

## Portable Energy Division

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## Atlas Copco - Long-term Portable Energy Partner

**Portable energy is the lifeline on any job site that is dependent on the reliable supply of air, power or light to operate tools and equipment such as the construction, road making, mining, quarrying, oil & gas, power generation and agricultural industries.**

Atlas Copco's Portable Energy division leads the market with a comprehensive portfolio of on-site portable compressors, generators, light towers and more recently dewatering pump solutions. Air, power, light and water thus form the four pillars of this innovative division that falls within Atlas Copco Construction Technique. According to Portable Energy Business Line Manager, David Stanford, the product ranges within each of these four pillars are underpinned by a forward-thinking approach and a unique value proposition. "Our forward-thinking philosophy is about continuously improving product performance, reliability and efficiency to take on even the most stringent conditions. It's about engineering and manufacturing excellence, it's about environmental consciousness and finally, it's about expert service. Our value proposition differentiates us as a preferred supplier of portable energy products that are inherently energy efficient, light-weight, compact, easy to move and transport, meeting customers' exact needs and contributing to enhanced customer productivity at the lowest cost of ownership over the products' lifetime."

In line with this value proposition, it is Atlas Copco Portable Energy's belief that it all begins with a focus on customer needs. "Our products carry our name but they also carry our customers' respective expectations," states Stanford.

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“So in order to produce products that are fit for customer purpose, all Atlas Copco products are engineered not assembled and we have a global R&D division of over 200 highly trained engineers. Customers can choose from a single source an all-inclusive, on-site solution that best suits their particular needs. Product compatibility, extensive options and combinations ensure flexible, versatile packages that are second to none.”

Ever mindful of its environmental footprint and in an effort to minimise the effect on the planet, the Portable Energy division takes cognisance not only of its own manufacturing processes but also of the customer’s working environment through the provision of energy efficient products.

Stanford points out that Atlas Copco Portable Energy customers invest in so much more than just a product, they invest in a massive support network that includes factory trained technicians that deliver fast, reliable, expert service to help maintain uptime and production levels.

“Our final value proposition as an industry leader is to bring something new to our customers so that they stay ahead of the game. The recent launch of our new 8 series compressors which join our renowned XAS compressor ranges is proof that we walk the talk. The range of 10 air compressors embodies all the Portable Energy value propositions offering improved fuel efficiency (12% less fuel), light-weight (less than 750kg), compact (15% smaller) low maintenance and less than an hour’s total service time.” Stanford affirms that Portable Energy will be introducing an electric portable compressor. Combining smart engineering, proven technology and quality components, the XATS will be perfectly suited to sites with a ready supply of power.

The reliable delivery of efficient portable power to site is fundamental to customer productivity. The one-size-fits-all principle is not in Portable Energy’s vocabulary; instead the division presents customers with a wide choice in terms of generator size and specification. The Atlas Copco QAS and QES ranges are well-established and respected in die diesel prime market. The QAS series has now been extended with the QAS 630 KVA which, housed in the compact frame of the QAS 500 KVA, is capable of generating 20% more power.

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From an initial five power nodes (9 to 40 kVA with Kubota power packs), the QES range has been bolstered with power nodes from 60 to 200 kVA powered by John Deere engines. With two clicks to power, stable power is obtained in less than 6 seconds and with less than two hours total service time after 500 operational hours, the QES range provides a straightforward, rugged, durable, fuel efficient solution.

Customers can afford to keep the lights on after dark to perform critical work in safe conditions with Atlas Copco's industry leading range of energy efficient light towers. Available in pioneering LED technology and Metal Halide, the portable light towers deliver maximum light to ensure customer uptime and productivity as well as operator safety during critical after-dark work.

Atlas Copco Portable Energy has a comprehensive range of electrical submersible and self-priming diesel pumps to meet mobile dewatering applications within the flow range of 210 – 16500 l/min. The division's portable dewatering pump range was recently extended with Atlas Copco's acquisition of Varisco in January 2016. "Varisco's Padua location has become the dedicated global competence centre for pump development within Atlas Copco Portable Energy adding to our other two global competency centres in Antwerp (air) and Zaragoza (power and light)," says Stanford.

Atlas Copco Portable Energy is committed to creating customer value through anticipating and exceeding future needs while never compromising on environmental **principles**. Looking ahead and staying ahead is the only way we can ensure that we are your long-term portable energy partner," concludes Stanford.

**Caption to photograph**

Customers can afford to keep the lights on after dark to perform critical work in safe conditions with Atlas Copco's industry leading range of energy efficient light towers

*Atlas Copco is a world-leading provider of sustainable productivity solutions. The Group serves customers with innovative compressors, vacuum solutions and air treatment systems, construction and mining equipment, power tools and assembly systems. Atlas Copco develops products and service focused on productivity, energy efficiency, safety and ergonomics. The company was founded in 1873, is based in Stockholm, Sweden, and has a global reach spanning more than 180 countries. In 2015, Atlas Copco had revenues of BSEK 102 (BEUR 11) and more than 43 000 employees. Learn more at [www.atlascopcogroup.com](http://www.atlascopcogroup.com)*

*Atlas Copco's Construction Technique business area provides construction and demolition tools, portable compressors, pumps and generators, lighting towers, and compaction and paving equipment. It offers service through a global network. Construction Technique innovates for sustainable productivity in infrastructure, civil works, oil and gas, energy, drilling and road construction projects. Principal product development and manufacturing units are located in Belgium, Germany, Sweden, the United States, China, India and Brazil.*

*Portable Energy is a division within Atlas Copco's Construction Technique business area. It develops, manufactures and markets portable compressors, high pressure boosters and generators for portable power worldwide. Products are offered under several brands to a wide range of industries including construction, mining, oil and gas, and rental. The divisional headquarters and main development center are located in Antwerp, Belgium. Production facilities are located around the world, mainly Belgium, Spain, USA, India, Brazil and China.*