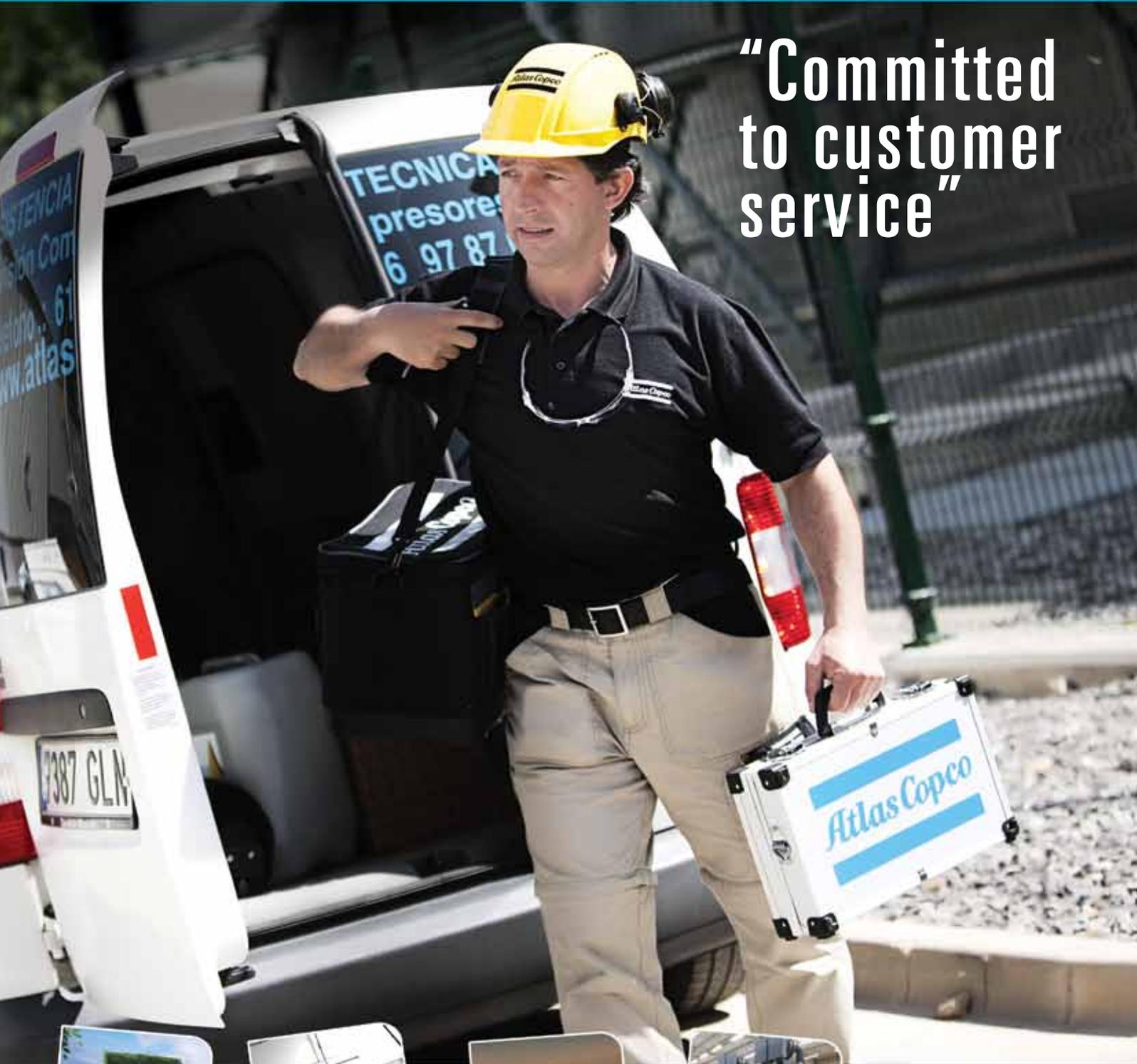


# ATLAS COPCO IN FOCUS

ISSUED BY ATLAS COPCO EQUIPMENT EGYPT NO 1.2012

Check out the  
**New**  
[atlascopco.com/drivenbyefficiency](http://atlascopco.com/drivenbyefficiency)

“Committed  
to customer  
service”



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*Atlas Copco*

## Editorial



Dear customers,

With a tradition of innovation dating back to the Group's founding in 1873, we are committed to deliver reliable products with an unparalleled level of efficiency, and superior aftermarket services for your sustainable productivity.

We are pleased to re-launch our customer magazine, detailing our new products and services, company news, and introducing you to our dedicated management and staff.

Over the last year, we have strengthened our presence in our extended region, from Egypt, Libya, Levant, and Iraq, with a commitment from each and every one of us, to serve you from our bottom of our warm hearts, clean hands, and innovative mind.

Today, we are closer to you, ready to provide you with advice, repairs, services, and spare parts. Our experienced engineers and technicians will be glad to help you in choosing the right solution for your application, solving your problems and improving your productivity.

Over the coming years, I look forward to visit you, listen to you, and learn from you, so I and my team can continuously improve our level of products and services offered to your company. Thank you for your continued trust and loyalty.

At your service.

**Emile Bado**  
Regional General Manager

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## ATLAS COPCO IN FOCUS

A magazine from Atlas Copco Egypt

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Regional General Manager

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<b>Ahmet Astal</b>	Industrial Tools Division

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**Atlas Copco**

# NEW MANAGEMENT

## Dedicated to your service

**Mr. Mohamed Nour**  
Regional Business Controller

### “I joined

Atlas Copco Egypt since September, 1999 during the establishment of the customer center, our main target was to open new outlet channels to increase the market contribution by dealing directly as Atlas Copco Customer center within the Egyptian market. My role meanwhile, within the organization - as an Accounting Manager - basically aimed to facilitate and provide the needed analysis & figures to the Management team for proper decisions & handling the customer business in the most proper way together with maintaining a long term successful business relationship with our customers & suppliers. In 2007 - I moved to a new challenge & mission with Atlas Copco Group in the Gulf region and our main aim was to grow the customer center in Saudi Arabia & support the regional office in Bahrain to be hand-in-hand with the Management team to build our new customer center in U.A.E - During these 5 years' journey, we established a strong and stable base for our brand which affected positively in growing the business size almost up to the double in the Gulf region. Back to my home country in 2011, I rejoined Atlas Copco Egypt as the Regional Business Controller - our main mission is to renovate & re-establish our customer center in Egypt in addition to create our new regional office in Levant based in Beirut and the new customer center in Iraq based in Erbil to complete our success stories with Atlas Copco group, open a new market & gain new customer business in the MENA region.”



**Mr. Wael Diab**  
Regional Logistic Manager

### “I joined

Atlas Copco Egypt since September, 1999 during the establishment of the customer center; our main target was to open new outlet channels to increase the market contribution by dealing directly as an Atlas Copco Customer center within the Egyptian market. My role meanwhile, within the organization - as Logistics Manager - to coordinate the processes to ensure that the companies' customers are satisfied. This ensures their future loyalty and business as well as the effective running of the supply chain. In 2007 - I moved to a new challenge & mission with Atlas Copco Group in the Gulf region and our main aim was to create model Logistics department in gulf region



In 2011, I rejoined Atlas Copco Egypt as the Regional Logistics Manager - our main mission is to have overall responsibility for the logistics function and the dispatch planning activities. Driving accuracy, productivity and performance to a new level by efficiently managing the logistics functions.”

**Mr. Mohamed Amro**  
Iraq Country Manager

### “I joined

Atlas Copco Saudi Arabia in 1998 as a sales Engineer for Industrial Air Division, Later in 2001 I started the promotion of Atlas Copco generators in Saudi Arabia.

