

What does opening a point mean?

The 20 years experience in this field allowed Hypress brand to achieve skill, professionalism and know-how, which are addressed to businessmen who desire to undertake a commercial successful activity.

PRODUCTS – SOLUTIONS – RELIABILITY

We address to new or existing activities, garages, industrial equipment shops etc. which desire to give their activity the suitable features to work with professionalism in the fluid line field taking advantage of Hypress brand and experience.

ITALY POINTS

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

OUR NEW SITES

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BARI (relocation)

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VICENZA

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- Make use of a well-known brand and of a complete image and communication support
- To work with a leader Group
- Invest money in a profitable and growing activity reducing any risks

Who decides to take part in Point projects will follow free training courses with practical and operating overview in order to get the necessary know-how to assure the final user a product guarantee over three years. The Point will have access to IMM and Hypress networks in order to check in real time the availability and status of orders highly reducing time of order management.



>> MILAN, BILBAO AND ZARAGOZA EXHIBITIONS
The new hydraulic frontiers

>> NEW HYPRESS PARTNERS
OM Forklift Trucks / EFFER Cranes

>> BRANCH IN SOUTH AFRICA
A shell-proof plant



>> TRAINING COURSES

>> PRODUCTS: NEWS
"NO-SKIVE" Ferrule
For spiral hose

New courses to
Thyssenkrupp

>> TO OPEN A POINT
Choose to be a
winner!

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LEADING ARTICLE

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From black to white

During these months I'm celebrating my 25 years trip in Fluid Line world. From a lonely adventure inside a complete unknown division to 500 people who move I.M.M. Group today, my personal travel has been long and difficult, but always exciting and gratifying.

Seeing boys and girls without any experience to grow and become men and women with high professional knowledge, being present at the birth of productive plants and commercial sites all over the world, realizing that products improve in quality, quantity and range, achieving day by day respect from the market: all that, feeds and keep on feeding our desire in growing and our persistency for new challenges. In the meantime my hair change their colour from black to grey, while next white goal will prove my personal contribution to the experience.

There have been lots of changes during the daily development of this dare lasting quite a quarter of century: from single product Company to multi-products and multi-range one. From a business addressed to a local market to a multinational reality directed towards the export and be directly present at the most relevant markets of the world. Technology, know-how, strategy, vision, summarized in a unique way to attitude and in an ethical approach towards all our stakeholders.

In the meantime, more than us the outside world has changed! And much faster we should change because, as commonly said, the only fixed value will be the variability, less relying on past rules on the management of the future. World changes and markets change too. The fight over the prices becomes spasmodic and the Far East attack saves nothing and nobody. Our products continually grow in quality while decrease in prices, defeated from wrong competitors and crazy raw materials. At the same time, out of the cinemas, chestnuts which costed 500 Lire today reached 5 Euros! In real terms, can we say the same about fluid line products? If, from one hand, the globalization changes completely any terms of the economic history and force relations on the market, on the other hand, it offers competition and business chances by far. It depends on us and on our skill to be able to seize them. Until ideas, knowledge, quality, business attitudes correctness, results sharing with customers and suppliers will be relevant, we will be here and we will keep on doing our best day by day, believing always in our all-time saying: "The ambition of the continuous improving!"

Introducing the "Number Zero" of this newsletter, I thank and dearly greet all people and Companies who contributed, contribute and will contribute to build together with us their and our success.

Planned Courses

CONNECTION SYSTEMS FOR FLUID LINE INDUSTRY
Preparation, installation, maintenance and safety of hydraulic connections.

The growing number of accidents at work reinforces the importance of consistent awareness projects on security process issues. The course aims to provide an overview regarding connection systems for Fluid Line Industry offering an important opportunity for training, retraining and specialization courses. It also provides useful information about safety for each operator.

The course consists of a general and operative form as follows:

- Introduction to Fluid Line Industry
- Introduction to rigid and flexible connection system
- Assembly hose choosing
- Suggestion about preparation and installation
- A pointer to safety and maintenance



THYSSENKRUPP TRAINING COURSE

IMM in order to provide a complete service to its customers intends to offer a consulting service and training course to give essential tools to neutralize risk factors linked to the connection system for Fluid Line Industry.



A visit with Thyssen technicians made it possible to analyze machinery and hydraulic systems to highlight any weaknesses and to find some alternative and reliable solutions.

