

# WHO CHOOSES HYPRESS

## NEW PARTNERS FOR HYPRESS



### WOODLINE STRONG for passion

The passion for wood-splitters has a twenty seven years history in the Alpini family. From 1998, Woodline has become a strong player in the sector of woodworking machines, producing solid, compact and versatile wood-splitters, perfectly in line with the European safety standards, and above all reliable. "Strength and passion", the motto chosen by Woodline has found on Hypress Point cooperation the right Company to work with, with the purpose to increase together towards more and more successful goals.

### DOLOMITI MAC

becomes Hypress Point in Belluno

Dolomiti Mac is an official dealer for well recognized brands all over Belluno area; moving its warehouse to the new plant in Trichiana, Dolomiti Mac decided to complete its range including Hypress products, in order to improve level of service for its customers. During an interview, the owner of the Company, Mr. Feltrin, declared: "this was the missing step for us, to give to our "high demanding" customers a very high quality product at a competitive price, always available and well known. I'm really satisfied for this choice and happy to be sure that my customers will be supplied more and more with quick service and without mistakes. Any working lead time for the machines should be an expensive problem for my customers: being an Hypress Point we have been able to reduce to zero any hose assemblies failure, as also to increase our power on the market with a new wide and available range.



**g.a.d.e.** from 1980 milling machines

25 years experience in the manufacture of sheet milling machines and continuous improvement in product quality and client service have placed g.a.d.e. in the group of top Italian manufacturers in the sector. g.a.d.e. entered the business world in 1980 when it started planning and producing hydraulic press brakes destined to the sheet working industry.

Nowadays g.a.d.e. thanks to the continuous evolutions of its products plans, produces and markets electronically synchronized press brakes, torsion bar press brakes, squaring shears and electric press brakes. Moreover g.a.d.e. offers an efficient after-sale service.



#### New sites

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#### POINT ITALIA

Atessa / Belluno / Bolzano / Brugine / Due Carrare / Genova / Marostica / Termoli / Terni / Torino / Trento / Valdengo / Verona / Vicenza



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For pressure until 550 bar



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## LEADING ARTICLE IMM Magazine NO. 23 / april - july 2009

Dear Friend, I write...

It seems that the passing of time has become relative rather than absolute in nature. The past three months, between the current and previous newsletter, has become a lifetime and it no longer seems to be the expected short period of time as compared to the passing of years, decades or even centuries.

Within these three months, we have seen many events that for previous generations were considered predictable or even indisputable certainties, but now are unpredictable and uncertain due to the current financial crisis. It is as if we, as individuals, businesses and institutions, are caught in an unrelenting sea-storm, sailing against huge waves breaking against a dangerously rocky coastline whilst being wildly tossed about by a chill-filled gale. We endeavour to sail on through the storm. At times, we may lose our sense of direction, be discouraged, or even seek hopeless opportunities of respite, but ultimately, the experience will lead us to rediscover our insurmountable will to survive, a will that may have been diminished or lost during the flourishing economic periods. It is in this metaphor that summer 2009 has come and gone. We know that the current recession is still at its height and that the credit crunch has not abated. These facts are contrary to media reports that indicate an impending end to the economic slowdown, even though we are aware of the myriad of "For Sale" and "To Let" signs being placed near businesses that are renting or even selling their premises after having dismissed their workers. These are all businesses who until recently were hives of productivity. We are left with a bitter sense that all is not being said about the crisis.

Be this as it may, we as I.M.M. strive to use our newly discovered strength and determination to succeed as well as our greater sense of creativity, coupled with our proven expertise and distinctive passion, to chart a new course through the storm. By initiating a new cycle of investment: in technology, research, knowledge and expertise, we are paving the way for an Autumn 2009 season filled with new and innovative products and solutions, tailored to our current client needs.

We have successfully strived (perhaps not in such severe financial circumstances) numerous times before to achieve our goals, ambitions and dreams as well as those of our clients. Without doubt, we will successfully achieve this again.

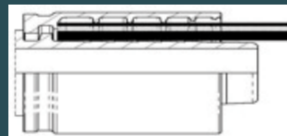
As the well known motif goes, Dear Friend, I write... I write to invite you to allay your fear, your anxiety and your distress. Together, with trust, we can build a better and prosperous future.

