

An anniversary and an acquisition

Duplomatic Group's CEO, **Roberto Maddalon**, talked to DPI's **Roberta Prandi** about the recent acquisition by Daikin and future company plans

The Duplomatic Group is celebrating its 70th anniversary this year. Founded in Italy in 1952 by Angelo Girola, the company was originally a manufacturer of hydraulic copying devices for lathes and milling machines.

Moving forward, the company started working in the mobile machinery market in 2000. Since then, the business has grown rapidly thanks to a series of acquisitions, including the US division of Continental in 2011 and Hydreco, a UK-based hydraulics specialist, in 2019. Last year the company added Germany company Till Hydraulik to its business. In 2021, sales reached €147 million (\$149 million), 52% of which comes from the mobile market.

Hydreco has several plants in northern Italy, including a new facility located in Parma which was opened in 2021. The plant produces external gear pumps with an aluminium body and cast iron flange. These are available in three product series, HY1, HY2, and HY3. Displacements range from 1 to 63 cubic centimetres /rev. In addition, a new plant for production of hydraulic cylinders has recently been inaugurated in Modena.

DAIKIN TAKEOVER

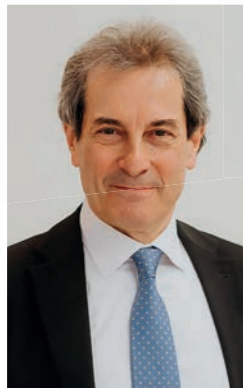
Roberto Maddalon, Duplomatic's CEO, offered more details about the purchase of Duplomatic by Daikin, a Japanese specialist in air conditioning solutions. "Duplomatic has a long history and the Daikin acquisition represents an important step towards the further growth of our group," he said. "Daikin strongly believes in investing in the Duplomatic group."

The two companies had been cooperating on product development for some years and plans for the acquisition were evidently in place before the COVID pandemic.

There are bold targets for future business growth. Maddalon explained that the combined revenues for the merged companies are expected to reach €1 billion over the next few years.

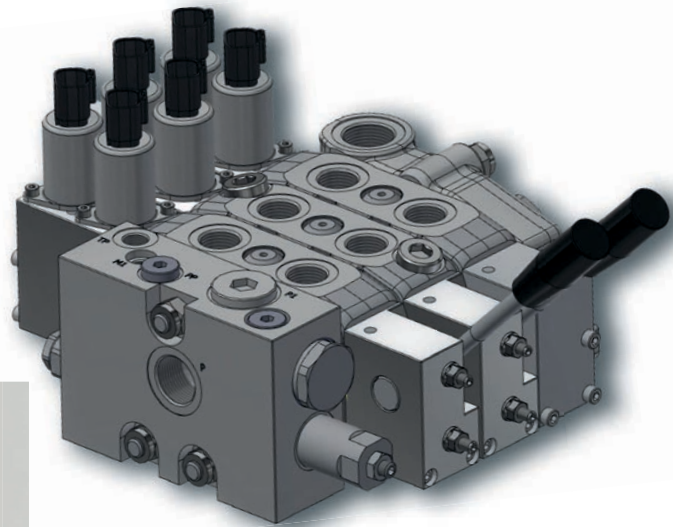
Maddalon added that the acquisition is expected to open Asian markets to Duplomatic products,

MS Series (MS 90) directional control valves by Hydreco



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ROBERTO MADDALON, Duplomatic



while the collected global product knowledge from the Hydreco will be returned to Italy to support development of new components.

Looking at product development, Maddalon confirmed that efforts will be concentrated on launches for the mobile market. "Duplomatic is already a leading supplier of industrial solutions featuring IO-Link. This is definitely a capability that we need to expand into, designing smart components for mobile solutions."

NEW PRODUCT LAUNCHES

Looking forward to the Bauma 2022 trade show in October, Hydreco will introduce its new Multifunction Handle Control (MHC), a customisable solution featuring a robust design formed from polyamide PA6 impregnated with glass fibre. The handle can mount all controls from the Hydreco range, such as rocker switches, HYRP proportional roller, mini joystick, and others.

The new MS Series directional control valves will also be introduced at Bauma 2022. These include a series of central bypass, six-way, open centre valves for off-highway applications. The control valves are available in three sizes: MS 60, with 60 L/min maximum flow rate; MS 90 with 90 L/min; and MS 120 with 120 L/min.

In addition to the new products expected to be on show at Bauma 2022 (Hall A4.428), Duplomatic will soon announce news covering electrification for lower-power mobile machines, especially applicable in the agricultural sector, for trailers and implements.

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Multifunction Handle Control uses a polyamide impregnated with glass fibre