Together with the advisory service it has been offered a training course for all the technicians and maintenance men.

For any further information
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1 ASSEMBLER ASSEMBLY HOSE PREPARING

REMEMBER:

Inside SAE J1273 you can find the following information: "the hose supplied by a specific manufacturer is not generally consistent with fittings supplied by a different one"



Using IMM products according to standards and information correctness guarantees an high quality level and long-lasting resistance of assembled parts. Refer to our catalogue and our technical documents in order to choose the correct cross references and swaging values to use.

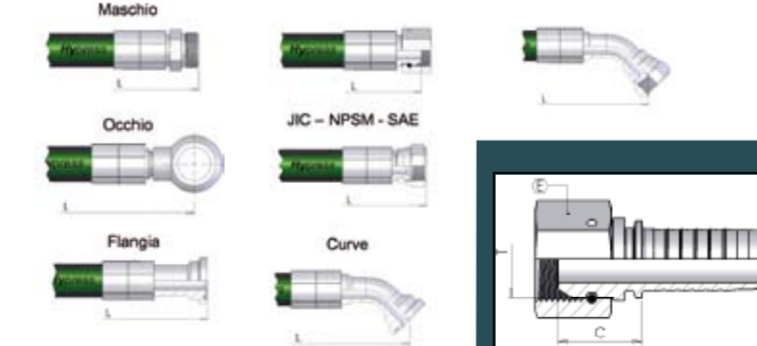
SAE J1273: Components checking

Below you'll find an excerpt of mentioned regulations about some checks to do: Before assembling phase you have to check each component as:

- Configuration and type
- Cleaning
- Damages on covering
- Dents
- Diameters
- Blockages into the inner hoses
- Other visible faults
- Damages
- Suitable lengths
- Bubbles - bulging
- Burrs

Length of assembly hose

Length of assembly hose is calculated according to the following scheme:



For cutting consider size "C" on the fittings catalogue.

Remember to consider the possible extension of the ferrule in the calculation of the total length.

In case assembly hose length is not specified, please take in consideration the following information:

- FOR HOSE LENGTH UP TO 630 MM:
for nominal diameters lower than 25 mm, the tolerance is (-3mm +7mm)
for nominal diameters between 25 mm and 50 mm, the tolerance is (-4mm +12mm)
for nominal diameters higher than 50 mm, the tolerance is (-6mm +25mm)
- FOR HOSE LENGTH BETWEEN 630 MM AND 1.250 MM:
for nominal diameters lower than 25 mm, the tolerance is (-4mm +12mm)
for nominal diameters between 25 mm and 50 mm, the tolerance is (-6mm +20mm)
for nominal diameters higher than 50 mm, the tolerance is (-6mm +25mm)
- FOR HOSE LENGTH BETWEEN 1.250 MM AND 2.500 MM:
for nominal diameters lower than 25 mm, the tolerance is (-6mm +20mm)
for nominal diameters higher than 25 mm, the tolerance is (-6mm +25mm)
- FOR HOSE LENGTH BETWEEN 2.500 MM AND 8.000 MM:
regardless of the hose nominal diameter, the tolerance always is (-0.5% +1.5%)
- FOR HOSE LENGTH HIGHER THAN 8.000 MM:
regardless of the hose nominal diameter, the tolerance always is (-1% +3%)

WHO CHOOSES HYPRESS NEW BUSINESS PARTNERS



EFFER CRANES
www.effer.it

"Forty years ago we issued a challenge to gravity. On land and sea. A challenge that every day our cranes win raising tons of materials in the whole world. A challenge we win by means of technology, strength and performance of innovative models."

According to this strong business philosophy HYPRESS chooses among its partners EFFER Cranes, one of the most appreciated and reliable companies manufacturing Professional Cranes in the whole national territory.



SOLO UNA GRU EFFER
PUO' EGUALIARE
UNA GRU EFFER



FORKLIFT
TRUCKS
www.om-mh.com

"OM" Forklift Trucks, a leading company in Italy for achievement, sales and forklift trucks renting has decided entrusting the hydraulic system fulfilment of its products to HYPRESS.

For years "OM" Forklift Trucks has proposed high quality products on the market with a strong business growth and an unmatched credibility. We are very pleased to include among our trading partners a company that aims to invest on hydraulic components research for high quality and reliability undoubted.



