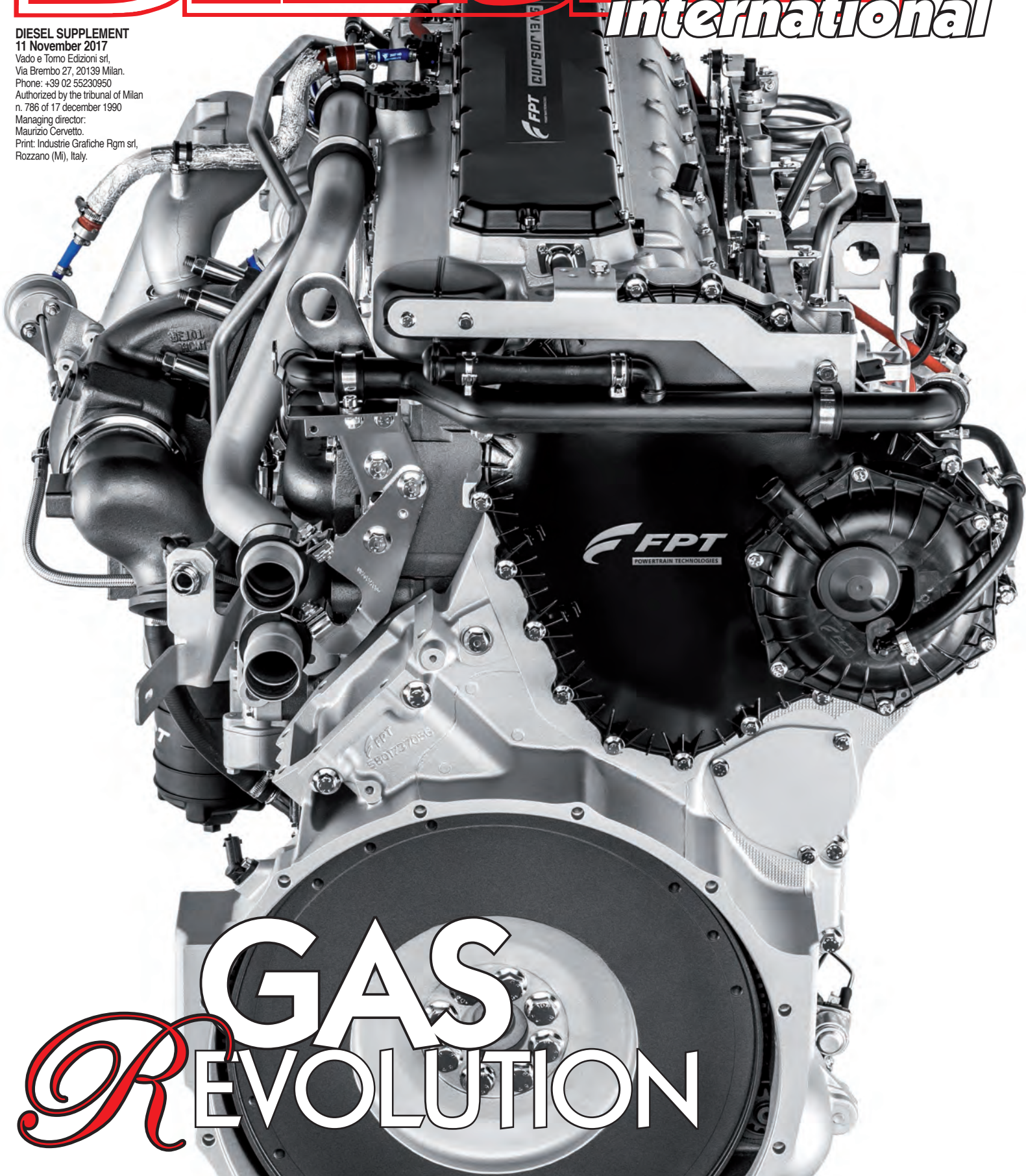


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# GAS *REVOLUTION*



Interpump Hydraulics. Interview with Paolo Cleopatra

# A SUCCESSFUL CONSTELLATION

Interpump Hydraulics is the leading protagonist of Power take-off for commercial vehicle applications and in simple and double-effect cylinders. Interpump Group's structured expansion is rewarded by the market and the Stock Exchange

