Manuli Rubber Industries
Profile
Manuli Rubber Industries: summary
MRI Corporation, Manuli Hydraulics, Fluiconnecto by Manuli, History.
MRI Corporation

Mission

Manuli Rubber Industries (MRI), established in 1935, is a multinational corporation with two distinct global organizations:

- **Manuli Hydraulics**, focused on achieving excellence in the design, manufacture and sale of machines and fluid conveying rubber/metal components for high pressure hydraulics and oil & marine applications.

- **Fluiconnecto by Manuli**, focused on achieving excellence in providing end-users from all sectors with top quality hydraulic components and technical services.

MRI is committed to deliver sustainable value to its stakeholders, through excellence in innovation, quality and service.
MRI Corporation

Overview

1935 - 2010

75°
MRI Corporation

**Highlights**

Net sales 2010
€ 269.4 mil

30 subsidiaries worldwide

2,324 employees (average)
MRI Corporation

2010 Net sales evolution

In 2010 the net sales of the MRI Corporation reached €269.4 million.

2010 vs 2009
+32%
MRI Corporation

2010 Net sales by area

- Europe 53%
- Americas 18%
- Asia Pacific & Oceania 23%
- Middle East & Africa 6%
MRI Corporation

2010 Net sales by business

- **Hydraulics**: 65.4%
- **Oil & Marine**: 4.5%
- **Fluid Connectors**: 30.1%
MRI Corporation

Research & Innovation

Technological and product innovation is the result of an intense research activity conducted by a team of highly skilled international engineers of the Aldo Occari Innovation Centres (AOIC) located in:

- Italy
- France
- Poland
- China
- India

The AOIC facilities are equipped with advanced test and laboratory equipment, focused on developing high technological and integrated solutions for our customers.
MRI Corporation

Research & Innovation

AREAS OF ACTIVITY

- Hydraulic, refrigeration and offshore applications
- Technical service and application engineering
- Integrated hose and connectors design
- Assembling operation development
- Hoses and connectors technology development
- Advanced design methodologies (concurrent engineering, benchmarking, CAD design, FMEA analysis, etc.)
- Rubber technology and materials development
MRI Corporation

*Environmental policy*

In compliance with ISO 14001 regulation, MRI Corporation pursues a sustainable development model through the engineering of products and operational methods with low impact on the environment and people’s health.

**ISO 14001: 2004 certified plants**
- Manuli Rubber Industries - Italy - Hydraulic Hoses
- Manuli Rubber Industries - Italy - Oil & Marine Hoses
- Manuli Hydraulics (Suzhou) - P.R.C. - Hydraulic Hoses
- Manuli Hydraulics (Suzhou) - P.R.C. - Hose assemblies
- Manuli Hydraulics Polska - Poland - HY Connectors, Refri & A/C systems
- Manuli Hydraulics UK - United Kingdom - Hose assemblies
- Manuli Hydraulics Europe - Czech Rep. - Hose assemblies
- Manuli Otim - France - Hose assemblies
- Manuli Hydraulics Korea - Korea - Hose assemblies
- Fluiconnecto By Manuli - South Africa, Products & Services

**Eco - friendly products**

- **Bio** Wire spiral reinforced hose range for biological and mineral oils compatibility
- **ECOAT** zinc plating for fittings Dual Anti-pollution Safety Hose
MRI Corporation

*Environmental policy*

MRI Corporation is committed to safeguarding people’s health and safety on the work site. The Group was the *first company* in the hydraulic sector to achieve in 2005 the *Occupational Health and Safety Assessment Series (OHSAS)* certification.

**OHSAS 18001:2007 certified plants**

Manuli Rubber Industries - Italy, Hydraulic Hoses
Manuli Hydraulics (Suzhou) - PRC, Hydraulic Hoses
Manuli Hydraulics (Suzhou) - PRC, Hose assemblies
Fluiconnecto by Manuli - South Africa
MRI Corporation

Environmental policy

Quality is the driving force for all Group activities. MRI was the first European hydraulic components manufacturer to achieve in 1992 the ISO 9001 certification. All manufacturing plants are currently ISO 9001 certified.

