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“New methods and approaches for Fluid Power next generation”, Walvoil’s speech at Fluid Power Technical Seminar (FPTS) 2018 in India.



From the left Davide Mesturini, Walvoil Technical Director, with Mr. Naresh, Vice President of Fluid Power Society of India

The FPTS Seminar 2018 organized by the Fluid Power Society of India was held on June 19th and 20th in Bangalore, at PES University.

Many international and local companies in the Fluid Power sector have taken part to the event focused on the topic "Latest Trends in Fluid Power Technology".

Walvoil opened the technical sections with an introductory keynote entitled "New methods and approaches for the Fluid Power Next Generation" presented by Davide Mesturini, Walvoil Technical Director.

First, he highlighted the increasing need for manufacturers of hydraulic components to expand their sphere of competence, developing a System Integrator approach. It is evident, indeed, that a higher integration of the components and the centralized logic of the machine make it difficult to bring an innovative contribution by operating on a single functional element; today most of the benefits and the opportunities for innovation are achieved thanks to a holistic and integrant vision.

The most advanced technologies which influence the hydraulic sector today (power density increase, energy recovery and storage, hybridization, integration ...), are sometimes difficult to be applied in the off-highway sector, especially on the medium-small machine segments, due to the high importance of cost in the overall picture.

Therefore, important potentials for increasing efficiency and reliability remain in fact unexpressed, as they are not economically sustainable.

The real innovative challenge is practicing new technologies at cost levels affordable by the market. This means avoiding the “technology driven” trap that leads to develop products solely with a functional focus creating

sophisticated solutions and neglecting the associated costs. Instead, the focus should be on wisely manage the potential advantages achievable via new technologies and tailored to market needs.

An example of this are the recent studies and projects carried out by Walvoil on simple and effective energy recovery solutions (mini-excavators sector), redundancy in safety systems (forklift sector) and electronics, which allows an effective interaction between the components.

It was pointed out that innovation pertains not only to products but also to processes. In particular, the recent initiatives related to Industry 4.0 have made accessible to the industrial context the most interesting and qualifying technologies. Therefore a virtuous industrial scenario has been established, where every company becomes, at the same time, a user and a promoter of innovation.

Finally, Walvoil's attitude to customization was emphasized, an aspect that can become a true element of innovation, when pursued with strategic continuity and supported by investments aiming to flexibility and reduction of time to market. Customization also means being present locally on the different markets. Different geographical areas tend to have very different balance between innovation and costs; for this reason localized production and local competence allow to better grasp the specifics of the customers and serve them with appropriate solutions.

Walvoil recipe: manage **Disruptive Technologies** by remodeling them into **Incremental Innovation** solutions and develop a **Global Footprint** to value and maximize the **Local Needs**.