savings mentality from my Swabian roots mark their presence:



“In many cases the growth of renewable energies is still proceeding too slowly.”

the Swabian motto is to nurture what you have and preserve resources. This applies especially to the natural resources, which we must protect to preserve a world that is actually worth living in.

**How does your company contribute to climate protection?**

We are continuously working to improve our internal processes more sustainably and efficiently. Our environmental officers at each of our production plants ensure that. Sustainable engineering is as much of a given at ARGO-HYTOS as the avoidance of harmful or prohibited substances, which are described in the so-called ‘Critical List’. Together with our renewable energy customers, we implement innovative system solutions that reduce

service and maintenance costs to a minimum.

**Are you gazing into the future with worry or where do you see potentials?**

Especially in the wind industry there has been an increase in market consolidation. This in turn triggers new opportunities with a lot of potential for creating sustainable energy. We will make use of that as collaboratively and effectively as possible.



“We are continuously working to improve our internal processes more sustainably and efficiently.”

# ENGAGED LEARNING IN THE RENOVATED SCHOOL BUILDING

The public elementary school in Sandegoundenpalayam was completely renovated and modernized as part of the ARGO-HYTOS Corporate Social Responsibility initiative. 35 students from grades one to five are now studying in an engaged environment.



“Education is the most powerful weapon  
you can use to change the world.”

That is the famous quote by the late South African politician and activist Nelson Mandela. General Manager at ARGO-HYTOS in India, Shrikant Bairagi, stays true to this motto and has gotten involved with a school located near the Coimbatore plant in the southern Indian state of Tamil Nadu.

The building was completely refurbished with funds from the ARGO-HYTOS Corporate Social Responsibility initiative. The bright and open rooms are now equipped with good ventilation as well as a modern smart TV and audio system. The next step is to introduce a renovated kitchen

and a new water purification system to ensure that the school is up to date with adequate hygiene standards. The students receive school uniforms, bags and bottles for free as well as toys that encourage motivation. Good performances are rewarded with certificates and medals.

“The smiles on the faces of the happy children are priceless,” says Shrikant Bairagi as he announces the involvement of an additional sponsoring project in another school in Kovilpalayam.

## WELL-EQUIPPED FOR THE FUTURE

Renovated and  
modernized elementary school  
in Sandegoundenpalayam



More on the subject:  
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# PREPARING TO FACE THE WIND

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“Sustainability is increasingly turning into a decisive competitive advantage in regards to production and the solution portfolio.”

Erich Hofer



# RETHINKING CHANGE

Rarely has the world faced such major changes as today: sustainability, digitalization and new customer demands bring a need for action and new perspectives, also within the hydraulics industry. ARGO-HYTOS is facing the change with integrative processes and innovative products.

FROM ERICH HOFER, DR. MARCUS FISCHER AND STEFAN SCHINDLER

As Heraclitus put it hundreds of years ago: "Nothing endures but change. All is flux, nothing stays still." And the current situation we find ourselves in where we are experiencing a lot of pressure to act politically as well as socially has much to do with a change that has been neglected and unappreciated over a longer period of time.



"We will consolidate potential, further build on strengths and utilize synergies. Above all, we see change as an opportunity."

Stefan Schindler



## CHANGE IN THE CLIMATE

At ARGO-HYTOS we have recognized early on that our climate is changing and that we have to reduce our emissions. Therefore, the sustainability factor plays a decisive role in our strategic orientation. A Greenhouse Gas Protocol analysis has shown that 90 percent of our climate-relevant emissions originate from the upstream sector. From which 90 percent are generated during the procurement of materials and their transport to their respective factory. Consequently, local-for-local sourcing will become increasingly important, considering how fragile international supply chains proved to be in the COVID-19 pandemic.

Fossil fuels are on the retreat worldwide. The shift to electric drives is progressing at high speed. Electrification also offers new opportunities in the hydraulics sector – through compact electrohydraulic system solutions, for example, for construction as well as agricultural machines. The future belongs to renewable energies – wind turbines and solar parks need intelligent hydraulics, which we have in our portfolio and are continuously developing.