ISO 9001:2008 certified plants
Manuli Rubber Industries - Italy, A.O. Technical Center & Headquarters
Manuli Rubber Industries - Italy, Hydraulic Hoses
Manuli Rubber Industries - Italy, Oil & Marine Hoses
Manuli Hydraulics (Suzhou) - PRC, Hydraulic Hoses
Manuli Hydraulics (Suzhou) - PRC, Hose assemblies
Manuli Hydraulics Polska - Poland, HY Connectors, Refri & A/C systems
Manuli Hydraulics - UK, Hose assemblies
Manuli Hydraulics Europe - Czech Rep., Hose assemblies
Manuli Hydraulics - India, Hose assemblies (under certification)
Manuli Hydraulics Korea - S. Korea, Hose assemblies
Manuli Otim - France, Hose assemblies
Techmaflex - France, Assembling machines
Fluiconnecto by Manuli - South Africa
Manuli Hydraulics

Mission

Manuli Hydraulics is active in the design, manufacture and sale of a wide range of hoses, connectors and machines for conveying power in high/very high pressure hydraulic circuits and fluids in refrigeration units.

PRODUCT RANGE

- Hose assemblies for high and very high pressure
- Hose assemblies and hose kits for mobile refrigeration
- Hose, assemblies for water cleaning & water blasting applications
- Wire spiral reinforced rubber hoses
- Wire braid reinforced rubber hoses
- Textile braid reinforced rubber hoses
- Hose fittings
- Quick couplings
- Adaptors
- Staple-lock adaptors and fittings
- Hose protections
- Assembling machines
- Other fluid connectors
Manuli Hydraulics

Main applications

- Hydraulic systems for off highway vehicles
- Hydraulic systems for industrial machinery
- Hydraulic systems for underground mining equipment
- Air conditioning systems for off-highway vehicles
- Mobile refrigeration systems

HOSE SYSTEMS FOR:
- Off shore oil rigs
- Buoys
- Pipeline terminals
- Ship to shore
Manuli Hydraulics

*Technical approvals*

Manuli products meet and exceed the highest industry’s standards, proved by the achievement of several technical approvals issued by third parties accreditation bodies.

**International Technical Approvals**
- ABS (American Bureau of Shipping)
- BV (Bureau Veritas)
- BWB (Germany Army)
- DNV (Det Norske Veritas)
- GL (Germanischer Lloyd)
- INDIA Mod (Ministry Defence - India)
- KRS (Korean Register of Shipping)
- LR (Lloyd’s Register of Shipping)
- MADI-CERT (GOST-R accred. - Russian Fed. & CIS)
- MED (Marine Equipment Directive)
- RINA (Italian Bureau of Shipping)

**Mining Approvals**
- FRAS (Fire Resistant and Anti-Static Australian Dept. Mineral Resource)
- HBL (French mines)
- LOBA (German Mines)
- MAKNII (S.M.R.I. Work Safety in Mining Industry - Ukraine)
- MSHA (Mine Safety and Health Administration - USA)
- Polish B Safety certification
- MA (Chinese Mining Approval)
Manuli Hydraulics

Hose manufacturing facilities

The reinforced rubber hoses production takes place in two plants: Manuli Hydraulics (Suzhou) in China which manufactures the whole range of wire braided, textile braided reinforced rubber hoses and the MRI Italian plant which manufactures a selected range of wire spiralled hoses.
Manuli Hydraulics

Connectors manufacturing facilities

The production of fittings, quick couplings, adaptors and manipulated pipes takes place in two European plants, part of Manuli Hydraulics Polska (Poland). The connectors plant in Poland is one of the largest plant of its kind worldwide.
Manuli Hydraulics

*Machines manufacturing facilities*

Assembling machines are produced in the French Techmaflex plant, which offers a wide range of machines, assembling tools and technical assistance.
Manuli Hydraulics - OEM division

Assembling & service facilities

The production of hose assemblies and kits takes place in 7 fully owned facilities in Europe and East Asia as well as in 2 OEM Alliance partner facilities in the Americas.
Manuli Hydraulics - OEM division

**OEM approvals**

Manuli products fully respond to the main OEMs demanding product requirements, ensuring the acknowledgement from global OEMs.

and many others...
Manuli Hydraulics - Wholesale division

*Global sales network*

The wholesale market is served by a sales & support dedicated network throughout 4 continents.
Manuli Hydraulics

Manuli on the net

A B2B portal facilitating both e-commerce and e-services

PUBLIC AREA
- Certifications & Approvals
- Assembly information & instructions
- Technical tools
  - Product assembler
  - Fluid compatibility chart
  - Pressure loss
- News

PRIVATE AREA
- Marketing literature
- Private catalogue
- Order management
- Claims management
- E-learning platform
Manuli Hydraulics, Oil & Marine division

Mission

The Oil & Marine Division designs, manufactures and sells floating, sub sea marine hoses and elastomeric pipelines for commercial and military use.