In 2005, I was promoted to be the Sales Manager for the Oil & Gas in Saudi Arabia. In 2006 I joined Atlas Copco Services Middle East - Bahrain as a Business Development Manger for the Levant Region, by the end of 2009 I went to Iraq as a Country Manager with a new mission . With the experience and support we have today in the customer centers of Egypt, Beirut and Erbil, we continue to grow steadily in a profitable way and we will always be committed to our customers.”



**Mr. George Hermez**  
Levant Country Manager

### “I Joined

Atlas Copco in 2011 after cooperating with Atlas Copco in Saudi Arabia for 3 years. Previously managed a major factory in Lebanon for 12 years. With a good set up in the region, a professional team in place, coupled with an excellent product line, Atlas Copco is well positioned to offer proper support for our clients and win new projects in the region.”



**Mr. Emad Fawzy**  
Regional Business Line Manager  
Industrial Air Division

## “I joined

Atlas Copco Egypt in 2004 as an Area Sales Supervisor.

I was responsible for handling the 10<sup>th</sup> of Ramadan Industrial city for Both industrial & oil-free air products.

In 2007, I was promoted as a Territory Manager. In 2008, I was promoted to handle the Industrial Air division in Egypt as a Business Line Manager. In 2012, my title job was changed to be the Regional Business Line Manager to handle the Industrial Air Division business in the reporting countries in the region (Libya, Syria, Jordan, Lebanon and Iraq).

Our strategy is not only to increase our customer share but also to reach the over satisfaction level with all of our customers with our product quality and professional service.”



**Mr. Ahmed Hamdy**  
Regional Business Line Manager  
Oil-free Air Division

## “Ever since

I started with Atlas Copco Egypt in 1991, I had the exposure to meet new people with different cultures and mentalities. Within Atlas Copco, I have always experienced a global culture locally. I started as a sales

Engineer and my main responsibility was to reach the maximum customer satisfaction, and to be a compressed air consultant. I had to propose the most economical solution for our customers to reach the sustainable productivity. In 2002, I was promoted as a Business Line manager for the Industrial air and oil free air divisions, and I had to guide my team of salesmen on how to keep the customer happy. As a team exposed to the Industrial sector, we were keen to have a long term relationship with our customers, and to make sure to coordinate with our aftermarket team to give the best possible professional support. In 2008, I moved to the Middle East Regional office in Bahrain, where I was taking care of the Middle East region, and this gave me a wider exposure to different customers which supported me to widen my experience. I had to build a strong sales team in Saudi Arabia and UAE to increase our presence and to remain closer to our customers for a better support. I also had to build a new sales team for the medical sector, and this was a challenging mission with our lack of experience within this specialized sector, but had proven great success. During my 4 years in the Middle East, the customer was my main priority and I had to transfer the concept of being customer oriented to my sales team. In 2012, I moved back to Atlas Copco Egypt, where I was given the task to implement the customer orientation policy within the organization, and to always keep the vision of ‘First in mind, First in choice’ with our customers.”



**Mr. Hatem Sherby**  
Regional Aftermarket Manager  
Compressor Technique Service Division

## “Long history

with Atlas Copco since I was working with an authorized distributor at Egypt starting from 1996, as an Assistance Service Manager for 3 years. At 1999 during the establishment of the

customer center, I joined the organization as a Compressor Technique Service Manager, working together with the team at that time to ensure the meaning of “First in Mind, First in Choice” toward “Customer Loyalty.” At 2005 a new challenge in Saudi Arabia, as an Area After Market Manager, and among of more than 6 years working at Central and Western Region of Saudi Arabia, good improvement to the Compressor Technique Service business had been achieved, considerable progress due to increase market coverage, and sharing in the first Step Training Program to train local Saudi youth new graduates in order to increase local employees percentage in Atlas Copco organization (Saudization).

2012 is the present challenge at Home country, as an Aftermarket Manager at Egypt Region, where with present good service team trying to continue long term successful business relationship with both Atlas Copco customers and authorized distributors.”



**Mr. Ahmed Elshazly**  
Regional Business Line Manager  
Specialty Rental Division

## “I joined

Atlas Copco Equipment Egypt since September 2007 as a Senior Sales Engineer for the Industrial Air division after 7 years of working in the field of Oil & Gas for different companies. Moved to

Atlas Copco Services Middle East (Dubai) - Industrial Air Division as a Sales Supervisor after one successful year at Egypt to be responsible for the whole market of U.A.E in addition to the Marine market for Qatar & Oman. Since April 2012, I became a Regional Business Line Manager for the Specialty Rental Division. Our Current mission is to ensure the over satisfaction of our customers at every touch point in addition to living our daily group's core values of interaction, commitment & innovation and to emphasize that the customer and company Health & Safety Environment policies, regulations & procedures are followed at all work locations & at all times.”



■ New GA 30 - 90 (VSD)

# Driven by efficiency

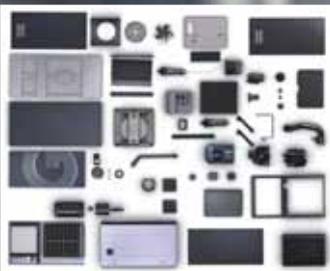
Driving down  
your energy costs  
up to 35%

Atlas Copco launches its new oil-injected screw compressor GA range from 30 to 90 KW. The design of this new GA range accounts for significant improvements in both sustainability & reliability, in addition to a performance increase of up to 10%.



## » Every part a work of art

**T**he GA 30+ to 90 compressors range is driven by efficiency. By improving the key components in the compressor, significant milestones in performance, sustainability & reliability become a reality. This new compressor range presents clear value offers, matching various compressed air needs & boosting productivity in



even the harshest environments. With three value offers in the GA 30+to 90 (VSD) range; Atlas Copco is ready to meet the specific requirements of any customer. The integrated Variable Speed Drive motor of the GA 37 - 90 VSD, delivers on average 35% energy savings, while avoiding compressor idling time. The premium efficiency fixed speed variant GA30<sup>+</sup>-75<sup>+</sup>, with IE3/NEMA motor, offers industry-leading efficiency & best in class Free Air Delivery (FAD). The solid FAD base performing GA 37 - 90 completes the offer.

“ Atlas Copco’s customers expect highly reliable compressors and the GA 30<sup>+</sup> to 90 delivers exactly that”

**Koen Lauwers**  
Vice President Market

## New milestones in reliability

**M**any small improvements to the oil treatment system, result in 50% less oil consumption and reduced maintenance. Thanks to the GA’s integrated condensate treatment suitable for ISO 14001 certified companies, the compressor’s condensate can safely be disposed into the sewage system. The GA’s canopy is not only cool, it also draws in less conductive dust, thanks to the over-pressure in the cubicle. This feature also allows for prolonged lifetime of the electrical components.

## Best in class performance

**B**y focusing on improving the key components of the compressor, Atlas Copco engineers achieved major performance increases. To start with, the GA’s “cool canopy” & single-ducting principle influence both performance & serviceability.

Thanks to the improved component layout in the canopy, temperatures at the element outlet are down by 10°C/18°F. Atlas Copco also introduced IE3/NEMA premium efficiency motors, combined with highly efficient screw elements in all ranges.



# *New heights in* sustainability

**I**n compressor technique, sustainability is not only producing energy efficient products, it also involves the manufacturing process & customer productivity. Sustainability in design translates into the use of sustainable components. The GA's integrated dryer makes use of R410A, an environmentally friendly refrigerant & reduces the dryer's power consumption by 50%.

