

From Compressors to Solutions

Ronnie Leten
President Industrial Air Division



From Open to Enclosed

1974



1978



Customer value } Noise reduction

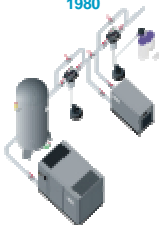
» Extending The Offer

2



Integration

1980



1993



Customer value } Reduced space requirements
} Less energy
} One supplier

» Extending The Offer



Workplace Air System

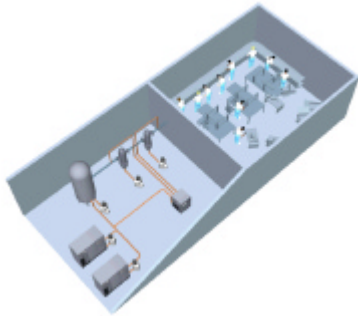


- Customer value } Noise reduction
} Totally tuned package
} Less energy

Extending The Offer

Atlas Copco

From Complex Traditional Installations

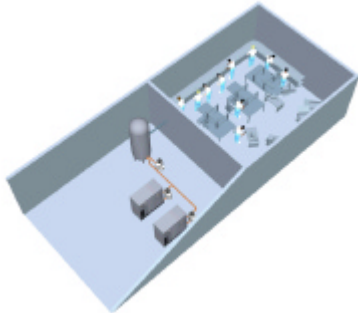


Extending The Offer

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Atlas Copco

To Simple all-in-one Compressor Solution

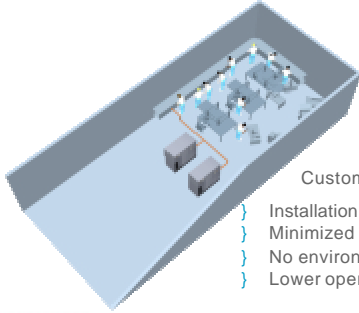


Extending The Offer

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Atlas Copco

To Simple all-in-one Compressor Solution



Customer value

- } Installation at point of use
- } Minimized pipe work
- } No environmental burden
- } Lower operating cost

#Extending The Offer

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The Workplace Air System



#Extending The Offer

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The Workplace Air System



Customer value

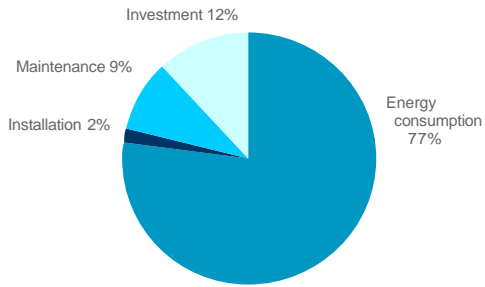
- } 50% space reduction
- } Up to 35% energy savings with VSD
- } 10 dB(a) lower noise
- } Up to 20% lower life cycle costs
- } No separate compressor room

#Extending The Offer

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Total Life Cycle Costs Compressed Air System

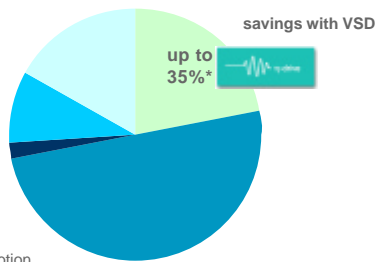


Extending The Offer

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Potential Energy Savings



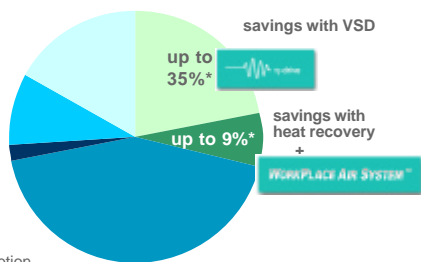
* % of energy consumption

Extending The Offer

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Potential Energy Savings

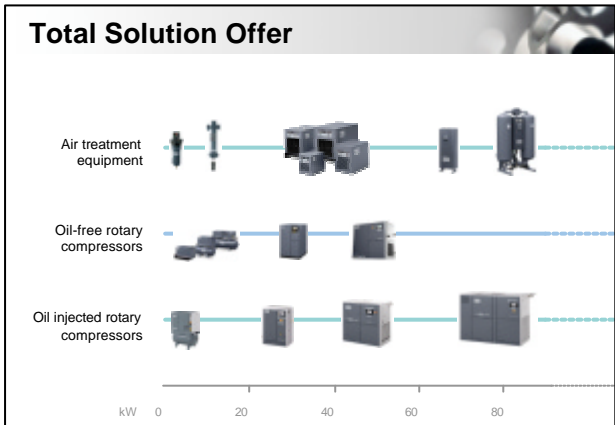


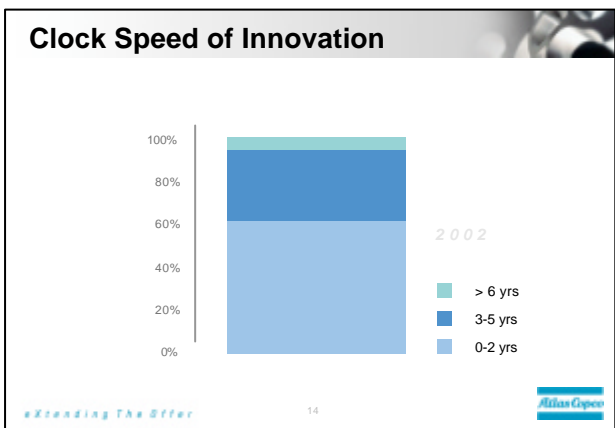
* % of energy consumption

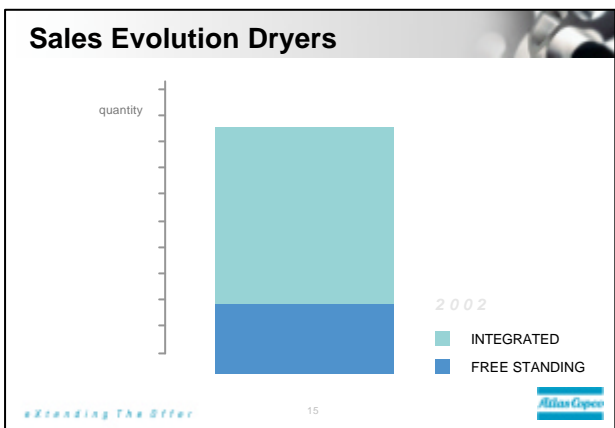
Extending The Offer

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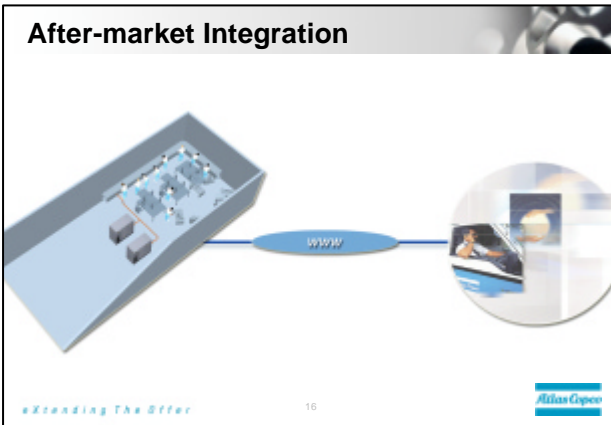








After-market Integration



An installed product...

...can only run optimally when quality **repair** and **maintenance** is done by replacing **original parts** by **trained staff**



A Complete Customer Solution...

...from a **single source** service provider