

Talking's Fine - But Let Us Walk The Line

Save \$\$\$'s when you Walk the Line with Atlas Copco



Compressed air is commonly accepted as a manufacturing facility's fourth utility. Taking a closer look at the way that fourth utility is produced can provide savings in maintenance as well as the peace of mind that comes with the assurance of clean air.

A careful examination of a facility's compressed air system will likely reveal several opportunities for reducing the plant's energy draw, resulting in significant energy savings, lower operating costs and a minimized impact on the environment through a smaller carbon footprint. Atlas Copco can provide that for you.

We have been fortunate enough to walk the line thousands of times and have some great stories, don't just take our word for it, ask for a copy of our commitment magazine and read how our customers have saved thousands of dollars



Why should you allow Atlas Copco to walk your facility and review your compressed air system?

The key to optimizing your use of compressed air is to focus on reducing costs for energy, maintenance and repairs. Atlas Copco engineers are experts at identifying ways to help compressor users achieve the lowest life-cycle costs. Following our walk-through survey of your compressed air system, we guarantee one of two outcomes: either we recommend ways that you can save money (whether a simple no-cost trick or a complete system upgrade) or we give you peace of mind that your system is already optimized and running efficiently. There is zero cost and zero obligation.

Why is the cost of energy so significant?

Consider an actual case where a manufacturer was running a 200 horsepower compressor 24 hours a day at 3 cents per kWh. (These costs have at least doubled in the last five years, and increased to 8 cents per kWh or more in some areas). The annual cost to operate that compressor at 3 cents per kWh was \$41,273. Today, at 8 cents per kWh, that same compressor costs \$110,062 to operate every year. Over five years, that's well over half a million dollars. Cost reductions resulting from energy savings go right to your bottom line.

OK, I understand, but why Atlas Copco?

Our compressed air experts provide air system walk-throughs every day for hundreds of customers, across the USA and around the world. We do it for Atlas Copco customers and for facilities running all makes and brands of compressors. The walk-through helps to identify ways to save money, reduce downtime and increase compressed air system reliability.

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Why is a walk-through so important?

Compressed air requirements change whenever a facility makes manufacturing or process changes. If you've had production changes at your facility, it's likely your compressed air requirements have changed. We can show you the most efficient way to run your system, based on your current needs and the way your compressors run today.

A simple quick analysis or complex system study?

Whether we provide a quick analysis or a complex system study depends on the objectives you set for the walk-through. With your objectives in mind, the Atlas Copco engineer will evaluate your system and provide a number of steps to make it run at an optimum efficiency. These steps will include suggestions to reduce electrical costs by identifying and fixing problems and improving system efficiencies. The results can be as brief or as detailed as you would like.

The only cost to you is the time it takes to meet with a representative of a leading provider of compressor and dryer solutions. We will arrange a time at your convenience, take no more than the time allotted by you, and can return in as little as three to five business days with a summary of recommendations which may even be to suggest a much more detailed air audit after this initial walk through depending on our findings.



What type of recommendations does Atlas Copco make?

That usually depends on the objectives you set for the walk-through. Chances are we'll recommend one or more of Atlas Copco's "top 10 tips" to maximize compressed air efficiency with minimal cost. This list of money-saving ideas has received national media coverage, but it can't cover every situation. You may have other savings opportunities.

Our solutions range from fixing leaks and decreasing pressure drops, to re-piping and switching to smaller or Variable Speed Drive compressors. The results can be prioritized to show the biggest savings for the least expenditures. Total savings often run into thousands and sometimes hundreds of thousands of dollars.

From compressors to dryers, controls to filters, and gauges to piping, no other manufacturer offers the range of equipment or expertise of Atlas Copco. Let us apply our wealth of experience in manufacturing operations across the globe to help save you money.

What is the next step?

Simple. Either send an e-mail with your contact details to paul.humphreys@us.atlascopco.com with "Walk the Line" as the subject, or contact your local Atlas Copco representative.

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