

The IMO logo consists of the letters "IMO" in a bold, white, serif font, centered within a dark blue rectangular box. The background of the entire image is a photograph of a textile factory interior, showing a long, brightly lit corridor with a high, arched ceiling and large windows. In the foreground, there is a complex industrial machine with multiple horizontal frames and rollers, through which a large roll of yellow fabric is being processed. The lighting is bright and even, highlighting the metallic surfaces of the machinery and the texture of the fabric.

# IMO

*Control & Automation*

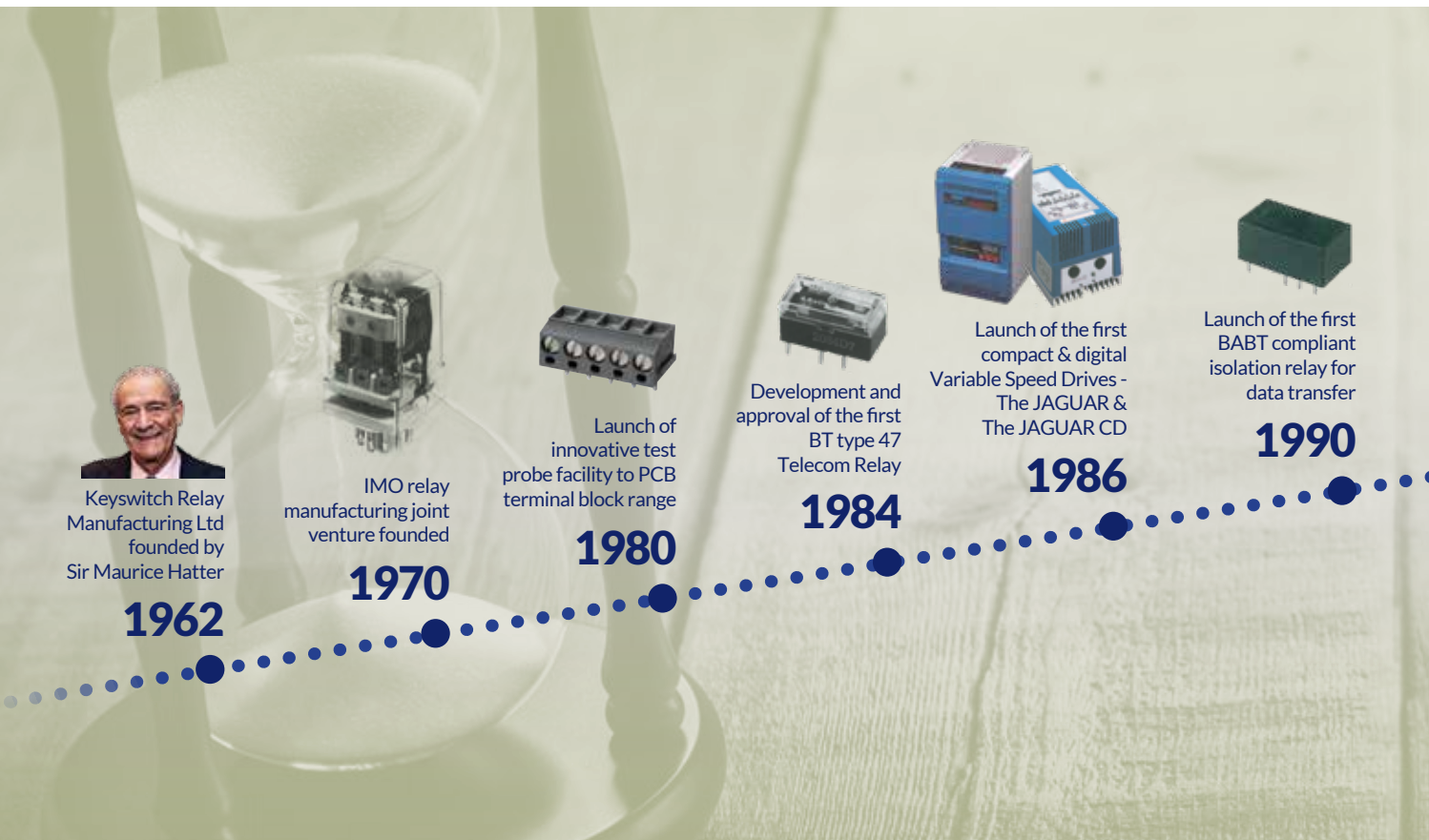
***We succeed through  
the success of our customers***

# A Brief History of IMO

## Over 50 years of excellence...

IMO has been manufacturing and supplying control components for over 50 years, often leading the way in the introduction of innovative solutions to meet market needs. From the introduction of the first ever British Telecom Approved relay to the launch of the first compact AC variable speed drive, we have consistently broken barriers.

Half a century on from that first North London factory manufacturing plug-in power relays, the ethical values that have earned the trust and confidence of thousands of customers along the way remain as strong as ever and are engrained in our corporate culture.