## CHANGE IN THE DIGITALIZATION

The digitalization backlog in the public sector is a frequent topic of conversation. But by no means does the industry operate in a fully digitized and paperless way when it comes to customer journeys and production cycles. In the age of digital transformation, it is crucial to act with agility and to adapt to new challenges at any time to remain ahead of the international markets. With this train of thought, it will soon be conveniently possible to order ARGO-HYTOS products online. Additionally, digitized production processes will be more closely inter-linked to bring the Group even closer together.

You can see what that looks like at our plant in Germany where fluid controlling products such as sensors or filters are manufactured. We had already started building a new Smart Lean Element Assembly Factory (Smart L.E.A.F.) there in 2018. The fully digitized workflow is at the heart of the production line. The concept for logistics is based on automated warehouses and an autonomous transport system. A state-of-the-art infrastructure has been created to ensure a production that is as fast as it is flexible.

The direction of many other areas in the company also point towards digitalization; many meetings will be held online to save time and resources.



Additionally, employees have access to an app that provides a direct tool for improvement suggestions. ARGO-HYTOS is becoming more modern, digital and inclusive on the whole and thus more attractive for sought-after professionals.



“The local-for-local strategy is becoming increasingly important in purchasing.”

**Dr. Marcus Fischer**

## CHANGE IN CUSTOMER RELATIONSHIPS

We have always served a very demanding market with our products and services. But the availability of our customers' machines and plants is becoming even more important in times of closely interlinked value chains. For example, production comes to a standstill if the hydraulics of an injection molding machine fail. With every second, this leads to a loss of revenue and contractual penalties. In an age that no longer tolerates unplanned downtimes, systems are needed that monitor themselves and thus enable predictive maintenance before damage occurs. Modern particle counters and sensors as well as their digitalized analysis are setting new standards in fluid technology. With technologies like these, we give our customers the production and investment security they need today and tomorrow.

Another new approach is the way in which we involve customers in our developments: their immediate needs and our many years of know-how allow for tailored development partnerships and system solutions that offer customers a customized value-added. In turn, we gain knowledge and experience with these application partnerships, which bring an added competitive edge.

## CHANGE IN THE COMPANY CULTURE

The rapid change and our evolution from a component supplier to an innovative system supplier has also changed the demands we require of our employees. They are all part of our Group, which draws its identity from the dialog between a wide range of skills and specializations. Customer relations have become stronger and more personal. More than ever before does every employee represent the company even after leaving the office walls. Similarly, the demand for teamwork, creativity and thinking out of the box has become the norm. A consequent change management has never been in higher demand to support and facilitate these changes.

Nothing is as unrelenting as change. We cannot stop it, but we see it as an opportunity. We will shape it, reflect on it and transform it into our advantage. Or as Aristotle put it: "We cannot direct the wind. But we can adjust the sails."



# SERVICING OF HYDRAULIC OIL

The practical oil service unit Ecoline UMPC2 045 avoids contaminated oil causing damage. The ergonomic and compact system can even check the quality of the hydraulic oil via internal sensors.

The extent to which contaminated oil can damage sensitive hydraulic components is often underestimated. Even fresh oil often contains foreign substances. Changing oil without a controlled procedure can cause not only dirt to enter but also carries the risk of spreading particles. The Ecoline UMPC2 045 oil service unit offers a clean solution with its three operating modes:

To accurately measure the quality of the oil being cleaned, the Ecoline UMPC 045 unit features an OPCom particle monitor and a LubCos H2O+ II humidity sensor. An optional internal printer logs the maintenance results. The ergonomic system is leak-proof during transport, allows filter changes without tools and also offers a USB interface.

## 1 OIL DISPOSAL

The used hydraulic oil is drained into a waste container in a clean and environmentally friendly manner. The flow rate can be set via an ergonomic touch panel.

## 2 OIL SUPPLY

Fresh hydraulic oil is pumped from a storage tank into the machine that needs to be serviced via a built-in filter. The operator can specify the flow rate as well as the exact amount of oil to be transferred into the equipment.