## 3 HOSE ASSEMBLY

### HOSE ASSEMBLY PREPARATION

Ensure that the collar and fitting tail are correctly inserted:

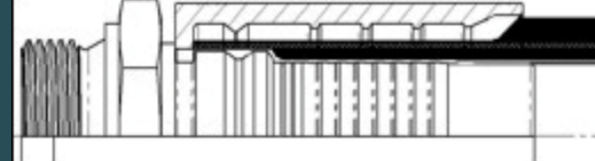
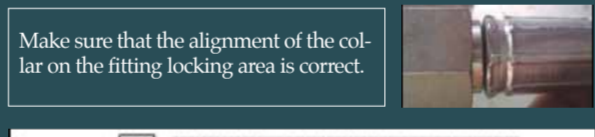
When using collars with a "hose stop" seat, ensure that the hose is inserted up to the collar seat



When using skive collars or collars that don't have a "hose stop" seat, it is advisable to mark the correct depth of the collar on the hose.



**NOTE:** Where slip on nut fittings are present ensure that the plastic ring doesn't slip out while crimping.



When using interlock fittings ensure that the collar tooth is correctly and fully inserted, lubricants or pneumatic tools should be used to ease the entry of the fitting tail into the hose.

**NOTE:** It is advisable when dealing with interlock hose assemblies to insert and crimp only one fitting at a time, as fitting movement can occur on a loose fitting while the other end fitting is being knocked in.

Always ensure that fittings are fully inserted into the hose before crimping, failure to do so can result in fittings coming off during operation.

### FITTING ANGLES

Position the far end fitting in a vertical position and rotate the fitting closest to you to the required angle.



Consider the natural curvature of the hose in order to avoid putting any unnecessary stress or mechanical deformations on the hose assembly.

**NOTE:** Once a hose has been crimped do not forcefully rotate the crimped fitting as this can lead to the hose being permanently damaged.

## WHAT IS HAPPENING IN EUROPE?

FROM HANNOVER MESSE UNTIL TODAY. THE FUTURE PROSPECTIVES



### HANNOVER MESSE

What is happening in Europe?

Hannover Messe still seems to be one of the most important fairs in the energy, pneumatic, automation and hydraulic business fields. With the current economic crisis there has obviously been a reduction of visitors to the show yet the global interest of the Hannover show remains at a very high level. In fact, the 2009 fair has seen 210.000 visitors during the five days (compared 230.000 visitors in 2007). These data leave some concrete perspectives of hope, also linked to some awakening signals of a part of the market; in fact, the immediately successive period to the Fair has supplied some new positive indications, finding a stability to the waves of turnovers as also a new increase of program orders. Although there are obviously still not enough elements to consider these little signals representatives of an immediate resumption, it is interesting to have once again long term view, to be considered good auspice and possible wind of optimism. Certainly a cue to try to catch any minimal injection of confidence: a way to consider this period not only as a crisis time, but also as a temporary change, with the consequence to discover new eventual opportunities that could derive from. A way to give confirmation to the sentence: "when the storm comes, some build walls, the others build windmills". Back to data from the exhibition, there has been a large reduction of visitors from potential customers from countries out of Europe, but there still is an interesting presence of middle-European visitors. With the new recognized global structure of the IMM Group the IMM stand continues to draw interest and attract visitors: many new contacts have been established with Hypress Germany sales team, as well as contacts with other European businesses have been welcomed at the IMM stand. More and more emphasis towards brand promotion, the IMM stand has contributed a large and strong impact towards Group image with a high profile hydraulic name: a big IMM cube, but completely open to be a meeting point with the combinations of a manufacturing power, quality focused company and including Hypress ability to represent a distribution network servicing customer care. In one motto: Fluid Power Care. IMM presented during the 2009 Hannover Messe its new catalogue edition divided into flexible and rigid lines. The new release machine part of the catalogue gives a complete view of a global hydraulic package, for which all visitors have appreciated. Also appreciated was news about the new industrial hose plant in Tunisia, the new special swaging machines (particularly the light model), stock management on the kanban model basis, new development on Hypress Points and new branches (such as Czech Republic). In this current economic crisis that we are experiencing IMM is committed to continuous improvement as this is one of the few significant options that will enable IMM to come out from this "quiet" period stronger than before. The right choice and the right brand to work with. See you at Fluidtrans 2010 in Milan.



## NEW ZINC - NICKEL PLATING SYSTEM

### New Zinc - Nickel



Aiming to improve the already excellent performance characteristics of the current plating used on all fittings, IMM offers additional solutions in the field of plating.