The Elektronikon®, Atlas Copco's in-house designed compressor controller, offers advanced, reliable & continuous monitoring of your compressor's performance. The Elektronikon®'s predictive monitoring, along with the easily accessible components, allows for easy servicing, less maintenance & more compressor uptime.

# ATLAS COPCO VACUUM market with its own oil-injected vacuum pump system

**A**tlas Copco's expertise in compressor technique will now also be applied to vacuum pump technology. Thanks to the synergies between compressed air & vacuum technology, Atlas Copco now designs & manufactures its own vacuum pump systems with the same quality & reliability as those of Atlas Copco's compressors. With the new GV oil-sealed rotary screw vacuum pump, Atlas Copco launches its first pump system for "rough vacuum" between 0.5mbar & 500mbar.

## The GV offers a reliable, efficient vacuum

At the heart of the new GV is Atlas Copco's in-house designed, reliable screw element. In this operating pressure range, oil-sealed rotary screw technology offers the best performance at the lowest energy cost.

## Rough vacuum suitable for the general industry

The GV delivers capacities between 500 and 5000m<sup>3</sup>/h, making it the ideal machine for many applications. From printing and packaging to plastics, electronics, wood-working, bottling & canning, the GV delivers consistent & efficient vacuum. Thanks to its quiet operation, the GV can be installed close to the point of use. But this technology also allows for remote installation as part of a centralized vacuum system.

For more information; please check our dedicated microsite:

[www.atlascopco.com/vacuum](http://www.atlascopco.com/vacuum)



## Atlas Copco PSA Nitrogen

GeneratorsNGP Series (capacity 1 - 300 l/s; flow 4 - 1100 Nm<sup>3</sup>/h; purity 95% - 99.999%)

**A**tlas Copco's new nitrogen generator uses Pressure Swing Adsorption technology to isolate nitrogen molecules from other molecules in compressed air. Oxygen, CO<sub>2</sub>, water vapor and other gasses are adsorbed. The result is virtually pure nitrogen at the outlet of the generator. The NGP series are a very cost-efficient source of nitrogen used in various industries like food and beverage, metal processing, electronics, and many others

## Atlas Copco's launches the new AQ oil-free, water-injected screw compressor from 15 to 30 kW caters to new oil-free applications

The new AQ 15 - 30 is exclusively available with VSD and the range will consist of 4 different models, including air -as well as water- cooled variants. The new, Class 0 certified oil-free compressor range offers substantial energy savings and high operational efficiency. With the introduction of this range, Atlas Copco extends its AQ water-injected screw family. Atlas Copco's water-injected screw technology

is now available from 15 to 55 kW. This new product range brings reliable, ISO 8573 - 1 Class 0 certified, oil-free air to the **most sensitive applications below 30 kW**, e.g. medical applications, pharmaceuticals, electronics and >8bar pressure application. The AQ's water-injected screw technology is not only 100% oil-free, thanks to its **integrated air treatment** the AQ ensures optimum efficiency, reliability & air quality



## New GX 7 compressor offers Atlas Copco's reliable oil-injected screw technology at economical price

As an addition to the GX 2 - 5 kW oil-injected screw compressor range, this GX 7 kW brings a reliable, cost competitive compressor to the European & American markets. With a capacity of 14 liters per second, this 7 kW/10 hp compressor is an extension to the GX 2 - 5 range. The new GX 7 is ideal for small industries and priced to be an economical entry into oil-injected screw technology.



Learn more about this new oil-injected screw compressor range on [www.atlascopco.com/drivenbyefficiency](http://www.atlascopco.com/drivenbyefficiency).

### Atlas Copco PSA Oxygen Generators

OGP Series (capacity 0.6 - 56 l/s; flow 2 - 200 Nm<sup>3</sup>/h; purity 90% - 95%)

Atlas Copco's new oxygen generator uses Pressure Swing Adsorption technology to isolate oxygen molecules from other molecules in compressed air. The result is high purity oxygen at the outlet of the generator. The OGP series is a very cost-efficient source of oxygen used in various industries like waste water treatment, ozone production, health care, glass industry, and many others.

[www.atlascopco.com/nitrogen](http://www.atlascopco.com/nitrogen)



# Monitor your compressor installation anywhere anytime with Atlas Copco's mobile app



**A**tlas Copco releases its first mobile app to the compressor market. The Elektronikon® App is directly linked to the controllers in Atlas Copco's compressors and dryers. Users can monitor their installation anywhere, anytime on their smartphones or tablet computers. The Elektronikon® App is designed for iOS (Apple) & Android operated mobile devices.

**T**he new Elektronikon® App has been released along with the new GA 30 to 90 (and VSD) oil-injected screw compressor. Previously, compressor operators could already monitor their installations' performance over the intranet thanks to the Elektronikon® Mk 5 controller.

## The status of your installation, at your fingertips

The Elektronikon® Mk5 in every compressor & dryer has an internal website that allows for realtime data to be sent over the intranet. One or multiple compressors & dryers can be combined into one installation. With the app, users can monitor that installation's real-time status, like running hours, analog inputs, running/stopped status & much more.

“With this Elektronikon® App, Atlas Copco takes user-friendly distribution of essential compressor room operation data to the next level.”

**Koen Lauwers**  
Vice President Market





Available  
now

The app has been optimized for tablet computers and smart phones, but also runs on devices like the iPod Touch. The app is designed for iOS (Apple) and Android operated mobile devices and can be

downloaded from iTunes or Google Play (search for "Elektronikon"). Also customers with an existing Atlas Copco compressor with a Mk5 Elektronikon® can use the app after updating their software. 

## CUSTOMER *Story*

### A new industrial titan joins Atlas Copco's VSD club

Kohler Egypt / Jacob Delafon are the newest member joined Atlas copco's VSD club this year, they are one of the biggest faucets manufacturers who serves both domestic and export markets. The reliability, sustainability and power saving of our VSD series were the key competitive advantage that guided their decision to join our VSD club after a very aggressive benchmarking study.



## Saving energy in Compressed Air Systems needs a comprehensive approach

Atlas Copco introduces an entire process which starts from understanding the compressed air needs of the customer and then follows all logical steps in the circle to save energy in every phase of the compressed air generation.

The lowest operating cost

# A complete energy saving concept

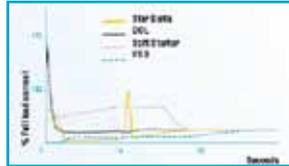
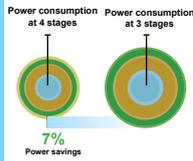


# Cut your Bottle Cost



**ZD** is a highly efficient compressor combining a ZR-FF oil-free screw compressor with integrated dryer - a more than 50 year's proven technology- and a D-type sound-proofed reciprocating piston booster. The whole combination corresponds to a four stage compression offering an optimal global efficiency for an oil-free and dry air. By proposing the best of both technologies, ZD has been designed to meet your most stringent requirements in the PET blow moulding process. The nominal performances of the ZD are in conformity with: ISO 1217 3rd edition, 1996, annex. C

**ZD sustainable benefits:**  
 -ZD fixed speed efficiency 4 stages configuration is 7% more energy efficient than 3 stage configuration.



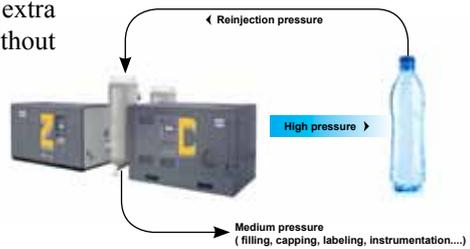
## ZD VSD savings:

As PET machines have a fluctuating air demand depending on the bottle size, ZD VSD is the optimum solution to save you money up to 35% & there is no starting peaks.