## 3 OFF-LINE FILTRATION

The Ecoline UMPC 045 unit removes contaminated oil and returns it to the hydraulic system via its filter unit. It is possible to specify precisely the cleanliness level that the filtration should reach. The process is stopped automatically once that level is reached.



### PROFESSIONAL MAINTENANCE

The Ecoline UMPC2 045 oil service unit keeps the hydraulics clean.

### YOUR ADVANTAGES

- High filtration performance
- Integrated particle counter
- Humidity sensor
- Ergonomic handling

Videos on the subject:  
Scan QR code





## ONE FOR ALL

EL7 adapts to a wide range of housing shapes and mounting options.

# CONTROL FOR ANY PROPORTIONAL VALVE

EL7 digital control electronics is designed for single or double solenoid hydraulic valves in an open control loop without feedback.

The series is suitable for all sizes and types of proportional valves and sets new standards in performance, service life, measurement reliability and ease of operation. Up to nine different input signals can be processed by EL7 in addition to a digital control being available via CANopen protocol. The wide voltage supply range from 9 to 32 V DC is also practical for engineers. The versatile unit connects to a single or double solenoid proportional CETOP valve (in sizes NG04, NG06 and NG10) as well as to any proportional cartridge. By using the DIN rail version of the electronics, special demands regarding bigger valve sizes can be realized.

EL7 enables direct control of the input signal in real time, user-defined PID control and PWM or dither output functionality up to 1 kHz. Parameterization as well as extensive diagnostic, analysis and system log functions are conveniently possible via Bluetooth using a smartphone app. A password protects against unauthorized access.

## YOUR ADVANTAGES

- Suitable for valves with one or two solenoids or bipolar coil
- Compact design for all valve sizes
- Versions for onboard or DIN rail
- Suitable for any proportional valve on the market (CETOP or CARTRIDGE)



Data on EL7:  
Scan QR code

# PARAMETRIZATION VIA APP

The valve control of EL7 can be easily configured with a Bluetooth connection and does not require a cable connection. The convenient smartphone app enables diagnosis, control and monitoring in real time.

The greatest advantages of the new EL7 series include universal connectivity and easy handling. This applies not only to the numerous configuration options but also to the quick and easy parameterization. All important functions are clearly displayed on the smartphone; no programming knowledge

is required for operation. A secure connection is available via the common Bluetooth standard without a need for fragile plug connections and tangled cables.

## YOUR ADVANTAGES

- Parametrization via Bluetooth and smartphone
- Up to nine analog signals or CANopen
- Real time control of the input signal
- Special functions
- Password protected



### STATUS STAGE

A status overview of important device parameters appears once the app is installed and the Bluetooth connection is established. Manual real time input control can also be selected here.

### INPUT STAGE

The input parameters are set. For example: input signal, inversion, linearization, dead zone, gain or ramps. The display layout on the smartphone screen facilitates the configuration.

### OUTPUT STAGE

Output settings, such as PWM frequency, dither or amplitude can also be changed quickly and easily on the touch-screen.

### CUSTOMIZE APP

You can update the firmware or download the system log in this menu item. Personalizing the app with name and password is also possible. Important: It is essential to choose a strong password to protect against misuse.



# THE CUSTOMER IS RUNNING OUT OF AIR

Air in hydraulic fluids lowers performance and increases wear, which one of our customers had experienced. But he did not have to struggle for long as he immediately found the right solution during our “Tech Days”: The E 451-156 tank-mounted return filter with AirEX air separation.



## LONGER OIL CHANGE INTERVALS, LESS WEAR:

The E 451-156 tank-mounted return filter with AirEX air separation removes air from the system and guarantees maximum performance.



Power transmission in hydraulics is based on the incompressibility of a fluid. Compressible gases in the system have a correspondingly disruptive effect. Our ambient air consists of 20 percent oxygen, which causes further problems in the hydraulic system; it not only increases the oxidation rate and thus the aging of the hydraulic fluid but can also promote the combustion of the oil (diesel effect), resulting in very high local temperatures.

Especially when starting his machines, our customer noticed that the negative pressure in the suction line released a lot of free air, which in turn was responsible for

some pump breakdown. During the “Tech Days” 2020 he asked for a solution, which we had developed almost at the same time.

