



Based in Italy, Marzocchi Pompe has over 50 years of experience as a leading developer and manufacturer of some of the world's most well-regarded external gear pumps and motors. Consistent development over the past half-century has ensured that the company, which is still firmly in the hands of the Marzocchi family, remains synonymous with reliability and quality.

Marzocchi Pompe is not only proud of being a family-owned and managed company, but also of the fact that all its products are developed in Italy and made in Italy. Sales and marketing manager Aldo Toscano explained to Industry Europe why this is important: "Marzocchi Pompe SpA is a company that is dedicated to the exclusive design, manufacture and sale of external gear pumps and motors for high performance. The company is still solidly in the Marzocchi family, who hold the majority of shares, and our chairman and one of our directors are the sons of the two brothers that founded the company. Our name is so important to us; it is our family and our business. Marzocchi means quality and reliability and has done for over 50 years."

Perfect performance

The Marzocchi Pompe product portfolio offers a broad range of pumps and motors, highly focused on quality, performance and high-pressure applications. The company is specialised in micro-

hydraulics as well as offering an extended range of products that ably cover all the standard needs of the market regarding displacement, flanges, shafts and porting. Mr Toscano added, "Our well-respected micro-hydraulic pumps are low noise and on the spot, with efficiency and high performance as the key features."

Marzocchi Pompe has continued to develop in recent years, with its latest investment seeing the finalisation of a whole new range of pumps. Mr Toscano noted, "A lot of things have happened recently, we've been very busy! We recently launched our new range of low noise helical rotor pumps, but our main achievement has been the deployment of a new plant dedicated to the full production of our gears sets and the assembly and testing of our automotive pumps."

The R&D department at Marzocchi Pompe plays a key role in the on-going development of the company and its range of respected gear pumps and motors. Mr Toscano explained how the team showcased its latest developments at Hannover Messe 2017. He said, "Our R&D department is always busy working on something new to enhance our product range and to respond to our customers' changing needs. At the moment we're working on several personalisation of our standard pumps so that they are fully industrialised and validated in the same way as our customised range. We are active participants at the world's most suitable trade fairs for our industries, ▷

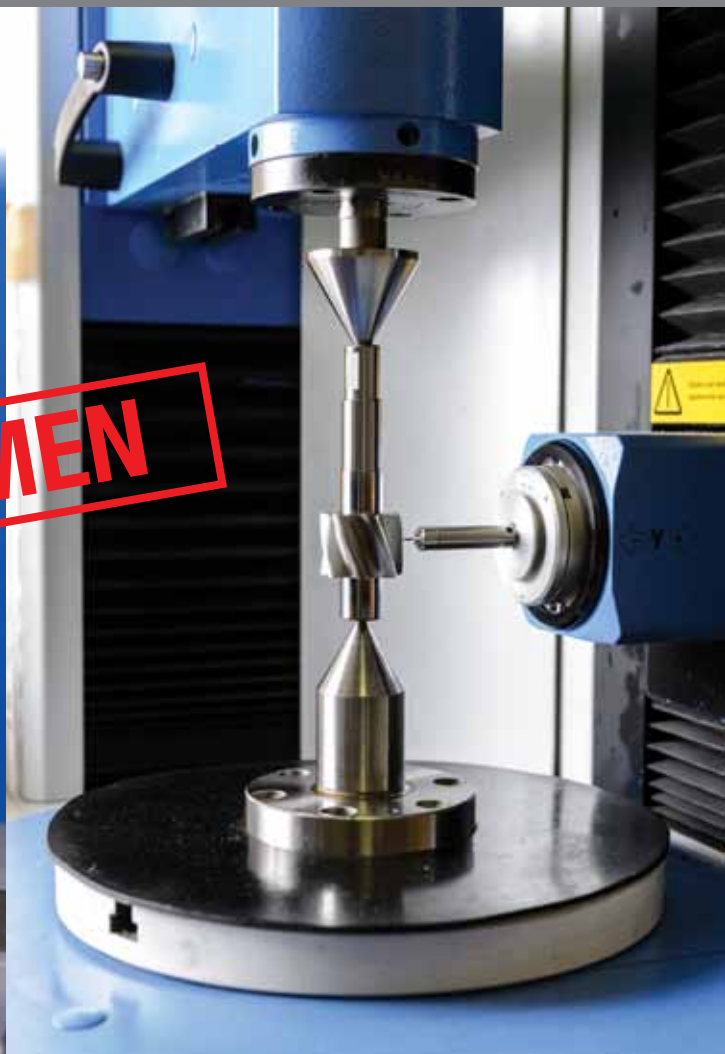
THE PUMP FAMILY

As one of the world's largest and most reliable manufacturers of external gear pumps and motors, Marzocchi Pompe is proudly leading the way in this demanding market. Industry Europe spoke with sales and marketing manager Aldo Toscano to learn more about the company's distinctive qualities. Emma-Jane Batey reports.





SPECIMEN



so Hannover Messe was a great opportunity for us to meet with customers and potential customers across Europe. This year has also seen us participate at CONEXPO/CONAGG in Las Vegas in March and we were at Bauma China in Shanghai in November.”

Global development

Its regular attendance at such global exhibitions illustrates how broad Marzocchi Pompe’s footprint is, with Europe its main market currently and North America and Asia both important markets. Mr Toscano said, “We have recently opened a commercial branch in Shanghai covering the whole Asia Pacific market: So Marzocchi China now joins our Marzocchi Pumps USA branch to ensure we can deliver our reliable solutions to customers anywhere in the world.”

It is certainly true that the Marzocchi promise of flexibility, quality, customer care and production capability is achieved across all of its active markets. Mr Toscano noted, “Of course there are plenty of challenges due to the behaviour of the market and of the aggressiveness of the competition and so on, but it is the distinctive characteristics of our company that continue to help us: our focus, our know-how, our superb team.”

With Marzocchi Pompe expecting continued success in the coming years, the company is planning to stay on its positive path. Mr Toscano concluded, “Our strategy is to remain one of the leaders in our market and, in order to do this, we need to keep working on all our goals – production capacity, new products, maintaining high standards of quality and reliability. We are also launching an exciting new programme that will allow our key distributors to produce product modifications, which will further enhance our flexibility and our speed of response.” □