## ZD Xtend plus:

Possibility to oversize medium pressure screw compressor to provide extra medium pressure (6to 10 bar) without adding extra units.

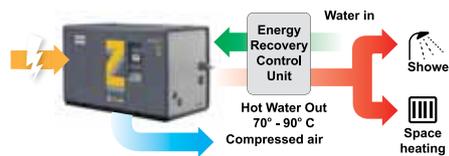


## ZD re-injection kit

11 to 13 KW saving per 100 m<sup>3</sup> re-injected at 9 bar.

## Heat recovery:

On average 75% of the shaft power can be recovered in form of hot water (at certain conditions, heat recovery can reach 90%). Hot water can be used for domestic use, industrial applications..



## Class 0:

Atlas Copco's ZD compressor is TÜV-certified as "oil-free" (ISO 8573 CLASS 0).

You can't afford to compromise on clean, oil-free air for your critical processes. Atlas Copco, a pioneer in oil-free air compression technologies, is known for its range of compressors designed specially for applications that require oil-free air. We are also the world's first manufacturer

to receive certification for a new standard of air purity: ISO 8573- CLASS 0. CLASS 0 compressors feed your processes with pure air that safeguards your production processes and blow moulding machines and protects your hard-won reputation.



# We gave blower technology an energy efficient twist!



## Proven technology in a leading design.

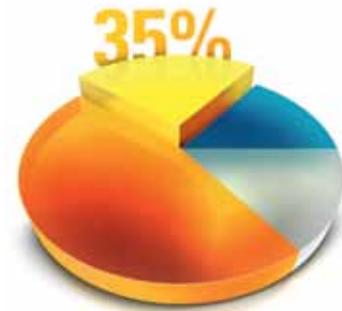
Low pressure compressed air is the backbone of many production processes. The ZS is the latest addition to Atlas Copco's air blowing solutions, manufactured to the highest standards of quality and reliability. Built to ensure complete product safety, ZS blowers guarantee a continuous, highly reliable, & energy efficient and 100% oil-free air supply for years on end.

## Driving down energy costs.

Energy consumption typically represents over 80% of a compressor's & blower's Life Cycle Cost. Looking continuously to innovate & reduce customer costs, Atlas Copco pioneered the Variable Speed Drive technology (VSD) in 1994. VSD stands for major energy savings, while protecting the environment for future generations. Due to our ongoing investments in R&D, Atlas Copco offers the widest range of integrated VSD compressors & blowers on the market.

## Energy savings of up to 35%

Atlas Copco's VSD technology closely follows the air demand by automatically adjusting the motor speed. This results in large energy savings of up to 35%. The Life Cycle Cost of a compressor & blower can be cut by an average of 22%. In addition, lowered system pressure with VSD minimizes energy use across your production dramatically.



## Varying air demand in 92% of all installations.

In almost every production environment, air demand fluctuates depending on different factors (time of the day, week or even month). Extensive measurements and studies of compressed air demand profiles show that 92% of all compressor and blower installations have substantial variations in air demand. Only 8% of all installations have a more stable air demand. Tests prove that, even in this case, VSD compressors & blowers save energy.



## Wastewater Treatment

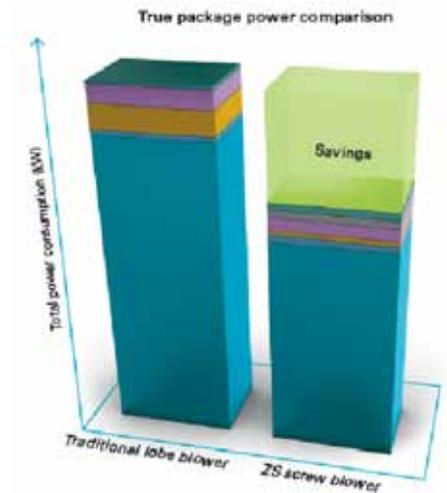
Many WWT plants use aerobic biological processes to digest waste by-products. Typically, the major energy consumers in these plants are the aeration blowers. To permit energy optimization and substantially reduce energy bills in these continuously operating plants, Atlas Copco's innovative ZS blowers incorporate the latest technologies in the most efficient design.



## Pneumatic Conveying

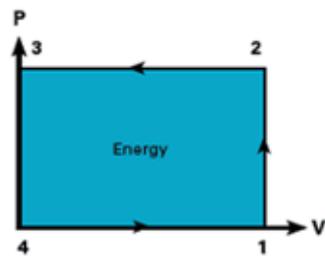
In many industrial processes, dilute phase pneumatic conveying is used to transport goods. A cost-efficient stream of low pressure oil-free compressed air – 100% certified according to ISO 8573-1: CLASS 0 (2010) – is essential to avoid contamination and keep the production running smoothly. ZS blowers are designed as fully integrated and compact packages to ensure optimum cost efficiency. Combined with low noise & vibration levels this makes the ZS the perfect air solution for dilute phase pneumatic conveying.

# Minimize energy costs with the ZS screw blower



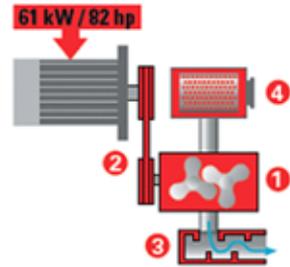
## Energy losses in roots type blowers:

High resistance to the internal air flow leads to high pressure drops and increased energy consumption.



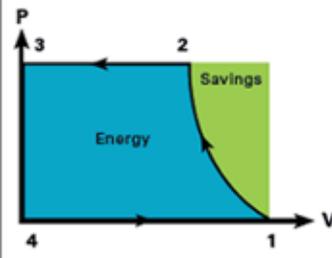
● Thermodynamic energy consumption

- Losses by:
- 1- External compression
  - 2- Belt/pulley
  - 3- Silencer
  - 4- Inlet filter



## Energy savings by screw technology:

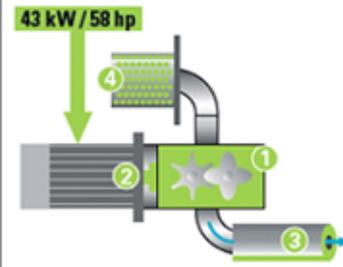
In the ZS screw blower, the internal air flow path is optimized to reduce pressure drops and air turbulence.



● Thermodynamic energy consumption

● Energy savings

- 1- Internal compression
- 2- Integrated gearbox
- 3- Smooth silencer
- 4- Inlet filter



First in  oil-free air technology

Over the past sixty years Atlas Copco has pioneered the development of oil-free air technology, resulting in a range of air compressors and blowers that provide 100% pure, clean air. Through continuous research and development, Atlas Copco achieved a new milestone, setting the standard for air purity as the first manufacturer to be awarded ISO 85731- CLASS 0 certification.



## Flue Gas Desulphurization

In coal-fired power plants, a continuous flow of low pressure air is used to remove sulphur dioxide from the exhaust flue gases. To guarantee uninterrupted pollution control and make sure these plants are up and running 24/7, the used compressed air solution needs to be highly reliable. Atlas Copco's ZS blowers fulfill this demand by offering a constant air flow at minimal energy costs.



## Industrial Applications

With the ZS+ VSD, Atlas Copco offers a state-of-the-art ready-to-run package with completely integrated VSD converter and proven Elektronikon® controller. Noise levels are significantly reduced, resulting in a more pleasant working environment for operators. The unique ZS+ VSD stands for optimized energy efficiency and easy installation as well as continuous monitoring & control.