Launch of market leading e-commerce global fulfilment agreement

1999



Launch of the first finger print and RFID vehicle security systems

2005



Launch of the first TRUE DC solar isolator with UL508 approval

2009

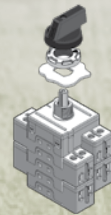
2013

Launch of the first off-the-shelf Solar Tracker - the SOLAR CUBE



2017

Launch of the SIM compact TRUE DC solar isolator



2019

Launch of the FireRaptor - Solar Panel Rapid Shutdown Solution



2022

Launch of the PRV relay, developed for EV Charging units



# Manufacturing Excellence

## From concept to creation...

Quality and reliability will always be the foundations on which our business is based and the reason we have the trust of our customers. In the search for continued competitiveness, quality can often be the first compromise unless rigid manufacturing standards and processes remain in place, whatever the commercial pressures.

IMO products are designed and manufactured in-house or in partnership with centres of R&D and manufacturing excellence around the world. The rigorous standards of development, reliability testing and production quality control always remain the same and are never open to compromise. IMO means quality.



*“For over 30 years I have helped IMO grow to become a provider of intelligent and reliable solutions for our customers. I am very proud of what we have achieved together.”*



Graham Viney  
Quality Manager





# Product Solutions

## Innovation in control & automation...

From panel components such as relays, timers and terminal blocks to PLC, HMI and AC Drive based automation systems that operate sophisticated machine processes, customers around the world rely on our product solutions to perform as integral parts of their business. This is no small responsibility and one which we take very seriously.

The first company in the world to do so, we guarantee our quality with warranty periods of up to 3 years on our electronic based control components and up to 5 years on our Jaguar AC variable speed drives.

With certification to most of the relevant independent standards, you can rest safe in the knowledge that, when you buy IMO, you buy no-compromise excellence.



*“We succeed because we provide technology, support and competitiveness with a personal service that you cannot get anywhere else. Everybody in the company understands that we must never lose sight of that cultural advantage.”*



**Jibin Jolly**  
Product Manager





**Providing industrial solutions with high quality Industrial Automation Products, Motor Control, Switchgear & Electronic Components, that can be supplied individually or custom assembled to your specification, and supplied under a single part number.**



# Our Customers

## Your success is our success...

Our customers' competitive challenges are of paramount importance to our own success so we work tirelessly to help our customers differentiate their product, improve their service offering and grow their market share. Our approach has allowed us to enjoy long-term relationships with some of the largest blue-chip companies in the world and to help tomorrow's success stories on their journey to prominence.

With customer relationships that go back over 30 years we are proud to have earned and maintained the trust of so many of our customers for so long. Regardless of the evolution of technology and market forces, the basic principles at the heart of our business relationships always remain constant.

*"When our customers grow, we grow, so we cannot think or act independently. Our customers determine our future and we recognise that we can have an important part to play in theirs."*



**Fausto Furlotti**  
Chief Executive



**CATERPILLAR®**

**Honeywell**

**SIEMENS**



**ABB**



**TESCO**

Unilever



**tyco**

**EATON**

**P&G**

**COOPER**



**IMO**

# Service & Support

## Always putting the customer first...

When you become an IMO customer you become part of our extended family and we care. A lot.

Whether you are dealing with an IMO sales representative at your site or speaking by telephone to our technical support team or checking pricing with our customer services team, our service to you is personal. Our people are trained to quickly learn your requirements and to concentrate on the one thing that brings you back to IMO each time; ensuring that you love working with us.

With customer application labs, technical training suites, guaranteed same day dispatch, buffer stock facilities, even consignment stock locations, everything is thought through and delivered with a care and attention that simply isn't available anywhere else.

*"My team is IMO's Race Pit Crew.  
Our job is to change a customer order into a  
door-step delivery in the fastest possible time,  
with no mistakes."*



**Artan Bakalli**  
Warehouse & Logistics Manager







# Exceeding Expectations

## Handing control to our customers...

Our focus on technology extends well beyond our products to the infrastructure and systems that help us deliver unrivalled service to our customers. Configured and designed with our customers needs at the forefront of our minds, our IT platform integrates everything from order processing to live customer relationship management data.

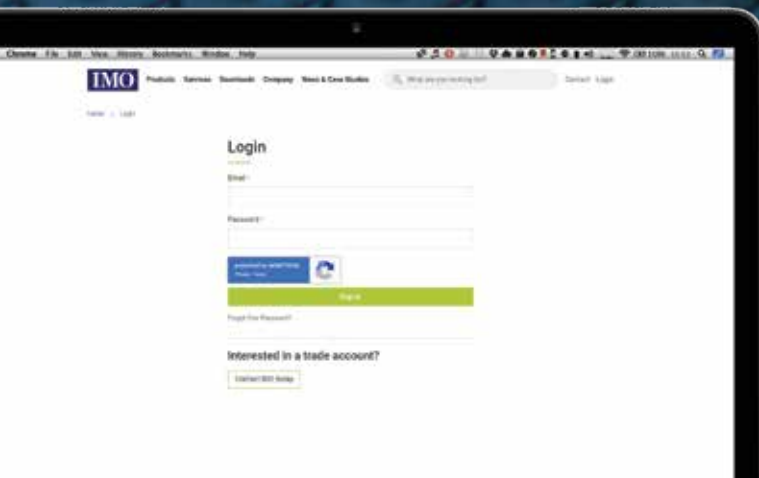
A personalised online customer portal provides unrivalled visibility from the moment an order is placed to the moment it is received on site. Our dispatch system is seamlessly integrated to our primary carrier enabling later delivery cut-off times and faster turnaround. Even our web-site exceeds expectations by allowing customers to download the software to all of our automation products from anywhere in the world - absolutely free.