With the current iridescent trivalent plating as well as the special alternative iron-zinc-iron plating (black colour), zinc-nickel plating is now also available. In compliance with the new environmental requirements all plating is free from hexavalent chromium

Conformity to European Directives 2000/53/EC (cars) and RHOSS (electrical and electronic equipment).

Each type of plating has slightly different varying performance characteristics against corrosion depending on the environment the plating is subjected to. The standard iridescent trivalent plating used in most applications offers a resistance to corrosion (red rust) of 400 hours guaranteed exceeding the standard reference.

Black iron zinc iron plating offers a higher resistance to corrosion typically requested in the automotive field and in special sectors, where the plating is in contact with corrosive and saline agents (fertilizers and salt). This plating offers a resistance to corrosion (red rust) of 800 hours.

The new zinc-nickel plating has shown resistance to corrosion (red rust) of up to 1200 hours. Laboratory test in salt spray chambers have shown excellent results against corrosion also on assembled (deformed) fittings.

For most applications the performance of the zinc-nickel plating is nearing the corrosion resistance level of stainless steel at a notably lower cost.

## I.M.M. Hydraulics (UK) Ltd, ASSIST IN THE TRAINING OF A GLOBAL WORKFORCE.



**MECHATRONICS  
International Ltd**



As the sole British manufacturer and leading supplier of high quality teaching and training equipment and systems covering the subject areas of:- Hydraulics and Pneumatics, Mechatronics International Ltd can now offer A fully portable training system which is now available to the market place. This system has been designed and developed by trainers who have many years of experience of 'on the road' training where portability is essential. It is intended for those who are offering training at a variety of locations, or where hydraulics training is not undertaken on a daily basis and therefore a dedicated hydraulics laboratory is not a feasible option. The system can be supplied in suitcases to aid transport and storage, the range of equipment available also includes electro-hydraulics and proportional hydraulics. A big advantage of this system is the use of 'Flat Face' self sealing couplings, which make the system extremely clean in use, a fact endorsed by a number of clients who use the system in carpeted training rooms. The portability has been a major success in the USA due to the amount of 'on the road' training that they cover and also the distances involved.

The extensive range of training equipment and supporting range of courseware and teachware is all based on 'genuine' industrial products and applications, covering School, College, University and Industrial level training requirements.

I.M.M. Hydraulics (UK) Ltd, have been chosen as the preferred supplier of Hydraulic Hose / Fittings / Adaptors and Quick Release Couplings, as Barry James the Managing Director was looking for a supplier that could meet his criteria in the three major areas, of Quality, Cost, and Delivery, whilst at the same time providing Safe, Leak Free, reliable products to his customers.

## Hy Mega Jet HOSE

For foundation layer



Jet grouting technology (or also simply jetting) has recently become a common system: it consist of fluid injection at a very high pressure in the ground, with the purpose to consolidate part of earth zone, in order to increase the specific mechanical performances as also resistance and permeability.

Very high pressure injection procedure through special sprayers is able to "break up" and mix again an underground area before going on with new constructions.

For this purpose, IMM studied and manufactured a new product, suitable for this special application: MegaJet rubber hose, a four layers spiral version, able to reach 550 bar working pressure performances.

Skilled technicians from Hy-press supplies specific assemblies, giving warranty for an high quality performance under pressure, through an optimized solution for each application, including safety line, no blowing off systems and accessories.



## HYPRESS NEWS: PRODUCTS AND SERVICES

### "The Idea Box"

Suggestion box

Starting from April 2009 IMM Group is pleased to implement a suggestion box scheme.

If an employee has an idea to solve an issue about Safety, Quality, Efficiency improvement and Simplifying Working Activity can make their suggestion for a solution in writing.

This scheme was created to encourage the active participation of employees on the continuous improvement of IMM Group, to increase the level of communications among people, to simplify procedures and save money, to help to suggest new ideas with the knowledge and experience

of our employees, to improve creativity of people, to improve the quality of our product and services and reach high standard performances.

IMM Group encourages this activity and in recognition will reward one or more of the suggestions for each category, and also reward the best idea of the year. IMM has decided to reward some employees suggestions even if the suggestion is not implemented immediately.

IMM Group has organised a team to assess the suggestions and decide which ones should be implemented and rewarded. We note that the level of participation of our employees was already high in the first weeks of the scheme.