## Compressed Air Piping System Top quality, highly efficient, major benefits



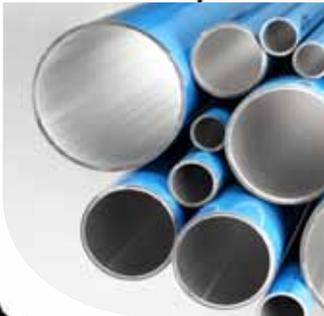
*fast* : *easy* : *reliable*

# DISCOVER



## Your Way To The Lowest Pressure Drop

A complete portfolio up to 4" for the complete solution for designing supplying the air network provided by Atlas Copco.



### Reduced energy costs

AIRnet significantly reduces your operating costs by providing more air flow with less pressure drop thanks to its ultra smooth inner aluminium surface. AIRnet is a corrosion-free pipe & fittings to minimize the risk of leak-age and maintain less pressure drop consistently over time, also reducing energy waste.



### Time Saving

AIRnet can be installed in 40% of the time taken for traditional steel systems.

Few specialized tools are required to complete any installation. Network maintenance is equally as fast & easy.



All components are easily adjustable & reusable.

AIRnet is compatible with any existing pipe work and equipment.

### Because We Care

Stands for minimized energy consumption, carbon footprint and emissions: AIRnet corrosion-free aluminium pipes & AIRnet fittings minimize the risk of leakages & maintain consistently low pressure drop over time. AIRnet will also provide a higher airflow thanks to the smooth inner aluminum surface. This will help every customer reduce energy costs & ensure each of your compressors run in the most efficient way. AIRnet is 100% modular, utilizing recyclable materials and ensuring reusable component parts.



### Build To Last

The AIRnet piping system is resistant to corrosion, mechanical shocks, fire, thermal variations and many outdoor weather conditions. Thanks to consistent clean quality air, the AIRnet range ensures longevity of your equipment and increases the lifetime of filtration elements. In line with the high quality performance of our AIRnet product range, we provide you with a 10 year guarantee on our AIRnet fittings and aluminium pipes against any damages resulting from material defect.



# WE CARE TO THE CORE WITH **COMPLETE SOLUTIONS**

## SPM (Shock Pulse Measurement)

**M**ethod to monitor the condition of rotating ball or roller bearings, due to the normal surface roughness, the balls or rollers generate shock pulses when they roll in the bearing ring, the shocks are detected by a transducer, making contact with a machined surface close to the loaded zone of the bearing. The device is connected to the Elektronikon to give alert for a warning level before the failure.



**WHY** Condition monitoring: For the maximum utilization for the entire lifetime for the screw package which will lead to money saving. Moreover, Plan the production according to the supply of the compressed air. Also to avoid loss in the production due to the sudden breakdown, avoid extra costs for the rental compressors & to avoid costs for secondary damage (screws and compressors housing) and rental compressors.

Finally, the availability for 5 points measurement for oil injected compressors and 7 points measurements for oil free compressors.

## ES Controllers

Stop Wasting Your Money and Save Power.

A new complete innovative ES controllers provided by Atlas Copco to sequence from 4 compressors up to 60 compressors/dryers, up to 30 VSD/turbo and also up to 3 airnets.



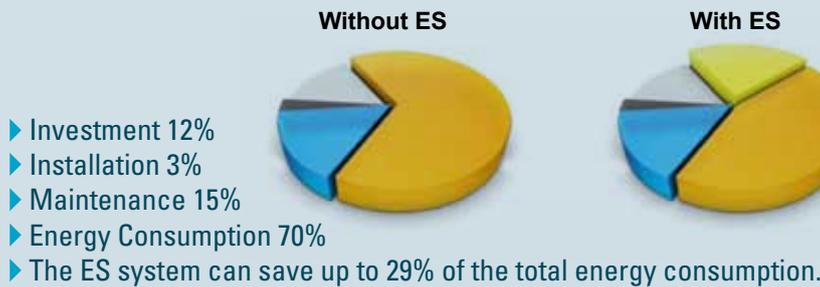
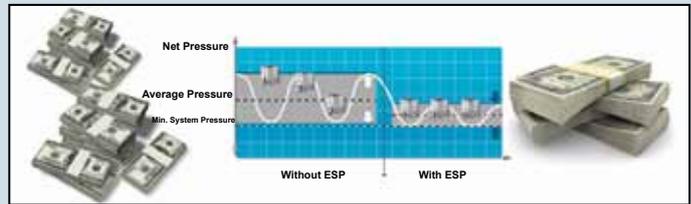
ES 4i/6i	ES 6	ES 16	ES 360
Sequencer integrated in local controller	Sequencer wall mounted controller	Advanced sequence controller	Advanced energy optimizer for 3 airnets
4/6 compressors	6 compressors	16 compressors/dryers	60 compressors / dryers
1 VSD	Up to 6	Up to 16 VSD/turbo	Up to 30 VSD/Turbos
No turbo	No Turbo	Ancillaries control	Ancillaries control
Only AC compressors	Non-AC compressors	Non-AC compressors	Non-AC compressors

# The Value of Compressed Air

## SOME USEFUL FACTS AND FIGURES

- 70% of total costs of the compressor life cycle is the energy consumption
- 1 bar lower in pressure, reduces energy by 7%
- Typically, after 5 years leakages take 20% of the total air consumption
- Most systems are not shutdown during non production hours to maintain leaks
- Improved machine selections will provide further savings

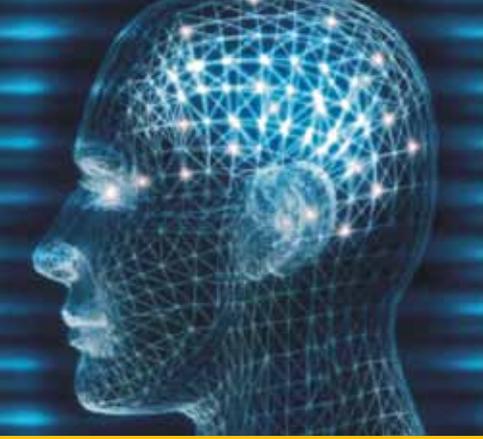
### The quickest way to achieve immediate savings



### Direct Benefit for ES controllers:

- ▶ Pressure measurement in ainet, no cascading
- ▶ Pressure band can be reduced to 0.1 bar (sufficient storage and control required)
- ▶ Lower pressure by 1 bar (15 psi) reduces energy by 7%
- ▶ Lower pressure by 1 bar (15 psi) reduces leakages by 13% (artificial demand)





# Air Connect



notification+

## Intelligent notification

Critical events require different handling than others.

**AIRConnect Notification+** guarantees each notification is sent to the correct group of people using the most suitable medium SMS and/or E-mail.



visualization+

## Web based visualization

To compile a real-time overview of the system's behavior.

**AIRConnect Visualization+** continuously samples data from the installation. Compare this information with typical production output data or even multiple sites within your company & the tools to identify major cost reductions are yours!



supervision

## Continuous Supervision

With maximum uptime and reliability being highly important elements in your everyday production workflow, continuous surveillance is a top priority.

With **AIRConnect Supervision**, Atlas Copco handles the event notifications and provides the immediate response necessary, backed by a Response Time Guarantee.



analysis

## In-depth Analysis

Reducing the energy consumption of your compressed air system is a crucial factor on the road to substantial cost savings. To be able to do so, you require thorough understanding of the system's performance.

**AIRConnect Analysis** provides the complete data service you are in need of to optimize system usage and minimize energy consumption.

## Dry Blow kit

- ▶ In high humid environments, the lifetime of the oil free screw element can be influenced,
- ▶ When the unit is standing still on a frequently base and / or for a longer period of time.
- ▶ During the stand still period, condensation will occur and will be responsible for starting
- ▶ Corrosion on the inlet side of the rotors. As a result of this, the lifetime of the element will be influenced and it's even possible that the element will be locked-up during stand still for a longer period of time.

