



**imm IMM.**  
HYDRAULICS

**FLUID POWER CARE**

[www.imm-hydraulics.it](http://www.imm-hydraulics.it)

EN

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**THE STRENGTH OF A LARGE GROUP  
WITH A GUARANTEE OF A HIGH QUALITY**

I.M.M. Hydraulics SpA is a multinational company that project manages, produces and distributes hydraulic hoses and hose fittings, as well as related assembly and test trial equipment.

The know-how acquired in 25 years of experience and continuous study of technological innovation for the implementation of new solutions, allows I.M.M. to position themselves as an international market leader for the production of connection systems.

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# 25 YEARS OF GREAT SUCCESS



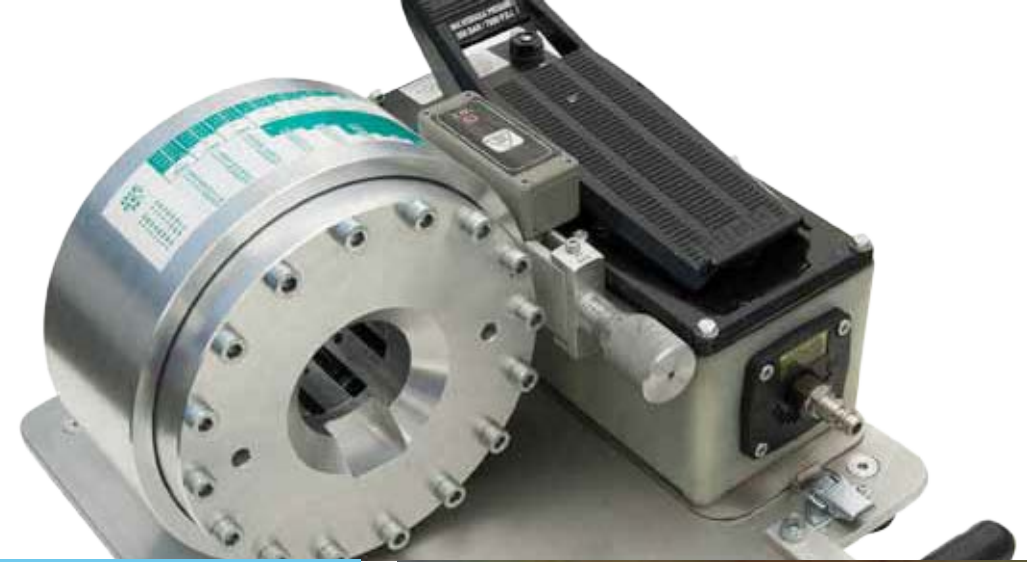
The short history of the company has not limited the prospects for the continued industrial growth of I.M.M. Hydraulics. The entrepreneurial predisposition for development has brought I.M.M. Hydraulics to reach significant volumes in both “core” product sectors: an annual production exceeding 40 million items in the area of hose fittings and 20 million meters for the hose segment.

The volumes have allowed a consolidated turnover in sales in an excess of 70 million Euros, mainly due to the collaboration of over 500 individuals worldwide.

In terms of resources, I.M.M. Hydraulics has at its disposition manufacturing and distribution plants totaling a surface area of 80,000 square meters, utilizing the technology of more than 500 machines, processing equipment and control systems.



# I.M.M. HYDRAULICS PRODUCTION



The corporate strategic plan, adopted both on the industrial and on the financial levels, has decisively contributed to identify the principal target of development with the logic of growth and efficiency.

The process has followed uniform guidelines that enhance the synergies between size, technology, variety, presence on the market, and, above all, personnel.

The aspect that currently characterizes I.M.M. Hydraulics is the choice (and we might add courage,) to not yield to the prospect of outsourcing. I.M.M. Hydraulics continues to be recognized as the only group in its sector with an exclusive European production, that has a prospective to maintain the historical authenticity and the importance of the "Made in Italy".



# 25 YEARS

## THE HISTORY OF A GREAT GROUP

Since 1987, I.M.M. Hydraulics has been a benchmark among the manufacturers of fluid connection systems. An international reality was created from the innovative ideas of some professionals in the sector, that has grown and evolved during 25 years of intense and profitable entrepreneurial business.