NEW HYDRAULIC FRONTIERS: EXHIBITIONS IN MILAN, BILBAO, ZARAGOZA, VERONA AND LANCIANO



FLUIDTRANS COMPOMAC
MILAN - MAY 27-30, 2008

Registering over 60.000 attendees with about 18.000 foreign visitors, Fluidtrans Compomac Biennial Exhibition established itself as a great event for professional operators. Even this year I.M.M. Hydraulics S.p.A. takes part to this traditional and important appointment with the most eagerly awaited international event for Fluid Line Industry.

New innovative and impact stand showed visitors a strengthened reality as I.M.M. GROUP, a synergetic integration between productive activity and business distribution with Hypress network, in Italy and abroad. With the presence of all branches and commercial offices leaders (Italy, Great Britain, Germany, France, South Africa), during these four days our stand has received a lot of visitors interested in company development plans in addition to new products and commercial collaboration opportunities with a side dedicated to "Hypress Point" proposal.



BIEMH
BILBAO - MARCH 3-8, 2008

An approach to Spanish market made by Hypress network, with an appreciated stand at the Spanish Machine Tool Biennial. A very professional attendance in a new functional show floor: Hypress stand focuses his attention on sector operators and launches a new "brand" on the Spanish market.



SMOPYC
ZARAGOZA - APRIL 22-26, 2008

Hypress attends to International Show of Public Works, Constructions and Mining Machinery. Positive contacts with a lot of manufacturers present with its own show floor; Hypress puts across the Spanish market its capability based on assistance, spare parts and design.



NATIONAL AGRICULTURAL EXHIBITION
LANCIANO - APRIL 24-27, 2008

Even this year Hypress takes part to the National Agricultural Exhibition in Lanciano, with a show floor greater than the previous editions to establish itself as a leading company at a local level. Hypress network puts itself as "hydraulic partner", with a widespread supply capacity and a complete range of products. An innovative approach to planning joint efforts with the manufacturers: inside our stand you can find a BSI vehicle with complete hydraulic diagrams designed and achieved by Hypress staff. Another interesting point is a simulation of a Hypress Point preparing.



SAMOTER
VERONA - MARCH 5-9, 2008

Samoter Exhibition in Verona (more than 100.000 visitors in this edition 2008) was an excellent opportunity to introduce to visitors the birth and development of new commercial branch placed in Schio (VI). It also was a very complete presence at this Exhibition with managers of all Italian Hypress branches. A further confirmation of positive feedback about operators and Hypress network capacity as reliable supplier in the market of Fluid Line Industry.



soon

... from 12 to 16 november 2008



On the occasion of this exhibition it will be introduced a new brand image based on this concept

OUR STRENGTH: EVERYWHERE

To emphasize our presence above all categories of products and most of all as far as farming is concerned.

We are pleased to meet you at
HALL 15 STAND 12



OUR STRENGTH: HYPRESS IN EACH FIELD

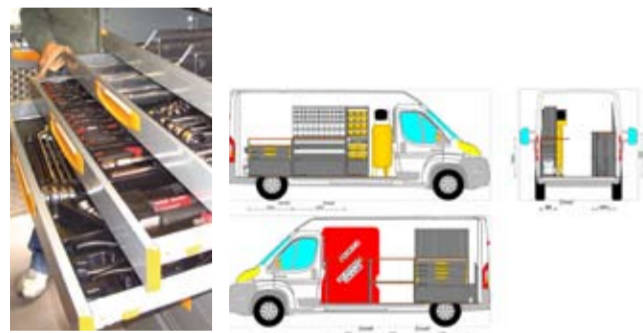
HYPRESS NEWS: PRODUCTS AND SERVICES

IMMmobile

Complete mobile workshop with specific fluid line equipment



What is necessary to offer a complete maintenance and repair service on-site in the industrial and productive machines field. All comforts and features of a real workshop without giving up the convenience and mobility of a motor vehicle.



Efficient shipments and more convenient packagings

We deliver goods door to door, saving time and making faster the picking areas. It's through this new technology that we want to propose an high level service on the distribution logistic and the Hypress products stocking, in order to assure a perfect combination between the customer request and the real shipment. Hi-Tech machineries which allow to easy match the desired product saving lots of time and getting more precision.