**W**hen using the dry blow kit the cultivation of condensation can be prevented by blowing a small amount of air over the rotors. This will prevent any possibility of starting corrosion on the element. This kit makes it possible to automatically dry the elements when the unit is stopped.

## Automatic Regreasing Device ARD

- ▶ The Automatic Re-greasing Device (ARD) is a device, installed by AC to re-grease the motor bearings on a regular basis.
- ▶ If The ARD is installed, the ARD menu is added to the menu flow of the Elektronikon regulator.
- ▶ The ARD will re-grease the electrical motor automatically with the required amount of grease at the requisite re-greasing interval.



# AIR SCAN

IF YOU CAN MEASURE IT, YOU CAN IMPROVE IT



## Air Scan Tools: **PAY ONLY FOR YOUR DEMAND**

Atlas Copco can audit your compressed air to give you the optimum energy consumption within a complete range of measurements tools to the

measure the energy consumed by the compressors, also to detect the leakages and to measure the dew point of the compressed air.

### Atlas Copco Air Scan tools

Variety of tools / services to offer the customer

- Power measurements / Datalogger
- Current measurement / Datalogger
- Flow measurement
- Dewpoint measurement
- Quality-air measurement
  - Air Tester to detect water content
  - Oil Check to detect oil content
- Environment (Compressed air tem.) & Ambient temp.
  - Leak detection
  - Ultrasonic Sound Detection
    - Pressure Transmitters .

### Benefit

- ▶ No need for manual re-greasing.
- ▶ Prevent failure which be caused due to lack of grease in the motor bearings.
- ▶ No need for extra tools (greasing gun).
- ▶ No more loss in production & less troubleshooting.





# 24 / 7 Service - Hotline

CAIRO: 012 807 555 33 ALEX: 012 807 555 66



## Atlas Copco at your service



customer service E-mail address:  
[customers.feedback@eg.atlascopco.com](mailto:customers.feedback@eg.atlascopco.com)



Atlas Copco ensures sustainable productivity by putting reliability first.

# Lean on me

Atlas Copco puts customers' needs at the center of its delivery system, whether that means providing the best equipment for the job or offering round-the-clock service & maintenance.

## OUR SERVICE HEROES

Said & his assistant Mohamed Soilman worked extra hours to minimize the stopping time for the compressors & keep the business running by doing the overhaul at daytime & the maintenance after hours. Both tasks were performed within the permissible time, for four days.



Mohamed Said is one of 24 service technician serving all the customers all over Egypt

“My happiest moments at work are during repairing a breakdown compressor to save the customer’s production line & time even during the most demanding circumstances, As I believe that when something happens unexpectedly, it doesn’t matter when or where it happens but all what is crucial for me is to take a fast reaction towards its solution & to be supportive to the customer to the utmost.”



**Mohamed Said - Service technician**

## Fire Response

Mohamed Said is a service technician since more than 15 years ago who won't let anything to stop him from performing his job even in the most demanding circumstances.



During the 25<sup>th</sup> Jan revolution, though the protesting on the streets made it unsafe to move in & around Cairo at night, Mohamed made sure to be there for the customers. He just took his precautions & made sure to move around during daytime. When Juhayna, the largest dairy & juice company in Egypt, needed maintenance work to be done they asked for Mohamed. This should have been a straight forward maintenance work but unexpectedly one of the compressors needed an overhaul. This was during the celebration period of Ramadan when a lot of dairy products are used, a real high season for this company, stopping the production was not an option.

**Hatem sherby - Regional Aftermarket Manager says**

“Mohamed has a wide experience, knows all our compressors, He has a friendly way & great ability to solve problems that make our customers particularly ask for him”



**Hatem Sherby - Regional Aftermarket Manager**

The grateful customer Juhayna wrote a personal Thank You letter to Mohamed Said & his assistant Mohamed Soliman:

“Our special thanks to the service team for carrying out required work in such a good time during the service of our 4 Compressors Type ZR55 and ZT75 while also carrying out complete overhaul for ZT45 during day shift for 2 days. This made it possible for us to continue production without stop”  
Signed Technical management, Engineer Ahmed Elsayed & Technician Mostafa Fouad, Juhayna.

# Atlas Copco

Oil & Gas custom design



## What we can do!

### Serving the Oil and Gas Industry

With a comprehensive product offering, Atlas Copco is a trusted partner to the Oil and Gas solutions. We provide reliable equipment for many challenging applications along the entire Oil and Gas value chain

We know our business – and we know yours. When we work with our customers, we have one goal in mind: sustainable productivity. Based on our company's early roots in drilling technology, we have built our expertise and expanded our portfolio over decades of research & development and customer interaction. We have grown to become a premier, reliable end-to-end partner for the Oil and Gas industry. From the well all the way to the downstream, Atlas Copco provides reliable equipment for the industry's entire application range Atlas Copco

provides reliable equipment for the industry's entire application range.

#### Driving Customer Satisfaction

Total customer care is our top goal. Always offering professional and timely service, through interaction & involvement we adapt our offer to your specific processes, needs and objectives. We work in close cooperation with you to optimize the efficiency of your processes. This includes standardized genuine parts and remote monitoring & control, as well as auditing & optimization. To us, the best way to ensure sustainable productivity in

your process is by taking constant care of your equipment.

#### Genuine Parts

Simply put, genuine parts offer the best value. Our genuine parts are manufactured to the same quality standards as your compressor. This ensures that your production remains at the same maximum level – even after machine servicing.

Upstream  
Exploration & Production

Midstream  
Transportation & LNG Processing

Downstream  
Refinery & Petrochemical

Downstream  
Distribution & Power Generation

## ***COMMITMENT TOWARDS ENVIRONMENT***

Atlas Copco has been granted the triple certification the quality, environmental and occupational health and safety management by Lloyd's Register Quality Assurance. Moreover, Atlas Copco is the first manufacturer to be certified ISO 8573 - 01 (2010) CLASS 0, for all its oil-free air compressors.



# YOUR FUTURE WORKFORCE

Industrial Tools and Assembly Systems is a division within Atlas Copco's Industrial Technique business area. It markets handheld electric & pneumatic tools, assembly systems, material removal, torque calibration systems, software & services to customers worldwide within general industry, motor vehicle industry, aerospace, appliance & consumer electronics, transport, power & energy equipment. A truly global organization with more than 2500 dedicated employees & extensive resources in more than 50 countries.



# SUSTAINABLE PRODUCTIVITY

## “What if we changed to a smaller bolt?”

Sometimes, the answer to a seemingly simple question can make an enormous difference.

For example, design engineers at a major truck manufacturer wondered what might result from using electric tools to assemble the chassis of their trucks and busses with smaller bolts – instead of the pneumatic tools and larger bolts that they were used to working with.

The results were incredibly eye-opening. They discovered that by migrating from pneumatic to electric tools – and smaller bolts and screws in the process – the weight of every chassis assembled could be reduced by up to 200 kilos.

The facts behind this story can be found in “The Weight Loss Method” – which is the result of the German VDI2230 standard.

One of the secrets is the use of Atlas Copco electric tools. Initially, large European truck and bus manufacturers began using electric tools because vibrations are minimized. Electric tools are also quieter. Quality can be monitored. And more precision and control are possible. However, in recent years, it's the ability to save weight by using smaller bolts and screws that's drawn more attention. And by multiplying the effects of saving 200 kilos on every large truck or bus, it's an area that can result in big savings for the environment too.