## 1987-1992

- Founding of the company;
- Construction of the factory building at the Casoli (CH) headquarters, of about 1000 m<sup>2</sup>;
- Start of production (1990) and marketing.
- No. of employees: 10

## 1993-1998

- Founding of I.M.M. Hydraulics UK Ltd in Great Britain;
- Expansion of the industrial factory with the construction, again in Casoli (CH), of a new plant with a total surface area of 1000 m<sup>2</sup> for a total production area of 2000 m<sup>2</sup>;
- The Hypress brand is created.
- No. of employees: 40

## 1999-2004

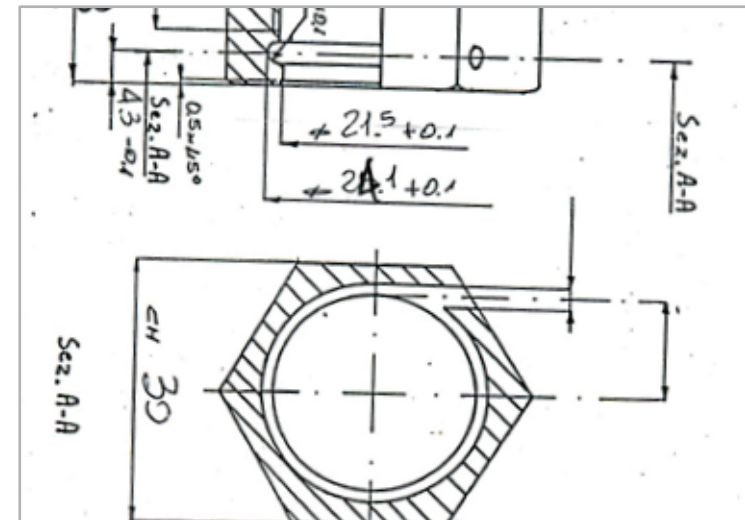
- A new business in the most important industrial area of Atessa (CH) of an approximate surface area of 12,000 m<sup>2</sup>;
- Founding of Hypress France, Hypress Germany and Hypress South Africa.
- No. of employees: 100

## 2005-2008

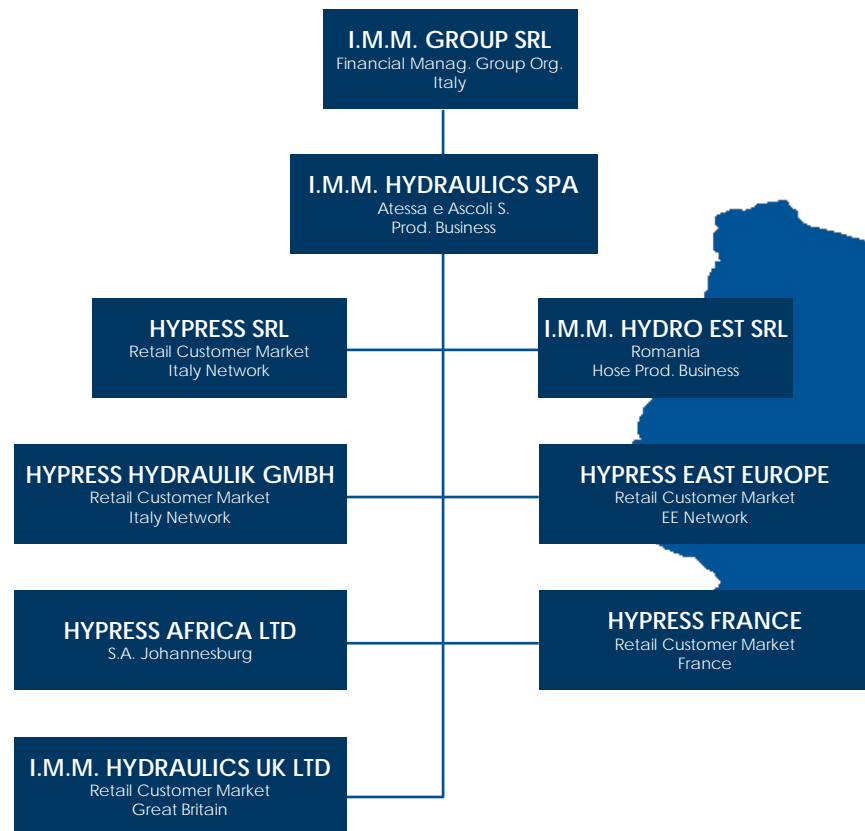
- Start of the production of flexible rubber hoses with the Hypress brand in a new plant in Atessa (CH) with a covered surface area of about 7000 m<sup>2</sup>;
- New production plant of flexible rubber hoses in Cluj Napoca in Romania: covered surface area of about 2000 m<sup>2</sup>;
- Development of the commercial affiliation called Hypress Point.
- No. of employees: 440