### Hose coiler and true metre

New true metre hypress



Introduced as a new product during the Hannover Exhibition, the new Hypress true metre has been an interesting and successful product, due to its compact size, quality of manufacture and features. Finished in blue or green and customised with Hypress logo, the true metre is also compatible with and can be mounted on our hose coiler with an automatic cutter system. The special style of wheel guides guarantees stability and precision, avoiding the possibility of the hose sliding and therefore avoids measuring errors. Compatibility with new hose coiler gives an opportunity to have a complete and useful accessories package for an integrated assembling centre it is possible to set the internal diameter which coiling the hose on (with dimensions  $\phi 200$ ,  $\phi 250$ ,  $\phi 325$  and  $\phi 400$ ) it is possible to rotate the disks in order to have more simple loading and unloading operations rotating disks have a pre-loading procedure, in order to set the resistance for rotation in a proper way coiling disks have been studied with following options: ergonomic slits to let the operator simply take the disk and rotate it ergonomic slits at  $120^\circ$ , to have a more simple binding operation of coils true metre position can be selected according to hose diameter to be coiled hose coiler loading structure is enough strong, up to 250 kg on each disk hose coiler structure is very compact and stable also available the single coil version.

### New Products Catalogue

Hypress new catalogues

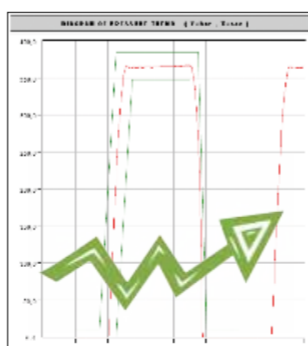


IMM presented during the 2009 Hannover Messe its new catalogue edition: hydraulic hoses and hose fittings in the first section, rigid pipes and adaptors in the second one.

A complete range of hydraulic hoses, now going up to 3" spiral lines with the new manufacturing plant in Italy, together with wide options on braided versions, both with new Basic line as also top high series, certified and approved from third part official bodies; special and customized versions, application focused solutions, from MSHA mining safety products to anti-abrasion lines, Jet grouting solutions, jet cleaning types, very high pressure series, smooth cover options as also a lot of further products. Included is an exclusive range of fittings and adaptors, covering all international standards, all with an additional technical section and analytic index, with the aim to give the customer a clearer understanding of possible applications and solutions.

### The "COOL" hose BV approved

Continuous "cold starts" are a major factor in hose assembly failures, more on earth mover transporters. Due to thermic stresses (cold oil, warm oil) normally applied to hoses when operational. (specially on the hose & fitting connection area) The hose is less flexible at low temperatures which generates a loss on elasticity causing oil leakage. In order to address this type of issue, IMM has developed a new hose specifically designed to overcome this type of problem. This product has been studied with the purpose of allowing it to pass all the pressure test procedures in combination with extremely low temperatures. proofs. Impulse tests in the laboratory, with hot and cold cycles, have been approved by Bureau Veritas. The result is a product able to cope with temperature jumps, without reducing performing characteristics giving a warranty and assuring you of a BV approved assembly.



### New Tube Bending Department



The bending department in the main plant of IMM Hydraulics SpA has been renewed and updated with new automatic lines. All the machines have been moved in a new area, properly rebuilt, as also upgraded with new electronic systems able to make proper quality checks, process analysis and additional steps like deburring operation after tooling phase. Automation permits to increase the bending process speed, but mainly to optimize all steps and to grant an higher security level, reducing to a percentage close to zero the possibility to have injuries for operators.

### IMM Magazine



### FAIR PLAY<sup>®</sup>: ABRUZZO

For the second time the IMM Soccer Team has proved to be a fair play oriented team: in fact, at the end of the regional championship (2nd division) the IMM team have been classified as the most sporting and fair play orientated team from the Abruzzo region, winning for the 2008-09 season the Fair Play Cup. The cup is awarded to the team who receives the least red and yellow cards and who also display the most sporting behaviour during the matches. A further confirmation of the sport loyalty and values of the IMM soccer team and all of its players.



### IMM SPORT CENTER

Opening day for the new sport center in the main plant in Atessa. A new multipurpose structure inside the company area, for IMM employers only, mainly for tennis and five a side soccer; a further confirmation of IMM interest to take care of human relationship as also to underline social purpose of the Group: ... Sport Power Care.