The same applies to cars as well. Switching to smaller bolts can reduce the weight of cars with up to 20 kilos per vehicle. The lighter the vehicle, the less fuel that's needed to drive it – and less CO2 emissions are released into the atmosphere. If every vehicle was manufactured using smaller bolts, it would cut fuel consumption by 12,000,000,000 liters a year, the equivalent of five oil tankers, and dramatically reduce CO2 emissions on a global scale.

We believe this gives manufacturers big advantages. From the use of natural resources for manufacturing, to the costs of transporting vehicles, to the energy savings that result from operating lighter vehicles – the use of electric

tools can make an enormous impact in a multitude of ways.

## Optimize your air line

There is a huge amount of energy wasted by leakages due to less than optimal installation in compressed air systems. Capacity losses of up to 1520% are common in many installations. But, in fact, this can be prevented quite easily. For example, using high flow couplings attached to the correct size of hoses, and having the correct regulators in place, can result in significant energy cost savings and increased productivity.

Using just one bar more of pressure than what's needed unnecessarily increases air pressure by 16% - which directly translates into higher energy consumption and costs. Having the correct regulators alone can go a long way towards reaching peak efficiency and energy savings. In addition, good installation also improves overall productivity by allowing workers to accomplish more in fewer hours.

## Speed is the key

Greater speed is the beginning of a winning formula. For example, by choosing a nutrunner from Atlas Copco's LTV-series you may be able to increase speed by up to 50%. Naturally this dramatically shortens tightening cycles while also increasing productivity.

It's also interesting to evaluate how this greater speed impacts energy consumption. Since the tool performs twice the work with the same amount of power, it's easy to see the benefit – a given increase in speed is directly matched by an equal percentage of savings in energy.

## Migrate to electric tools

Tools powered by compressed air have a lot of positive benefits to offer you – including proven durability and easy operation. However, they also consume up to 20 times more energy than their electrical counterparts. Which is why migrating to sophisticated electrical tools with built-in intelligence makes so much sense in terms of energy efficiency in both the short-term and the long run.

Electric tools are more comfortable to work with, they vibrate less and make less noise. In larger, advanced industrial production facilities, they also offer

traceability and quality monitoring. All of this adds up to helping achieve sustainable productivity.

## Achieve CO2 neutral tightening

The biggest impact on energy savings you can get is by powering your production line with solar panels or windmills. The evolution of tools from those that are powered by air and electricity, to ones that operate on batteries, makes this possible and translates into greater savings. By developing tools such as these, with renewable energy, the savings are immediately evident and lasting. In addition, these advanced tool solutions mean that sustainability can be put in place without sacrificing practicality or productivity.

In a properly engineered system you'll need no energy from the outside – your tightening becomes completely CO2 free.

Ahmet ASTAL

Regional Sales Manager – Middle East  
Atlas Copco Tools & Assembly Systems

# The case for multiple brands

**PERFORA**  
Part of the Atlas Copco Group



Maintaining many brands may seem counterintuitive as a corporate strategy, but Atlas Copco's brand portfolio offers many advantages. It's all about enlarging our offerings to increase customer satisfaction."

January 12, 2012: Atlas Copco Italia S.p.A. has acquired Perfora S.p.A., an Italian company that manufactures & sells drilling and cutting equipment for the dimension stone industry, i.e. quarries that produce raw stone blocks.



**A**tlas Copco Stonetec (former Perfora S.p.a.) offers a vast range of hydraulic, pneumatic drills & machines for diamond wire cutting as well as all kinds of accessories for quarrying activities.

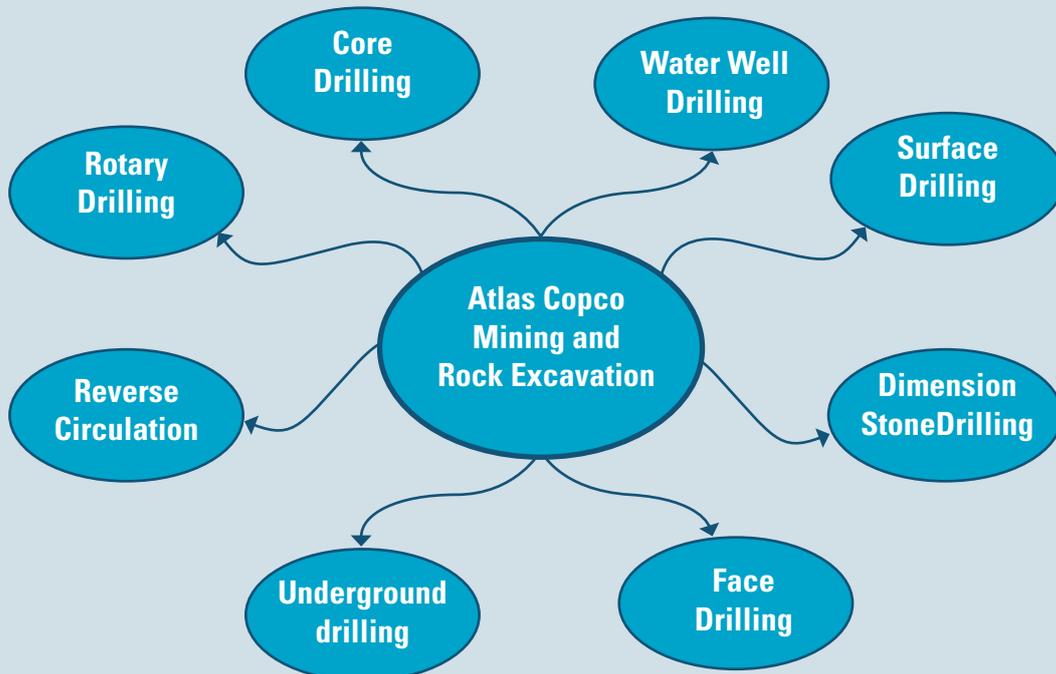
**“ Perfora is a leading supplier in dimension**

**stone industry, with a strong customer focus & high quality products, We see good growth opportunities through this deal. As part of the Atlas Copco Group, Perfora becomes a unique global supplier of tailor made equipment for dimension stone producers.”**

**Bob Fassl,**  
President - Mining & Rock Excavation



## What ever your Drilling Application Atlas Copco Can Drill



# Powercrushers Take a bigger bite on Productivity

In 2010, Atlas Copco acquires Hartl Powercrushers. New name is Atlas Copco Powercrushers. It will become part of the Atlas Copco Surface Drilling Equipment division. By adding mobile crushers and screeners to the Surface Drilling Equipment range, Atlas Copco customers will gain even more business possibilities. Adding the range of mobile crushers & screeners, we supply applications in the fields of construction, aggregate, cement & limestone, mining & recycling with high quality products & services.



## Powercrusher Family



\*Jaw crusher - take a bigger bite

\*Impact crushers - Flexible and tough

\*Cone crushers - Best at the daily grind

\*Screening plants - Sifting through the rubble

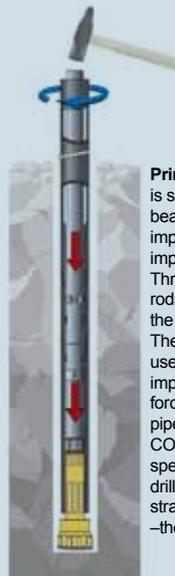
## Atlas Copco Surface Drilling Methods



**Principle:** As the name "top hammer" implies, the rock drill is situated on top of the drill string. The impact energy of the rock drill piston is transmitted to the drill bit in the form of shock waves. The method is fast in good rock conditions.