With the help of an AirEX air separator fitted to the filter outlet, the air content in the hydraulic system could be reduced by up to 40 percent and thus also the wear. A reduction in tank volume of up to 30 percent is also possible. Moreover, the customer does not need to modify his hydraulic tanks, because the separator can adapt to all ARGO-HYTOS return filters.

## YOUR ADVANTAGES

- Reduction in tank volume
- Saves cost and installation space
- Avoids cavitation damage and downtimes



More information:  
Scan QR code

# MORE FUNCTIONALITIES FOR LESS

The Applications team plays a pivotal role at ARGO-HYTOS as they develop customized solutions together with the customer. During those development phases everyone benefits from the extensive wealth of experience of a traditional family business with global reach.

There are usually several ways of solving a given problem. This is especially true in hydraulic technology. However, identifying the optimal components and how they work together most efficiently within a machine requires a lot of know-how and development time. Many customers use the experience, expertise and network of the Applications team (API) of ARGO-HYTOS, which consists of 40 experts spread across 18 countries. The team of engineers, technicians, designers and service specialists work hand in hand.



“In many projects, costs can be ‘designed out’ of an application.”

“In many projects, costs can be ‘designed out’ of an application” explains Wolfgang Rocca, Head of Applications Engineering International at ARGO-HYTOS. “We take on the demands of our customers and realize those with our components. Throughout the development phase, we discover alternative hydraulic approaches to bringing the solution to life. An improvement in performance and an increase in functionality are usually the result of our project work. This brings a market-specific competitive advantage to our customers, which is an additional goal

that we focus on. Our customers see the experience and innovative strength of our API team as a great benefit when working with ARGO-HYTOS.”

Solutions are optimized on a daily basis across products and departments, particularly in the core areas of agricultural and construction machinery, special mobile machines, industrial technology and wind power. However, ARGO-HYTOS also proposes completely new approaches, which reflect the company culture: thinking out of the box.

## YOUR ADVANTAGES

- Alternative solutions
- Increased performance
- Improved functionality
- Reduced costs

## NEW IDEAS, PROVEN TECHNOLOGY

The Applications team at ARGO-HYTOS optimizes hydraulic solutions in advanced systems. The customer saves costs and development time... and is often inspired by new ideas.



Videos on the subject:  
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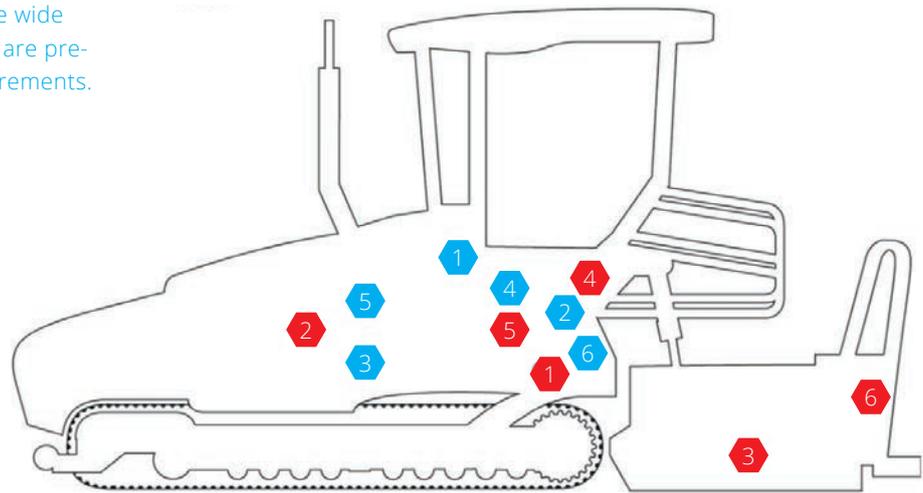


- 1 Conveyor belt and auger control, auger adjustment
- 2 Hopper actuation
- 3 Tamper bars and vibration units
- 4 Screed functions (lifting, lowering, leveling)
- 5 Pressure sensors system
- 6 Crown adjustment and side plate actuation

- 1 Suction filter
- 2 High-pressure filter
- 3 Return-suction filter
- 4 Return filter
- 5 Ventilation filter
- 6 Tank systems

## PAVER

The paver example illustrates the wide variety of hydraulic systems that are precisely tailored to customer requirements.