New compatible line "Panolin"

Facing the increasing request to use biological oils, IMM is developing the eco-compatible spiral 4SP/4SH lines. First testings with a widespread biodegradable oil (Panolin HLP SYNTH 46) gave good results widely exceeding all performances required by the International Standards.

New swaging machine made of aluminium

News in the field of assembly machines, introduced during Fluidmac 2008 too, the portable swaging machine combines a good versatility with interesting technical and performing features. Structured to be used both in assembly centres and on-site actions, it's really suitable as a component of the "mobile" kit. Available at the moment in the manual version (next pneumatic version too) it has just a weight of 15 kilos and an innovative design.

introduced during
Fluidtrans Compomac 2008



"NO - SKIVE" Ferrule

For spiral hose

In order to optimize our range of products, the developing projects have been addressed towards the possibility to limit the use of swaging ferrules, to advantage the management ease of the assembly steps and the reducing of the stocked codes number. This direction follows the company management processes too, such as the "Lean Production" and the automation of the warehouses system. At this proposal, a series of assembling ferrules has been developed and tested with high pressure spiral hose, but through an innovative way than the traditional ones.

Indeed, the swaging process on spiral hoses occurs after a first skiving step of the rubber covering of the same hose; BMC version, thanks to a new profile, allows to make directly the swaging step, without skiving process, being able to reduce assembling times and avoiding the rubber removing and the corresponding dispersal in the environment of the skiving residuals.

Therefore:

- Rubber reducing
- Stock efficiency
- Emissions reducing (care of environment)
- Elimination of skiving times
- No more mistakes during skiving process



MERCHANDISING

When the strength of a group Follows you each step

The Merchandising catalogue was born:

- flags
- corners
- standards
- gadgets
- glass stickers
- vehicles equipment
- premises equipment



hundreds of items ready to enrich Hypress sites and points.



SOUTH AFRICA

Bombproof plant

Surviving soldiers!!



This is one of the most resistant MRAP mean shot by a bomb of 500 lb (IED). The vehicle has been completely destroyed, but no soldier got consequences after the explosion, being able to leave the vehicle. The explosion has moved the military vehicle out from the road. The article, extracted from a South African newspaper, refers to a military mean with fluid line equipment supplied and assembled by our South African Hypress branch. This proves the efficiency of the used connection systems and the equipment procedures.

RAID MOTORCYCLING

Raid Motorcycling, passion and respect for natural landscapes, trips towards adventure represent the core of the Association "The Iron Age" of Lanciano. I.M.M. and Hypress share their passion and they are proud to see their brands all over the world through not competitive raid but "high pressure" one anyway! The last May tour showed the members of the Iron Age performing with double-cylindrical enduros over 3.000 km of digging ups and mule tracks through Croatia, Bosnia, Albania, Montenegro and Greece in the "Balkan Tour 2008"! Next raid, "From the Appennines to the Andes", starting from 27th of January 2009: 5.300 Km ca. from Buenos Aires through Argentina, Brazil, Paraguay, Bolivia and Peru as far as Lima. Good Bye to future "Andes" pictures, still high pressure with I.M.M. and Hypress!



IMM SOCCER

Being quite composed of just boys employees of IMM Group, the team (directed by the coach, as well as IMM storekeeper, Pino Di Toro) gained for the second time on its history the promotion to the Second Category of the Soccer Championship. In the lead since the second championship day, IMM team achieved the final exciting success during last minutes of the last match, thanks to human resources manager's goal Alessandro Verratti and to CNC operator's one Andrea Di Toro. A double satisfaction, for a team born just for gathering feeling without any professional soccer players.

Good luck for the next Championship!



VII FESTIVAL "PIZZA SCIMA"

Seventh edition of the traditional Pizza Scima Festival (typical Abruzzi product: a sort of unleavened bread cooked under the traditional "coppo", a metal lid covered with embers). Three thousand people more or less took part to the Festival this year organised by IMM Sporting Society; a four-sided soccer tournament is combined with the Festival (Memorial Marco Melchiorre- Mariella Staniscia), arrived to the fourth edition. Part of the proceeds of the Festival and the four-sided soccer tournament (this year € 2.500) are offered to AIRC (Italian Association for Cancer Research).



IMM Magazine

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