## 2009-2012

- Start of the production of flexible rubber hoses with a medium to large diameter by an automatic system from a rigid mandrel, in Ascoli Satriano (FG): covered surface area of 9000 m<sup>2</sup>;
- Enlargement of the fittings factory Atessa (CH) of about 4000 m<sup>2</sup>;
- Centralization and automation of the plants and the optimization of logistical flows;
- Initiation of the commercial collaboration projects and joint ventures geared to the OEM, through a new internal coordination center.
- No. of employees: 550



# THE STRUCTURE AND PRODUCTION PLANTS OF I.M.M. HYDRAULICS



I.M.M. HYDRO EST SRL  
CLUJ NAPOCA - ROMANIA

I.M.M. Hydraulics SpA (Head Quarter) Stab. 1  
PIAZZANO DI ATESSA - CHIETI

I.M.M. Hydraulics SpA (Rubber Division) Stab. 2  
PIAZZANO DI ATESSA - CHIETI

I.M.M. Hydraulics SpA (Rubber Division) Stab. 3  
ASCOLI SATRIANO - FOGGIA





## I.M.M. HYDRAULICS SPA

Industrial Holding is the largest subsidiary of the I.M.M. Group for assets and revenues, whose main occupation is project managing, manufacturing and distributing flexible steel reinforced rubber hoses, fittings, adapters, assembly and test trial machines.

I.M.M. Hydraulics SpA owns the three main production sites in Italy: Stab 01 and Stab 02 Atessa (CH) and Stab 03 Ascoli Satriano (FG).

## I.M.M. HYDRO EST SRL

Plant production of flexible steel reinforced hoses for hydraulics with diameters from 3/16 "to 1", located near Cluj - Napoca, Romania.

### I.M.M. HYDRAULICS SPA - STAB 01 (Head Quarter)

The main production site of the I.M.M. Group. It was created in 2001 and spans an area of approximately 40,000 m<sup>2</sup>, of which about 16,000 m<sup>2</sup> is covered. In this resides, the main production of high pressure fittings and adapters for all required sizes, and also the plant headquarters of the whole I.M.M. Group. Here lies 35% of the whole workforce and at this site about 75% of the production of the hoses are made, with a range of about 5,000 different items.

This plant has also an active research, design and development team for the products, implants and machinery needed for the I.M.M. Group.

The presence of the testing laboratories and test trials on items produced by pressure testing grounds and other equipment for chemical, physical and mechanical tests is of fundamental importance.

This facility is a center specialized for providing directly customized and assembled systems.





## PRODUCT LINE AND ITEMS

On one hand, the progressive expansion in the production capacity, and on the other hand, the needs of an increasingly diverse market, are the significant reasons of the broadening of the range of products, reaching over a total number 22,000 items.

Development is in, both a horizontal direction, with the addition of new product lines, and in a vertical direction with the increase of the types of items within each of the series and applications.

The completion of a range of recognized quality in the hydraulics field is the fundamental basis for the establishment of a platform capable of ensuring an adequate level of service.

Still continuing to be recognized as an Italian manufacturer.

### I.M.M. HYDRAULICS SPA - STAB 02 (Rubber Division)

The plant is located a short walk from the headquarters in an industrial commercial area built less than 10 years ago. In the plant, more than one hundred employees work and the production lines have gradually increased over the years to saturate the available space of 7,000 m<sup>2</sup> on a lot of about 12,000 m<sup>2</sup>.

In the factory, flexible reinforced steel hoses are produced for high and very high pressure hydraulics on a flexible core with diameters from 3/16 "to 1" .

Pollici	3/16"	1/4"	5/16"	3/8"	1/2"	5/8"	3/4"	1"
DASH	- 03	- 04	- 05	- 06	- 08	- 10	- 12	- 16
DN	Ø 05	Ø 06	Ø 08	Ø 10	Ø 12	Ø 16	Ø 19	Ø 25

The dynamism, the know-how and the proximity to the headquarters of the group, where the project management area is located, characterize this plant for the development of new technologies, for the special above-standard achievements and industrialization of new products.





