

A productive **partnership**

When Italian manufacturer Dieci challenged Danfoss Power Solutions to help improve the efficiency and power of its telehandlers, it marked the beginning of a productive partnership that continues today. The process of implementing innovative system solutions was truly a team effort.

“We made the decision to work with Danfoss Power Solutions because while other competitors were proposing solutions, Danfoss was offering solutions with innovation,” said Enrico Ognibene, technical manager for Dieci. “Innovation along with quality and safety are our priorities at Dieci, and Danfoss understood and shared that approach with us.”

The project began with installing industry-leading H1 pumps and H1 motors from Danfoss on the Dieci Agriplus VS range of telehandlers to improve the existing fluid power system. And as the machines responded well to the adjustment, so did the customers. With the positive momentum from this initial change, Danfoss and Dieci engineers decided to keep working together to identify more innovations that would make the improvements even more impactful.



“After learning about Dieci’s overall efficiency goals and working together on the machines, our Danfoss engineers could suggest further solutions that could help meet — and in some cases, even exceed — the Dieci team’s goals,” said Ivan Sibani, team leader of system application engineering for Danfoss Power Solutions.

As a result, Danfoss Power Solutions was asked to help fully upgrade the next Dieci telehandler model. In addition to utilizing efficient hydraulic H1 pumps and motors, engineers began to implement the Best Point Control software solution from Danfoss to both the Dedalus VS and Agrifarmer VS range of telehandlers.

Danfoss and Dieci engineers completed more than 1,000 hours of testing together with Best Point Control software, focusing on machine behavior and safety. Nicola Musciagna, a system application engineer for Danfoss Power Solutions, also spent time in the field with end users, gathering important feedback to inform the implementation of Best Point Control software in the Dieci machines.

The partnership between Danfoss Power Solutions and Dieci not only led to a better fleet of machines but allowed new solutions to be reached faster — bringing a more competitive machine to market quicker and a better product into consumers’ hands.