



## Double interview

### Hydreco Hydraulics Italia

#### Davide Vaccina and Michele Guiati

We met the two Managing Directors of Hydreco Hydraulics Italia, Davide Vaccina and Michele Guiati... a pair of steel at the joint leadership of the Italian company since 2005.

Let's get to know their friendship and collaboration better.



Davide Vaccina - Managing Director  
Hydreco Hydraulics Italia

#### How long have you been working together?

**Michele:** Let's start from a brief summary of the beginnings... I joined Hydreco Hydraulics Italia on January 1<sup>st</sup>, 2005, Davide was already in the company. To the question "How long have you been working together?" I can basically say: "Since I came to Hydreco".

Our experience as Managing Directors of Hydreco Hydraulics Italia, however, starts in July 2005 and we still are, with great satisfaction.

**Davide:** the beginning of our cooperation was Michele's entry into Hydreco Hydraulics Italia in 2005, following the acquisition of the company in which he was managing director. Since then, we have managed the company, with slightly different roles, but in great harmony.

I have been working for Hydreco Hydraulics Italia since 1986 and I have experienced the whole path, the evolution and the various acquisitions till the entry in Diplomatic and now in Daikin Industries.

I have a technical background, but also a very strong sales attitude: for this reason, I joined Hydreco Hydraulics Italia, I took care of the set up of the distribution network and direct sales for the Italian market.



Michele Guiati - Managing Director  
Hydreco Hydraulics Italia

#### What were your experiences & education before Hydreco Hydraulics Italia?

**Michele:** I attended a Scientific High School, then I studied Statistics and Computer Science for business management at University. When I started working, I took care of the technical-commercial part, completely putting myself back into the game with respect to my studies, because my position also involved technical knowledge that I absolutely did not have and that I built little by little in the field.

**Davide:** Our skills combine well since Michele has a more mathematical background and a good relationship with numbers, while I am more specialized in the technical part: we thus complete ourselves to collaborate perfectly.

"We are a very strong team... also because ... being both Inter supporters, we know the meaning of sacrifice and suffering 😊!"

...time is on their side!



## What did in 2005 happen?

**Michele:** The group decided on a reorganization according to which, in place of the previous CEO, Davide and I were asked to take over the management of the company.

Even then we served national and international customers, thanks to our ever-growing product line.

From the point of view of opportunities and markets, the evolution of the products has allowed a widening of the area of influence because, thanks to our skills and the specificity of the product knowledge, we have been able to give a great help especially to the American branch in order to better develop the offer and win customers in that territory.

Another example is the collaboration with our Norwegian branch that has opened up the opportunity to serve directly from Italy many foreign companies that needed solutions for applications in the forestry sector (wood cutting and processing). Today we manage applications for log splitting machines, cranes for loading logs and serve customers not only in Scandinavia but, for example, also in Austria and Germany, as well as here in Italy.

**Davide:** As far as products are concerned, we have never stopped: every year we have continued to launch at least a couple of products on the market. In the Vignola (Modena - Italy) plant we have developed novelties in what is the heart of our production: joysticks and remote controls. In particular, the range of on-off electric and proportional electric remote controls has been expanded.

From January 2021 Hydreco Hydraulics Italia has also opened a second plant in Parma dedicated to the manufacture of aluminum pumps, in addition to the Headquarters in Vignola.

## The future for Hydreco Hydraulics Italia

**Davide:** For sure we have a lot to do for the Vignola plant where we produce joysticks and for the Parma plant as well, where we make pumps. In Vignola we are laying the foundations to launch at least two new product lines. One is dedicated to open center valves and directional control valves, for which we are in the final definition phase having already made prototypes and tests. The second is a line of products that we are studying, still on paper, which concern a series of power and power take-offs. This excites us a lot.

**Michele:** The experiences we have carried out so far have been, from my point of view, very interesting and stimulating, because since the beginning of my work experience, I have done everything except put on the track what I had studied for. On my first day of work, I found myself in front of a drawing of a section of a gearbox, then a mechanical transmission component, and I did not even know what a bearing was ...

Until the moment when the CEO of the time, in July 2005, communicated to me and Davide that we must take over the management of the company, at least temporarily, for 2 or 3 months waiting for the arrival of the new manager .... but the months passed...

**Davide:** After a few months we then asked the CEO how long it took to find a new managing director and the answer was: "Let's go ahead with you, don't we? We're doing well...". Thus, from the temporary phase, we moved on to the permanent phase, to our great satisfaction.



## How has your collaboration been in these years?

**Michele & Davide:** Certainly, they have been very exciting years, we have also traveled a lot together, in different continents, confronting ourselves with interesting cultures and customs.

An anecdote that I gladly remember is the following: during a US trip, we found ourselves facing, with local colleagues, a cup of chocolate ice cream of king size ... an unforgettable throat challenge, with spoonfuls according to American standards!

In short... we are a very strong team...  
also because ...

being both Inter supporters, we know the sense of sacrifice and suffering 😊