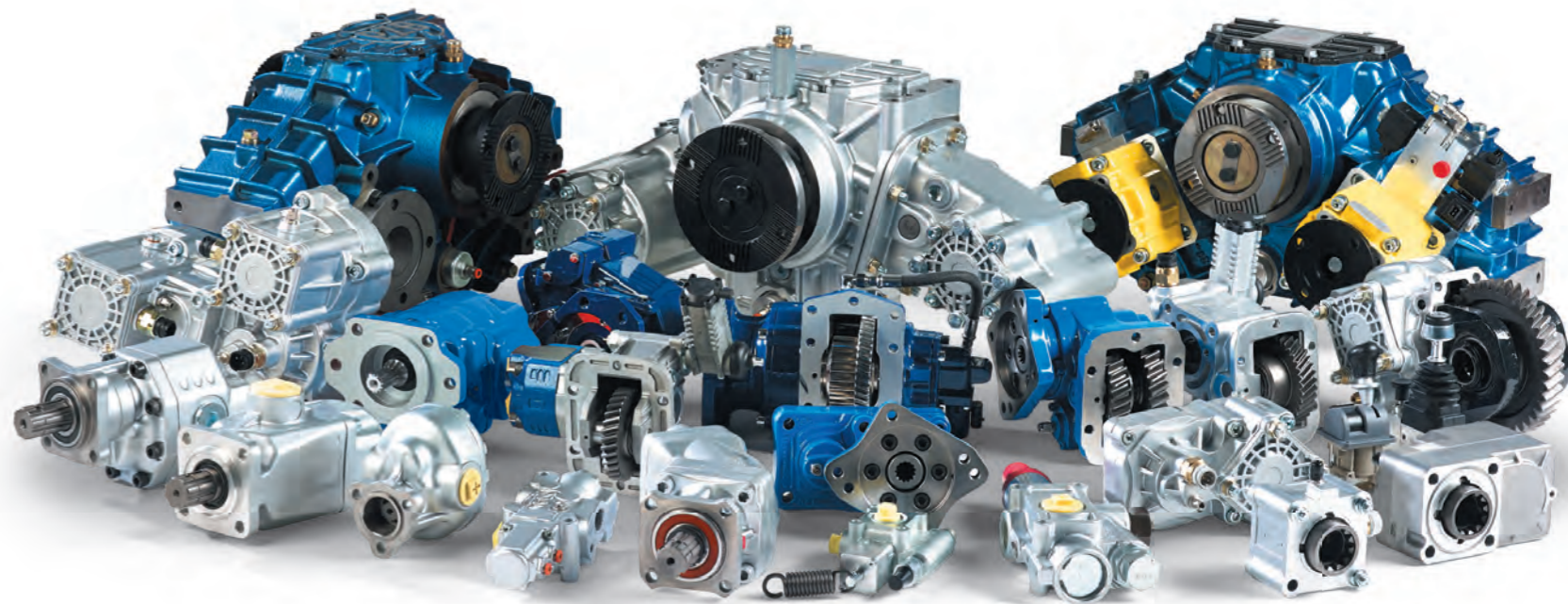
Interpump Hydraulics is a flywheel for the Emilian motorvalley. The leading company in PTO for truck applications (Light, Medium & Heavy Duty) is experiencing a commercial expansion within the Interpump Group.

We asked Paolo Cleopatra, Managing Director of Interpump Hydraulics, to take stock of the situation.

**How is corporate aggregation going on and how is the business structure reorganizing?**

Until 1997, Interpump Group only manufactured high-pressure piston pumps for water and, in some of its companies, cleaning machines. Since 1997, we progressively included Oleodinamica Pederzani & Zini and

then Hydrocar, that were two main players in PTO for trucks market. In this area, Interpump's critical mass strengthened towards the end of 1999 through the acquisition of Muncie in the USA. Later over the years a number of



companies specializing in simple and double effect cylinders were acquired to create a more consistent and organized product range. This growing range has been completed thanks to the latest acquisitions of some pipe fittings manufacturers. Meanwhile, to achieve greater integration, some manufacturers of directional valves - which are used both in industrial vehicles and in agricultural and earthmoving machines - have been acquired. Since about a couple of years Walvoil, one of the worldwide leaders in distribution trays, has joined the Interpump Group. At this point, in order to increase our effectiveness in the markets, we created some functional Divisions.

**What these Divisions are?**

First of all, the Pumps and PTOs Division, let's say the truck segment, which also includes cylinders and includes companies and

factories in North America, Brazil, India, China, Italy. Another Division is dedicated to pipes and fittings and includes factories in Romania and Italy. The Valve Division is autonomous. The structure also includes the historic Water Division.

**Is your main philosophy still integration?**

Interpump Group is, in fact, a small multinational, with an absolutely awarding success in terms of profitability. In some respects we have a unique profile: while being a company dealing with traditional mechanics and have a very high profitability, considering that we do not make hi-tech products and we really belong to the old economy, albeit pursuing innovation and accurate management.

**What about your presence in different markets?**

A premise on the nature and vision of Interpump is needed. The company has not relocated and has been dedicated to creating and acquiring successful companies in different areas of the world. Even in Brazil, India and China our goal was not to re-import cheap products but to create stable companies rooted in their respective areas.

**What the missing dots to complete the Interpump mosaic can be?**

We are an industrial group. Interpump has become a global player, a "one stop shop". When it comes to paradigms revolution it's difficult to guess the direction we're going to take... There are several solutions in the transport area (hydrogen, full electric, hybrid, etc.), Only the future will tell which direction will prevail over the others. But before facing the shift that

will dramatically change vehicle transmission there's a rapidly evolving aspect, which is dimensions. Vehicles no longer have space to meet regulatory parameters and support the rush to efficiency. The lack of space push us towards research and constant challenges.

**And besides PTOs?**

We have an interesting range of simple effect telescopic cylinders for dumpers and an excellent range of double effect telescopic cylinders for waste collectors.

**What about off-road?**

Interpump Group is the owner of Oleodinamica Panni, which is a partner of companies such as Terex and Caterpillar ... There's an entire world of applications and capabilities to meet specific needs there. **Fabio Butturi**

## THE PRODUCT POINT OF VIEW

The range of sandwich PTO (EFP series) introduced at Hannover Iaa in three sizes (SAE 1, 2 and 3) is capable to minimize the issues arising from the need for engine-dependent PTOs providing high torque transmission levels under continuous use (a typical issue for most common gearbox PTO). The versatility of EFP series makes it suitable for all types of engines and gearboxes, including robotized and automatic gearboxes (Allison 2000/3000 and 4000 Series). These applications are primarily - but not only - typical in



firefighting vehicles and wells drainage. The technological evolution of this PTO range is making obsolete previously used solutions (Split-shaft PTO), which also are part of Interpump range. PTO was previously placed halfway through the vehicle's transmission shaft, which was specially cut and suitably shortened, and operated through the gearbox in a stationary or moving vehicle without allowing gear shifting. Now it is usable when the vehicle is moving, and it is also possible to shift gears without any issue.



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