## CONTINUOUS INNOVATION

The tendency for innovation has always been the main lever on which I.M.M. Hydraulics based its appetite for growth.

Since the first corporate slogans (“The ambition for continuous improvement”), it has a progressive drive towards ever higher targets.

A predisposition and a characteristic of the entrepreneur-founder Mr. Gilberto Candeloro, transmitted over time to the corporate model: a motto that has allowed the development trend of steep slopes, with the result of being able to double its turnover at a frequency of less than three years.

### I.M.M. HYDRAULICS SPA - STAB 03 (Rubber Division)

The plant is characterized by a length greater than 150 meters, a sizing suitable for the production of flexible hoses on rigid mandrels; it is an innovative system.

It is the most modern of its kind in the world and was created in the hills of Ascoli Satriano, Puglia, in 2009.

The plant spans an area of approximately 40,000 m<sup>2</sup> of which 9,000 m<sup>2</sup> is covered.

It produces large-diameter hydraulic hoses and it is dimensioned to handle and work tubes up to a length of 61.8 meters without wrapping it in a spool until the final stage of packaging.

Pollici	1"	1.1/4"	1.1/2"	2"	2.1/2"	3"
DASH	- 16	- 20	- 24	- 32	- 40	- 48
DN	Ø 25	Ø 31	Ø 38	Ø 51	Ø 63	Ø 76

In this plant, is a production plant for fittings made up of transfer machines with very high productivity; the overall production covers 25% of the entire I.M.M. demand.



# I.M.M.

## POLICY FOR ENVIRONMENTAL RESPECT AND HEALTH IN THE WORKPLACE

I.M.M. Hydraulics aims to achieve the highest standards of Quality, Health, Safety and Environment, by integrating the principles of sustainable development in all of its activities.

*Nothing is more important than the Health and Safety of all those who work for us and use our products.*



### DET NORSKE VERITAS TYPE APPROVAL CERTIFICATE

CERTIFICATE NO. P-13265  
This Certificate consists of 4 pages  
This is to certify that the  
Fitted Hoses of Non-Metallic Material with Permanently  
Fitted Couplings  
with type designation(s)  
HYPRESS HIPAC 2SC; HYPRESS KAIZEN 2SN

Manufactured by  
**I.M.M. HYDRAULICS S.P.A**  
ATESSA CH, ITALY

The hoses may be used in the following systems: Hydraulic-, fuel and lubrication systems.  
Application: fresh and sea water  
Det Norske Veritas' Rules for Classification of Ships  
Det Norske Veritas' Standards for Certification 2.9 No. 5.791.70

Type	Temperature range	Max. working pressure (certificate)
HYPRESS HIPAC	-40°C to +100°C (+125°C Interm.)	185-430 bar (See certificate)
HYPRESS KAIZEN	-40°C to +100°C (+125°C Interm.)	80-430 bar (See certificate)



Quality is our main competitive advantage.

Quality management is integrated in all the processes of the company. The management is responsible for the results obtained to continue to guarantee the entire production chain and furnish the high standards imposed by all entities that certify the products and the processes.

The prevention and the avoidance of accidents and diseases in the workplace are the key objectives of the I.M.M. Hydraulics business philosophy through the involvement of the employees in compliance with the strict prevention measures adopted by the internal company policies. Their continuous training and education to respect their workplace results in excellent preventative measures.

We are committed to developing a sustainable business over the long term while minimizing the environmental impact in all the processes and the activities of the company.



# QUALITY, SAFETY, ENVIRONMEN T

Safety, security and high performance characteristics are recognized by accredited entities such as Bureau Veritas and Germanischer Lloyd, through the release of product certification, confirming the implementation under test cycles and specific tests.

This is confirmed by an affiliation with leading standardization organizations, from the Nazionale di Unificazione (UNI) to the referring association for fluid power (Assofluid).

## IMM QUALITY CERTIFICATE & ASSURANCE



# I.M.M.

## MANAGEMENT MODEL AND WORK ORGANIZATION

The economic scenario that emerged in 2008 further raised the level of competition for I.M.M. Hydraulics, representing a real incentive and an opportunity to reshape the organization and make it more competitive through the pursuit of big objectives.



## Production efficiency

### Optimization of the stock:

The attention was not directed solely to the volume, but even more so to the processes of production optimization, with improvement of production flows, and innovation of the planning and control systems to reduce response times for the market. A new warehouse of over 4,500 m<sup>2</sup> can redefine the method of optimization of the stocks. A series of investments accompanied by strengthening the organization with new professional figures and the redefinition of the skills.