**Principle:** hammer is situated down the hole in direct contact with the drill bit. The hammer piston strikes drill bit resulting in an efficient transmission of the impact energy and insignificant power losses with whole depth. The method is widely used for drilling long holes, not only for blasting, but also for water wells, shallow gas and oil wells, and for geo-thermal wells. In mining it is also developed for sampling using the reverse circulation technique (RC drilling).



**Principle:** The rock drill is situated on the feed beam in direct contact with the drill bit. Threads less impact rods are stacked inside the threaded drill pipes. The impact rods are used solely to transmit impact energy and feed force, while the drill pipes transmit rotation. COPROD combines the speed of top hammer drilling with the whole straightness of the down-the-whole method.



**Principle:** Rotation is provided by a hydraulic or electric motor driven gearbox, called a rotary head that moves up and down the tower via a feed system, generating the pull down required to give sufficient weight on the bit. Flushing of drill cuttings between the wall of the hole and the drill rods is normally made with compressed air.

# EXPLORATION & GEO-TECHNICAL DRILLING PRODUCTS

## Core drilling rigs



### **Diamec Core Drilling rigs.**

-Used for ore body definition, reserve evaluation and ground investigation.  
-There are 5 models – from 100 to 2000 m in B wire-line.

### **Christensen core drilling rigs.**

-Used for surface “green field” exploration and ore body definition.  
-There are 6 models – from 610 to 2480 m in N wire-line; Trailer or truck mounted as standard.

## Multi-purpose drilling rig



### **Mustang rigs cover a wide range of applications such as;**

- Ground reinforcement
- Slope stabilization
- Geotechnical surveys
- Micropiling
- Mineral exploration
- Well drilling
- Grouting and jet grouting
- Underpinning

## Reverse circulation rigs



-The fastest and safest method for obtaining high quality samples.  
-The most modern and user friendly rig on the market.  
-Designed for professional RC drillers.  
-2 models are available; Explorac R20 and Explorac R50.

# Rotary & Deep Hole

**R**otary blast hole drills are used in open-pit mining. The rigs use either a patented hydraulic tophead drive or table drive system single or multi pass. Many offer angle drilling for additional versatility. Deep hole drilling rigs are used for water well, exploration, shallow oil and gas, and coal bed methane applications. These self-contained, truck-mounted drills are designed to drill quickly & efficiently in spite of the extremely rugged conditions under which they work. Deep hole drills must be mobile and meet all transport and environmental regulations.

**T3WDH 70,000 lb. Pullback Twin inverted feed cylinders Additional hydraulic capacity to maintain fast feed speeds**

- ▶ 1070 CFM/ 350 PSI compressor
- ▶ Mounted on a Navistar 5600 chassis
- ▶ w/ 380 HP Cat engine



# Atlas Copco Surface drilling Equipment

Offers a wide range of drilling machines for blasting . It Produce Both down the hole & top hammer drilling machines either Pneumatic or Hydraulic .

Atlas Copco Egypt is the market leader in Supplying the Surface drilling machines in Cement Industry and Gold mines in Egypt ●



# Atlas Copco Events

## Opening customer center in Lebanon

In 2012, The Atlas Copco Group has decided to establish offices in Iraq and Lebanon to strengthen the presence & relations with the customers in the region.

*The office in Lebanon is the regional coordination center of Atlas Copco's Compressor Technique business area for Lebanon, Egypt, Iraq, Libya, Syria & Jordan. Atlas Copco Levant was inaugurated on March 22 and is expected to employ about 10 people.*



“Energy Savings is the main drive for promoting Atlas Copco products in the region, due to the inherited superior advantages of saving power

using our compressors across all industries, Energy audits, Air scan tools and general audits for manufactures will be conducted to prove the savings. In addition, Atlas Copco Levant will be promoting products for the medical industries in the above mentioned countries, under the Beacon Medaes flagship, a world leader in the Medical industry. Finally, Atlas Copco Levant will promote and follow up on projects for the Oil & Gas industries across the Region. quoted by Emile Bado, the Managing Director.”



## Atlas Copco landed in Weatherford new City in the North Rumaila area ( Basra -Iraq )

The North Rumaila Area in Basra is the most economically booming area in Iraq, it is very close to the Giant Rumaila Oil Field where all the international Companies are there like ( SAIPEM, BAKER HUGHES ,Schlumberger , OILSERV,etc) .This solution will serve as a reference & a base for Atlas Copco Iraq .

Atlas Copco have Completed the installation of the compressed air solution which consists of air compressors GA75VSD FF& GA75FF, in addition to this we provided & installed the AIRnet solution to all the workshops in Weatherford new city.



# Exhibition News



**Our next participation**  
**22\_25 Nov., 2012**  
**At: 3C9**



See more at : [www.airtech-eg.com](http://www.airtech-eg.com)



## AIRTECH 2011: 10TH ANNIVERSARY

In November last year, the 10th edition of the Airtech exhibition took place in Egypt. Also known as the International Exhibition for Compressed Air Technology & Accessories. Airtech is one of the largest and most complete displays of the compressed air technologies in the Middle East, with hundreds of exhibitors & thousands of visitors. This event was held from 17- 20 Nov, 2011 at the Cairo International Convention Center. Around 260 exhibitors from over 19 countries filled the 7000 m2 venue with their technologies & accessories and of course, Atlas Copco was one of them. Among other items, we displayed the GA37 VSD & the QLT M10P. By all accounts, the exhibition was a productive and inspiring experience for everybody involved and achieved a great success - regardless the political situation and discrimination which were existing in the same time - specially for ACTA which benefited mostly from the exhibition, where they had a special place for their tools to be displayed. This division has been introduced to AC old customers as well as reaching new customers from other governorates.

## AC Training

### Compressed Air Training



**Atlas Copco equipment Egypt** in coordination with the Engineers syndicate arranged for a two days training on 10th, 11th April, 2012 about the compressed air fundamentals. and how AC is a worldwide market leader in this technology The first day was focusing on compressed air fundamentals, basics for selecting the right compressors technology and how to size the compressor properly from capacity & maximum working pressure point of view, the effect of the pressure drop & the power saving that can be



achieved by reducing the pressure band. Different types of dryers & application where each dryer is needed. The training included also the N2 generators, high pressure compressors & accessories, blowers & low pressure application, right installation proposal, cable size, design for proper ventilation... Portable compressor, generators construction and mining tools.. The second day was about the CTS products & services, special focus about the genuine spare parts and its positive effect on the compressor performance,



lifetime & energy saving. The training was targeting the fresh graduates and the newly hired engineers, the number of the attendees reached over 80 and it was so successful that we had to extend it for almost 2 hours as the interaction was very high from the audience.. We have received a lot of thanks letter & several requests for a second seminar.

# We are here to Serve **you...**

## Oil-injected compressors (5 - 90 Kw) Oil-free air compressors < 55 Kw



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Product Marketing Manager  
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Mob.: (+2) 0100 1011105  
E-mail:  
ahmed.helmy@eg.atlascopco.com

## Oil-free compressors ≥ 55 Kw Oil-injected compressors ≥ 90 Kw Air blowers / high pressure compressors



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## Construction Technique Division



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## Industrial Tools Division



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**Ihab Abdel Gabbar**  
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Fax: +202 46100341  
[www.atlascopco.com/iqus](http://www.atlascopco.com/iqus)

### Atlas Copco Equipment Egypt

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Fax: +2 02 46100 341



[customers.feedback@eg.atlascopco.com](mailto:customers.feedback@eg.atlascopco.com)

#### Alex Branch:

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Fax: +2 03 4706 176 / 7

**Atlas Copco**

[www.atlascopco.com.eg](http://www.atlascopco.com.eg)