# Dossier: HYDRAULICS INTERNATIONAL, INC.

## SBIR Award Details

**Award Title:** N/A

**Amount:** $139,614.00

**Award Date:** 2023-11-30

**Branch:** NAVY

## AI-Generated Intelligence Summary

**Company Overview:**

Hydraulics International, Inc. (HII) is a leading designer and manufacturer of custom hydraulic, pneumatic, and electromechanical solutions primarily for the aerospace, defense, and industrial markets. Their core mission revolves around providing reliable, high-performance, and often highly specialized fluid power components and systems that meet stringent requirements for mission-critical applications. They aim to solve the challenges of demanding environments and complex operational needs, offering customized engineering solutions where off-the-shelf components are insufficient. Their unique value proposition lies in their vertically integrated capabilities, including design, engineering, manufacturing, testing, and aftermarket support, enabling them to control quality and rapidly adapt to evolving customer demands. They are particularly adept at working with complex specifications and tight timelines, positioning them as a crucial supplier to both prime contractors and end users.

**Technology Focus:**

* Design and manufacture of hydraulic power units (HPUs), including custom-engineered HPUs for aircraft ground support equipment (GSE), military vehicles, and industrial applications. They specialize in high-pressure, low-flow systems, often exceeding 5,000 PSI.
* Development and production of hydraulic and pneumatic actuators and control systems for various applications, including flight control surfaces, landing gear, and weapon systems. Emphasis on lightweight, high-reliability designs.
* Custom test stands and GSE for aircraft maintenance, repair, and overhaul (MRO) operations. These systems include hydraulic, pneumatic, and electrical testing capabilities tailored to specific aircraft models.

**Recent Developments & Traction:**

* In May 2021, HII was awarded a contract from Sierra Nevada Corporation (SNC) to develop and supply hydraulic power units (HPUs) for the Dream Chaser spacecraft. This represents a significant expansion into the space sector.
* HII has continued to expand its GSE product line, introducing new electric-powered ground support equipment aimed at reducing emissions and improving operational efficiency at airports.
* While definitive funding rounds are not publicly available in recent years, HII appears to have focused on organic growth, reinvesting profits into infrastructure and R&D.

**Leadership & Team:**

* Howard Stanback\*\* - President, Hydraulics International, Inc. Prior to HII, Stanback has extensive leadership experience in the fluid power and aerospace industries.
* Craig Hansen\*\* - Vice President of Engineering.

**Competitive Landscape:**

* Moog Inc.\*\* - Moog is a large, diversified manufacturer of precision motion control products and systems. HII differentiates itself through its specialization in custom-engineered solutions and its agility in responding to customer-specific requirements, compared to Moog's broader product portfolio and larger-scale operations.
* Eaton Corporation:\*\* Eaton's Aerospace Group manufactures hydraulic systems for commercial and military aircraft. While Eaton offers a more extensive range of products, HII's focus on specialized HPUs and GSE for very specific applications (like ground support and MRO) provide a competitive advantage.

**Sources:**

1. [https://hiigroup.com/](https://hiigroup.com/)

2. [https://www.sncorp.com/press-releases/sierra-nevada-corporation-selects-hydraulics-international-for-dream-chaser-hydraulic-power-unit/](https://www.sncorp.com/press-releases/sierra-nevada-corporation-selects-hydraulics-international-for-dream-chaser-hydraulic-power-unit/)

3. [https://www.aviationpros.com/directory/company/10053546/hydraulics-international-inc](https://www.aviationpros.com/directory/company/10053546/hydraulics-international-inc)