**[www.imopc.com](http://www.imopc.com)**

*“Developing our Pack’N’Track system made us think very hard about ways to improve our customer experience by eliminating errors and speeding up responsiveness.”*



**Jorge Mahecha**  
Software Developer



**Log In To Your Dedicated Portal  
To Access Your Account**

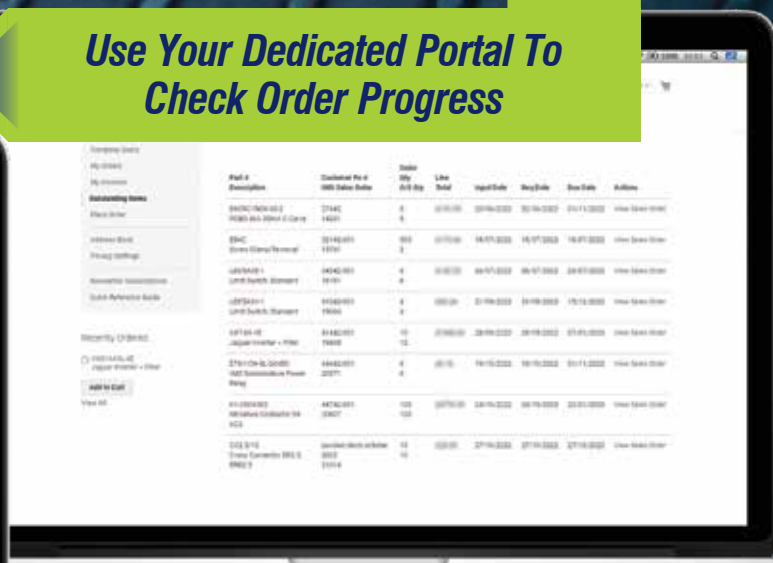
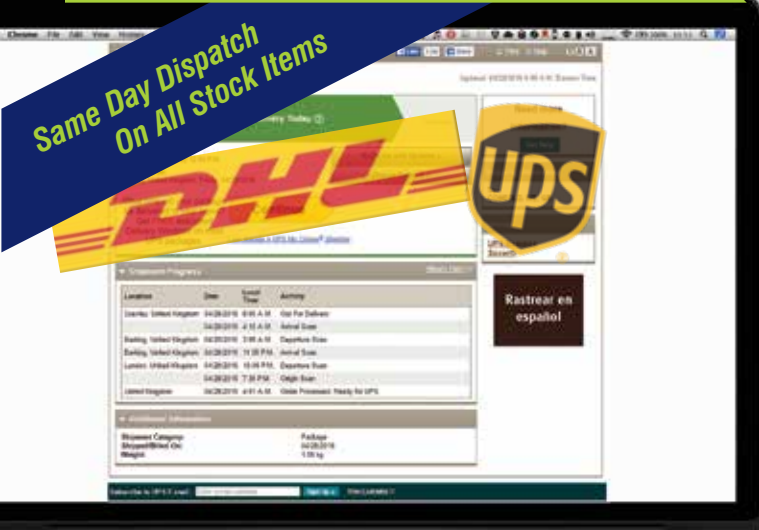


**Check Stock & Order Online At  
Your Personal Contract Prices**

**Track Your Shipment Progress  
Globally Over Land Or Sea**

**Use Your Dedicated Portal To  
Check Order Progress**

**Same Day Dispatch  
On All Stock Items**



# Global Presence

## Increasingly recognised around the world...

The IMO brand is increasingly recognised around the world for quality, reliability and cost efficiency. From our traditional UK base, we now derive 50% of our revenue from overseas sales and we continue to invest in our growth in both home and international markets in order to best meet the expectations of our customers.

Our expanding international sales network is backed by inventory locations in 5 continents around the world so IMO support is never far away. Our distribution partners in nearly 30 countries across the globe extend our reach even further and are on-hand to ensure that our customers receive IMO style personal care and attention wherever they may reside.

*“My role in developing our overseas business is critical to the company’s continued success and watching our international sales partners grow gives mean enormous sense of satisfaction”*



**Michelle Kasujja**  
Overseas Business Development



## IMO Global Office Locations:

UK | France | Italy | USA | Canada | South Africa | Australia

## IMO Global Distribution Network:

Austria | Brazil | Bulgaria | China | Cyprus | Denmark | El Salvador | Finland |  
Germany | Greece | Hungary | Ireland | Mexico | Netherlands |  
Pakistan | Poland | Portugal | Romania | Slovenia |  
Spain | South Korea | Switzerland |  
Tunisia | Vietnam



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IMO UK



IMO Jeambrun



IMO Automazione



IMO Canada



IMO Automation



IMO South Africa



IMO Pacific