PRODUCT RANGE
- Double carcass floating and sub sea hoses for oil suction and discharge
- Single carcass floating and sub sea hoses for oil suction and discharge
- “Free Flex” Helix free floating and sub sea hoses for oil suction and discharge
- Long-length (up to 300 m.) elastomeric conduit for use as flowline and dynamic risers for both civilian and military customers
- LPG (Liquefied Petroleum Gas) hoses
- Dock hoses
- Design and project management of marine systems for conveying fluids
Key strengths

- 30 years experience as one of the main global market players
- Wide product range
- LPG range (Liquefied Petroleum Gas) - second generation
- Collaboration on the configuration of complete systems
- Management of complete projects
- Computerized simulation of hose configuration systems
- Assistance during installation and field test
- After sales assistance
Manuli Hydraulics, Oil & Marine division

Key strengths

COSTUM BUILT HOSES

- All Manuli Hydraulics marine hoses are manufactured and tested according to Oil Companies International Marine Forum (OCIMF) ’91 rules and meet special requirements of major petroleum companies.

- Each hose is built following specific technical instructions and under a strict control by the Quality Control Department.

- On request, hoses for special applications can be manufactured.
Manuli Hydraulics, Oil & Marine division

Manufacturing

One manufacturing facility in the new Italian ISO 9001 certified plant, serving the international market.

CERTIFICATION

A strict quality control is carried out during the manufacturing and testing of our products in order to offer a high performance level of hoses and equipment. Thanks to this policy Oil & Marine Division has received several letters of commendation for offshore applications, as:

- ABS (American Bureau of Shipping)
- DNV (Det Norske Veritas)
- OCIMF (Oil Companies International Marine Forum)
Manuli Hydraulics, Oil & Marine division

Research & innovation

Oil & Marine Division is focused on continuous development of marine, military and long length commercial hoses.

- The Dual Anti-pollution Safety Hose (D.A.S.H.) is a new double carcass hose based on the most recent rubber compounding and manufacturing technologies
- Developed the 6-inch ID continuous length elastomeric conduit and associated shipboard and beach head equipment for the U.S. Department of Defence Offshore Petroleum Distribution System (OPDS)
- Developed the 8-inch ID continuous length elastomeric conduit and associated handling equipment for the British Ministry of Defence Rapid Deployment Pipeline System
- Third parties test programs established performance and operating parameters for the military conduit
MRI Corporation

History

1935-2010
75°
MRI Corporation

**History summary**

1935 - Dardanio Manuli establishes a new company to manufacture electrical insulating tapes, power cables and rubber hoses.

1970 - Establishment of Manuli Gomma and concentration of reinforced rubber hoses manufacturing in the Ascoli Piceno (Italy) plant, the largest plant of its kind in Europe.

1973 - Uniroyal acquires 50% of Manuli Gomma originating the Uniroyal-Manuli joint-venture.

1986 - The Manuli family buys back 50% of Uniroyal-Manuli from Uniroyal and the name is changed to Manuli Rubber Industries.

1992 - The MRI Group re-organised in 3 Business Groups with the newly created Automotive, set up along side the traditional Hydraulics and Oil & Marine.

1997 - The MRI Group shares are listed at the Italian Stock Exchange.

2001 - The MRI Group shares are traded in the new market segment denominated STAR, reserved for companies with a capitalisation lower than Euro 800 million, which satisfy high requisites of corporate information, corporate governance and liquidity.
MRI Corporation

History summary

2004
Subsequent to a Manuli family’s public offer, the “MRI” shares are de-listed from the stock exchange. Divestment of 100% of the Automotive Business Group, which had grown to make up 50% of MRI Group sales.

2005
70th anniversary of the Manuli Rubber Industries Group, 1935 - 2005.

2006
Re-branding of the distribution network in France, Eastern Europe and Argentina under the new Fluiconnecto by Manuli brand.

2008
Strengthen the Retail network by the acquisition of the Hebu Group, the leading distributor of hydraulic components in The Netherlands, Powerforce Hydraulic in South Africa and SIN AA Hydraulic & Trading Pte Ltd in Singapore.

