

## Atlas Copco Press Release from Atlas Copco Industrial Technique

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Atlas Copco Industrial Technique - First in Mind-First in Choice for Rail Industry

Rail Africa 2017 presented the ideal platform for Atlas Copco Industrial Technique to launch its 'Disc to Wrist' campaign as well as to showcase its comprehensive tool portfolio for the local rail industry.

According to Paul Groves, Atlas Copco Industrial Technique Business Manager, the combined success of their participation in last year's Rail Africa and their strong penetration into the rail sector, prompted Industrial Technique to once again support this year's rail exhibition. To maximise exposure and build on their combined strengths in serving the rail industry, Industrial Technique shared the stand with Compressor Technique as the two Atlas Copco business areas work in close partnership. "It was also valuable for our customers to see us together as complete rail solutions providers on one stand," adds Groves.

Rail transport is an important element of South Africa's transport infrastructure and it is therefore imperative that Atlas Copco works in partnership to deliver SHEQ to the rail industry through quality products and services. "With our deep understanding of our customers and their individual requirements we are proud to say that we are the preferred partner for assembly, drilling, quality assurance, bolting and grinding as well as productivity solutions within the rail industry," continues Groves. "We provide market leading industrial power tools, assembly systems, quality assurance products, software and calibration backed by service excellence."

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Atlas Copco considers the changing demands for material removal and assembly tools to be one of the strongest trends in rail-based operations. In order to stay at the forefront of these demands Industrial Technique invests in its employees, tools, assembly systems and services to reduced life cycle costs, safety and standardised processes, all key drivers in this highly specialised industry. "Our ergonomic, world-class tools also meet the increasing demand for more intelligent and less operator-dependent tools and our processes handle multiple variants, deliver accuracy and a higher degree of traceability address the growing trend in ensuring correct torque and valid documentation of critical processes."

To further meet these challenges, Industrial Technique offers onsite technical support by qualified technicians and specialised tooling to suit all unique assembly application issues from spatial and productivity to traceability and total overall cost of ownership.

The 'Disc to Wrist' campaign is a collaboration between Atlas Copco and Norton Abrasives that uses a three step approach to demonstrate the full potential of Industrial Technique's tools when matched with correct and premium Norton Abrasives products. The concept aims to provide customers and partners with knowledge about the grinding process and the effects of material and application and to bring Atlas Copco's tool portfolio and associated benefits of utilising the brand. Dynamic Production Optimisation, the third objective, gives customers a better understanding of how the choice of Norton Abrasives products positively affects productivity, quality and safety when utilised in conjunction with Atlas Copco grinders. "This gives Atlas Copco not only the experience but also the products to support all our customers' bespoke needs," concludes Groves.

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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 services 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 2016, Atlas Copco had revenues of BSEK 101 (BEUR 11) and about 45 000 employees. Learn more at www.atlascopco.co.za.