### Innovation:

Investments in innovative technologies in the production of the fittings (new transfers at the offices of Ascoli Satriano, optimization of bending processes, development of alternative technologies in the production of ringnuts, rationalization of the product line, optimizing compatibility, and redefinition of the application fields and range of pressure) and the implementation of the hoses (development of new performance, new markings and packaging innovation, improvement of the characteristics of flexibility, and additional certifications).

### Communication:

Creation of new communication tools that allow one to have at their disposal all the information about the products and the interest group (Magazine, Newsletters, Technical Bulletin) for customers, partners and stakeholders.

# INVESTMENT CONTINUES

I.M.M. Hydraulics has chosen to invest in new methods of the management of the service, primarily aimed at optimizing the flow of inventory and the processes for preparing shipments to the customer.

A new site aimed at both stocks (that of I.M.M. Hydraulics for the fittings; that of I.M.M. Rubber for the flexible hoses), in an area of 8,000 m<sup>2</sup>, organized and managed in accordance with procedures oriented towards the “kanban” system: a methodology to optimize the timing of the supply of the products and to substantially reduce those of “lead time”, in view of development of a system close to the “lean” principles.

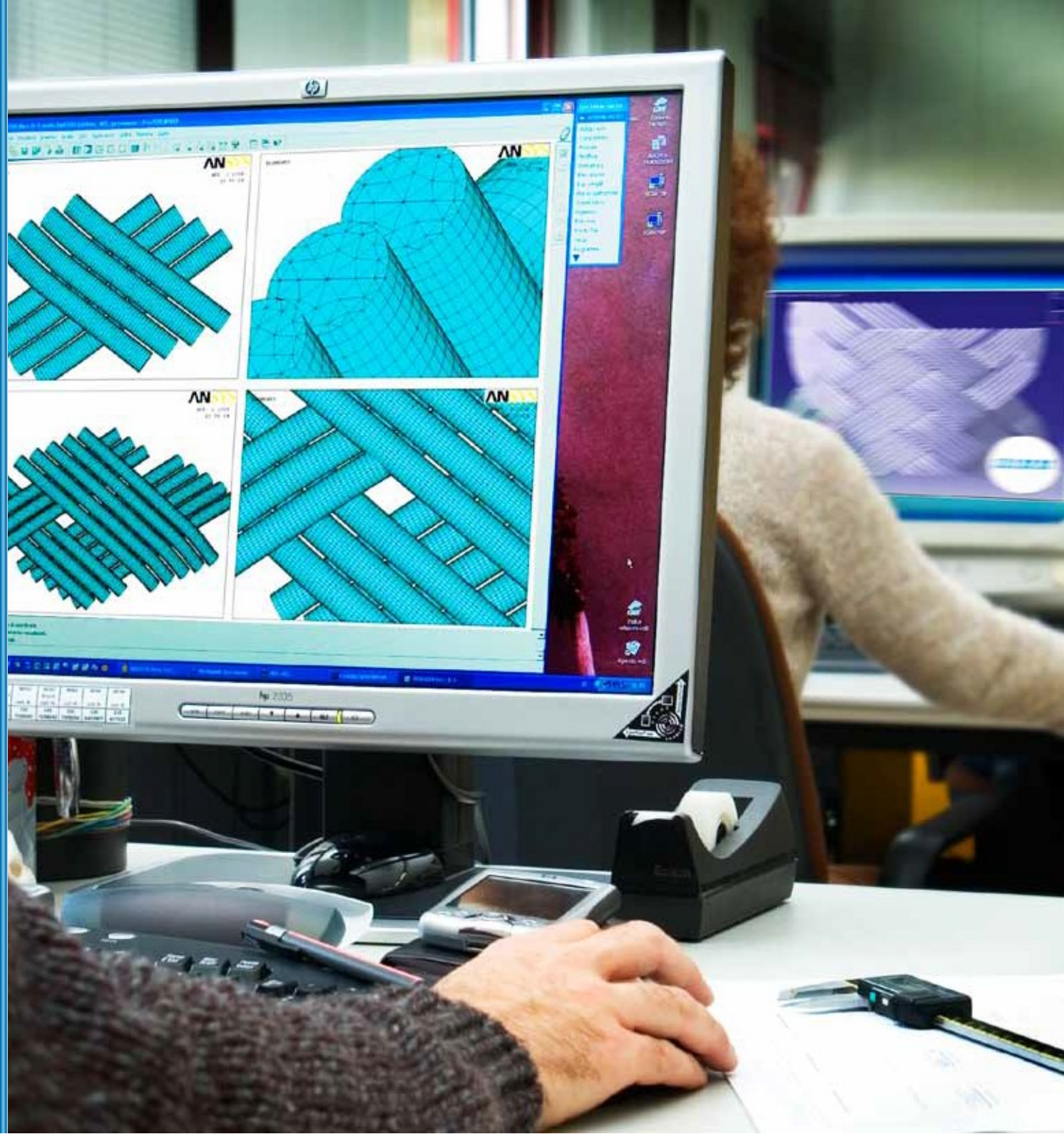


# I.M.M.

## WORK AND RESEARCH FOR BETTER COMPETITIVENESS IN THE MARKET

The commitment is constant towards researching, developing and designing new products for continuous improvement of the existing and future systems. The goal is to meet the most stringent specifications and demanding applications.

I.M.M. Hydraulics works with selected research and development centers outside the company and with the most prestigious universities.





# SEARCH AND DEVELOPMENT

The growing need for adaptation towards high technical and quality standards has prompted the company to adopt investment policies oriented towards technological innovation.

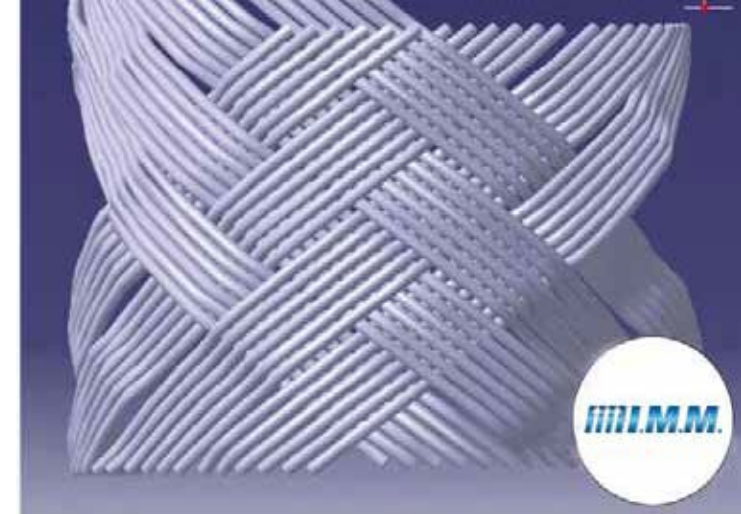