# REACHING THE ULTIMATE SOLUTION: A STEP BY STEP GUIDE

### STEP 1: WHAT IS DEMANDED?

Clarify basic requirements. For example: What type of supply units? Which volume flow and pressure level? What type of consumers?

### STEP 2: WHAT DOES THE CUSTOMER REALLY NEED?

Learn everything about the desired application and its specifics in close collaboration with the customer.

### STEP 3: WHAT ARE THE APPLICATION OPTIONS?

Develop optimized and alternative solutions and discuss them with the customer.

### STEP 4: WHAT DOES THE ULTIMATE SOLUTION LOOK LIKE?

Create design of the customized solution.

### STEP 5: DOES EVERYTHING WORK IN PRACTICE?

Test the prototype of the chosen solution.

### STEP 6: HOW IS THE NEW SOLUTION PRODUCED?

Prepare and execute serial production launch.

# EXHIBITION CALENDAR

Come and experience innovative technology, discover new products and network with us. ARGO-HYTOS will be attending the following exhibitions.

COUNTRY	CITY	EXHIBITION	DATE
<b>India</b>	Bangalore	IMTEX 2022	Rescheduled
<b>China</b>	Shanghai	CHINA PLAS	25.04. - 28.04.2022
<b>Brazil</b>	Ribeirão Preto SP	Agrishow 2022 (Agriculture Equipment)	25.04. - 29.04.2022
<b>India</b>	New Delhi	Windergy	27.04. - 29.04.2022
<b>Finland</b>	Helsinki	Teknologia	03.05. - 05.05.2022
<b>India</b>	Bangalore	EXCON 2022	07.05. - 21.05.2022
<b>Poland</b>	Kielce	PLASTPOL Kielce	24.05. - 27.05.2022
<b>Sweden</b>	Stockholm	Svenska Maskinmässan	02.06. - 04.06.2022
<b>Germany</b>	Aachen	IFK	13.06. - 15.06.2022
<b>France</b>	Colmar	SEPEM	14.06. - 16.06.2022
<b>Brazil</b>	São Paulo	M&T Expo 2022 (Construction Machinery)	30.08. - 02.09.2022
<b>Finland</b>	Helsinki	FinnMetco	01.09. - 03.09.2022
<b>Poland</b>	Bednary	AGRO SHOW Bednary	23.09. - 25.09.2022
<b>Germany</b>	Hamburg	WindEnergy	27.09. - 30.09.2022
<b>Czech Republic</b>	Brünn	MSV 2022	03.10. - 07.10.2022
<b>Germany</b>	Munich	Bauma	24.10. - 30.10.2022
<b>China</b>	Qingdao	CIAME	26.10. - 28.10.2022
<b>France</b>	Paris	SIMA	06.11. - 10.11.2022
<b>Italy</b>	Bologna	EIMA 2022	09.11. - 13.11.2022
<b>Turkey</b>	Bayraklı / İzmir	HPKON 2022 (National Hydraulics & Pneumatics congress and exhibiton)	16.11. - 19.11.2022
<b>France</b>	Grenoble	SEPEM	22.11. - 24.11.2022

# WE WANT TO HEAR FROM YOU

We have given our FLASH customer magazine a make-over by introducing new content pieces and design. Now it is your turn to let us know what you think.

How did you find out about our customer magazine? What do you think of the new look? What did you like about the content, and what didn't interest you as much? Did we meet your expectations? What topics would you like to read more of in the future?

The short online survey covers these and other questions. We would appreciate if you could take a few minutes to let us know what we can improve on.

Your FLASH Editorial Team



Head to the survey via this QR code



#### YOU COULD BE THE LUCKY ONE!

By participating in the survey, you have a chance to win an Amazon gift card worth 100,00 EUR.

Note: Employees from ARGO-HYTOS are exempt from the draw.

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