

## From Compressors to Solutions

Ronnie Leten  
President Industrial Air Division



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## From Open to Enclosed

1974



1978



Customer value } Noise reduction

» Extending The Offer

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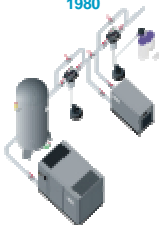
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## Integration

1980



1993



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

» Extending The Offer



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## Workplace Air System



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

Extending The Offer

Atlas Copco

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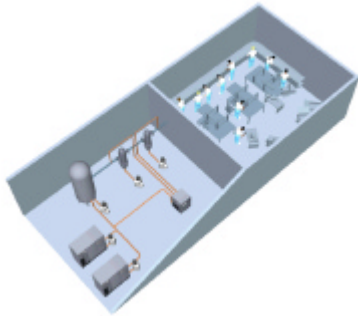
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## From Complex Traditional Installations



Extending The Offer

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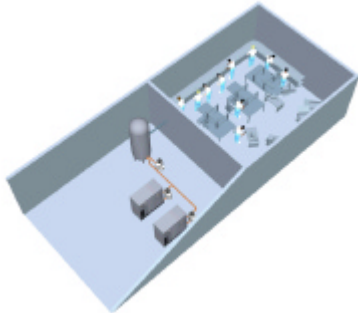
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## To Simple all-in-one Compressor Solution



Extending The Offer

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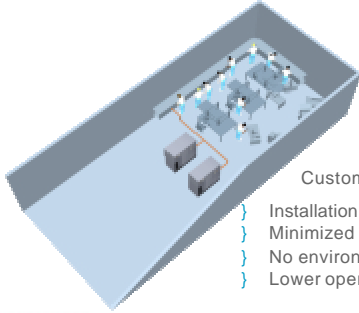
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## To Simple all-in-one Compressor Solution



### 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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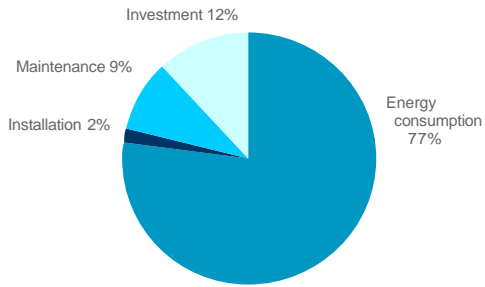
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### Total Life Cycle Costs Compressed Air System



Extending The Offer

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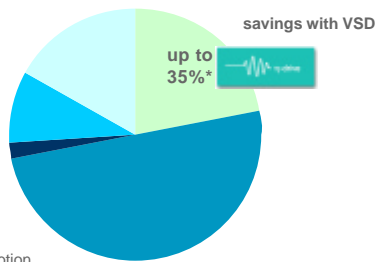
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### Potential Energy Savings



\* % of energy consumption

Extending The Offer

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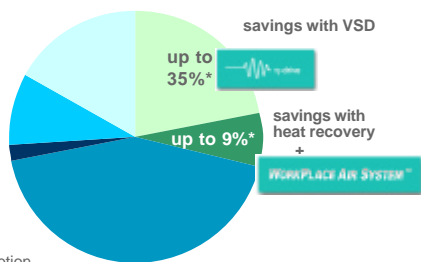
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### Potential Energy Savings



\* % of energy consumption

Extending The Offer

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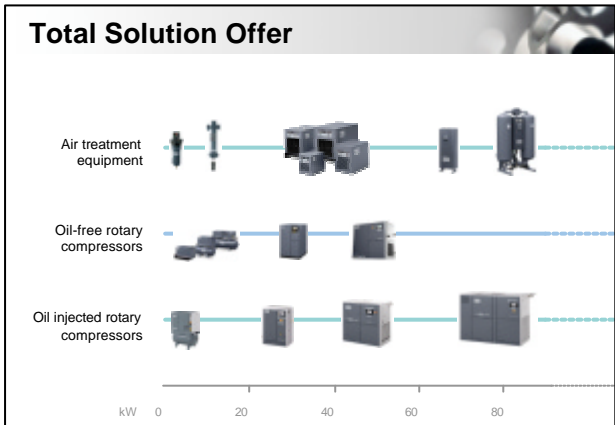
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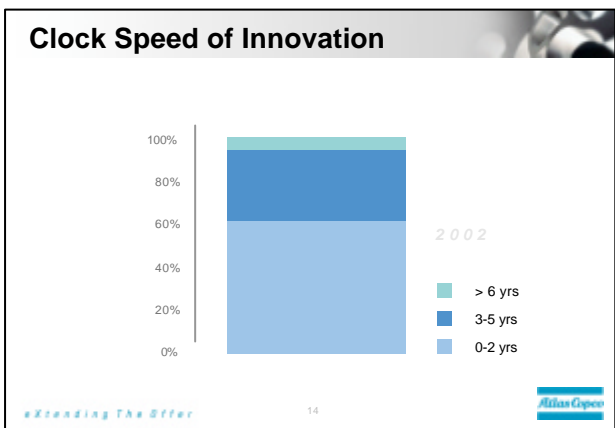
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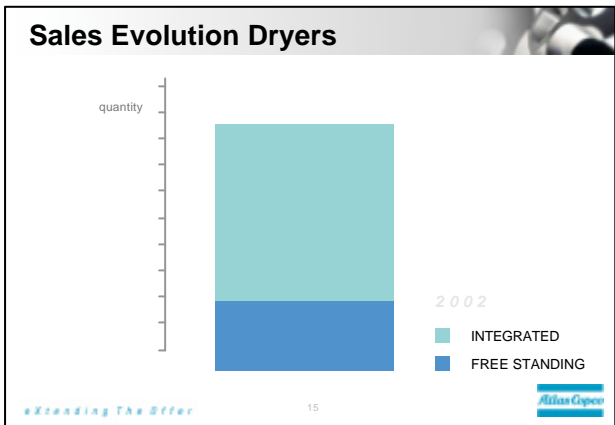
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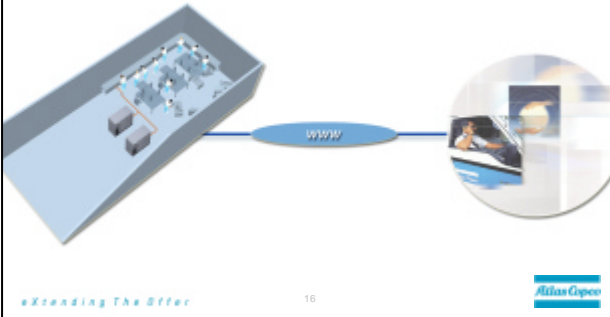
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## After-market Integration



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## An installed product...

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



«Extending The Offer

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## A Complete Customer Solution...

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



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