In many respects, only internal resources may not allow one to open new frontiers of research, particularly in light of the rapid progress of technology for analysis and development. For this purpose, I.M.M. Hydraulics has pursued a policy of open collaboration with leading research and development centers in the area (also in the view of enhancement of the local industries and active collaboration with the specialized technical centers).

This strategy has resulted in investment projects, more and more often in synergy with the excellent projects of the mechanical sector.

The studies were developed in collaboration with the Technical Departments of the University of L'Aquila, with the Faculty of Economics and Commerce of Pescara and with many of the Specialized Technical Institutes in the Abruzzo region.

The projects covered development of innovative new products, not present on the market; research on special materials; studies on the optimization of the workflow; analysis of the processes of industrial innovation and logistics; funding scholarships and PhD programs.

A continuous and innovative link between the market, production and development.



# IMM Hypress

IMM Hypress **point**  
IMM Group

In 1992, because of the consolidated experience and highlighted the exponential growth of production, the brand-name Hypress is created, the commercial network products sales of the I.M.M. Group. In the years after, a affiliation is developed called Hypress Point.

**Providing solutions rather than simple products.** The perfect combination of technological know-how and strong customer focus permits one to freely give advice in the training facilities, from kitting beside the machine to the mobile service 24 hours a day 7 days a week.

*Your Partner of the  
power transmission*

- **Optimization of logistics** ensured by an extensive presence on the territory of modern management systems that allow shipments of the rapid order fulfillment by offering the client a high profile service.
- **A wide assortment of fittings, hydraulic pipes and equipment for all applications.** Due to the high technical skills of its operators, it is able to fit any type of pipe quickly and provide spare parts and accessories in the hydraulic sector at competitive prices.





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