

” THERE ARE SPECIAL PEOPLE WORKING IN HYDRAULICS

Dr. Dominik F. P. Joachim has been Managing Director of the global Stauff Group since 2023 and, as Managing Director and Spokesperson for the Management Board, is also responsible for the business of Stauff Germany. Dr. Joachim, who has a doctorate in engineering, has been with Stauff since 2017. He was and is responsible for the Stauff Group’s global business development. Dr. Joachim spoke to O+P Fluidtechnik about the great importance of customer requirements for a company.

Dr. Joachim, you can look back on many years of experience in mechanical engineering and hydraulics. What brought you to this industry and what fascinates you about it?

Frankly, it was a stroke of luck that I “ended up” in hydraulics, and I have always remained loyal to the industry. There is something fascinating about hydraulics and their applications. One of the reasons for this is that this technology, like not other, is capable of lifting heavy loads. I am always impressed and thrilled by the hydraulics when

I look at how experts and laymen, whether adults or children, stand in amazement in front of a huge mining excavator or a large combine harvester. The people who work in this field are another key factor in favour of hydraulics. We are a small community, but in my view also a special one, in which I feel very much ‘at home’.

You want to align Stauff even more closely to the requirements of customers. What requirements do you consider to be the most significant in the medium term?

Safety will always play a key role. Stauff guarantees the safe operation of plant and machinery with its perfectly coordinated complete portfolio of hydraulic line systems. We are going one step further with our Stauff Line concept – the umbrella brand for Stauff components and their related services – guaranteeing the leak-free and optimum performance of the entire hydraulic line system. We are observing a trend that plant and machinery are constantly changing. As a result, the demands placed on hydraulic

line systems are also becoming increasingly stringent. “Connect with Stauff”, our mission statement launched at the Hanover Fair, is an invitation to the manufacturers of plant and machinery to work with us in a close partnership. Ideally, we will be involved in the development process from the very beginning. When developing new solutions, our focus is on technical parameters, as well as on the total cost of ownership.

Stauff is a global company. Are there different priorities in the various regions and countries?

The international hydraulics market still offers massive growth potential for Stauff. However, it is difficult to identify individual countries or regions, especially given the changes in recent years. The global market is in constant flux: volatile commodity and energy prices are just two of many factors. We are also dealing with a very fragmented market and a wide range of applications in the

hydraulics sector. Nevertheless, our traditional priority sectors, that is mobile hydraulics with applications in the construction, agricultural and forestry machinery industries, will continue to be our focus. However, we also see potential in other sectors, such as wind energy. We are committed to this and have recently developed a Wind Power Clamp for use in wind turbines.



Dr. Dominik F. P. Joachim

Sustainability will continue to grow in importance. Will excavators be powered by electricity or hydrogen in 2033?

There is no general answer to this. In future, the choice of drive will also largely depend on the field of application. Imagine an excavator working around the clock to build a road in a largely undeveloped region of the world. A vehicle like that is likely to still be driven by an internal combustion engine in ten years’ time. However, at the other end of the scale are smaller earthworks in a western European city centre etc. We can assume that a mini-excavator, that will only excavate small ditches for a couple of hours, will be electrically powered. In this latter case, elec-

tric means that the pump is driven by a battery, but the actual power transmission will continue to be hydraulic. In between these two extremes lies a broad spectrum in which there is certain to be a role for hybrid machines. We cannot say with certainty today whether hydrogen technology will prevail by 2033. It is a very promising future technology, but there is still so much investment needed in the infrastructure that I do not expect it to be fully operational by 2033.

What will Stauff products be able to do in ten years time?

Many Stauff products are DIN-compliant products. For instance, our zinc/nickel coating is not just any old coating, but rather the Stauff zinc/nickel coating that enables us to exceed customer requirements and set standards in the global market. We will continue to align our product developments and services to the needs of original equipment manufacturers and specialist retailers.

I believe that the requirements governing DIN products will continue to become even more exacting over the next ten years. “Simple” potential improvements are now a thing of the past. It’s now about the details. Stauff products will also continue to make the difference in ten years’ time.

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