2010
1935 - 2010, 75 years of growth and independence
Manuli Hydraulics

History Hydraulics & Refri

1975
Establishment of Manuli Hydraulics in Germany. The international development of MRI Group continues in the following years with the establishment of subsidiaries in France, UK, Singapore, Czech Republic, Spain and USA.

1995
Acquisition of Hydrofit, a leading European manufacturer of metal fittings for hydraulic applications.

1997
Pressure Hoses joint-venture in the UK, acquisition of OTIM in France (now Manuli Otim), both leading hose assemblers for the OEM market, and Dehak in Poland (now Manuli Hydraulics Polska) a leading manufacturer of metal fittings for mining applications.

1998
Acquisition of Keasan, manufacturer of hose assemblers in Changwon-City (South Korea) to supply large OEM customers. The name is changed into Manuli Hydraulics Korea Co. Ltd.

2001
The new B2B Hydraulics Business Group portal is launched, following a re-engineering process of the supply chain.
The international development of MRI Group continues with the establishment of commercial subsidiaries in Mexico (Manuli Hydraulics de Mexico) and Australia (Manuli Fluid Connectors).

2002
Establishment of the commercial subsidiary Manuli Hydraulics Russia.
Manuli Hydraulics

History Hydraulics & Refri

2003
Opening of a commercial subsidiary in Brazil, Manuli Hidraulica Brasil.
Opening the new OEM Assembling Unit Manuli Hydraulics Europe in Pohorelice Czech Republic.

Manuli Hydraulics Polska significantly increases its metal fittings production capacity, becoming Europe’s largest plant for hose fittings production.
Establishment of the new semiautomated central fittings warehouse in Mysłowice, Poland.
Transfer of the R&D activities in the Aldo Occari Technology and Product Development Centre (AOTC) in Bologna (Italy).
Acquisition of the remaining 63.7% stake from the founders of Pressure Hoses. The company changes its name into Manuli Hydraulics UK.

2004
Opening of the new Manuli Hydraulics (Suzhou) hose plant in the P.R. of China
Launch of the new release of the Hydraulics Business Group portal.
Acquisition of Techmaflex, a leading swaging machines manufacturer from France.

2005
Establishment of the commercial subsidiaries Manuli Hydraulics India and Manuli Hydraulics Japan, and opening of the new assembling unit in Sorocaba (Brasil), Manuli Hidraulica Brasil.
Acquisition of a 40% stake in Mercia International Products from the UK, a leading manufacturer of staple-lock fittings and adaptors for underground mining machines.
Manuli Hydraulics

History Hydraulics & Refri

2009

Manuli Hydraulics, committed to achieve excellence in innovation, quality and service, develop OEM Alliance Partnership to better serve OEM customers. Any Partner assigned by Manuli Hydraulics features technical leadership and innovation approach.

2010

Introduction of the Manuli Golden Partner (MGP) program, which is reserved to selected Manuli Hydraulics’ customers. The MGP is a professional distribution organisation leader in its market, entirely providing the Manuli product range.
Manuli Oil & Marine division

History

1974
Transfer of the oil & marine business from Uniroyal in Glasgow (Scotland) to the joint-venture Uniroyal-Manuli in Ascoli Piceno (Italy).
Uniroyal had produced the first 12, 16, 20 and 24-inches single point mooring hoses
Research and development program continuously upgraded the marine hose product line through the Seatriton, Triton, Seamaster and Amazon Duroflex hoses.

1983
Uniroyal Manuli introduced elastomeric, long length subsea conduit to the U.S. Department of Defence.

1984
In 1984, establishment of Manuli Oil & Marine (USA).
Uniroyal Manuli (then Manuli Rubber Industries) develops rapid deployment ship-to-shore fueling systems for the U.S. Department of Defence and British Ministry of Defence
Uniroyal Manuli develops the military long length elastomeric conduit into a system for exporting crude oil in extended well tests offshore.

1994
Development of an improved double carcass hose - the Dual Anti-pollution Safety Hose (DASH) - for environmentally sensitive and harsh service areas and an advanced leak alarm system to use on the floating and submarine DASH.

2005
Development of LPG hose (liquefied petroleum gas) second generation, in accordance to BS EN 1762:2003 standards.

2006
Establishment of the dedicated Oil & Marine manufacturing plant in Ascoli Piceno (Italy).