

28 June 2018

Perfect Pairing! Ceccato and Air Service Centre jointly host successful partner day

Ceccato recently partnered with distributor Air Service Centre (ASC), and hosted a successful partner day that provided customers with the opportunity to view the comprehensive Ceccato product range and to engage in one-on-one interactions with representatives from the respective companies.

“In addition to promoting our oil-free range tailored to medical facilities, the partner day, which focused on the medical sector, also presented us with the ideal platform to unveil the latest technology from Ceccato and ASC,” comments Mariette Greyling, Financial Manager at Silverton Compressors t/a Air Service Centre. Training on general maintenance and even trouble-shooting was also offered to customers on the day.

Globally renowned for its quality and reliability, the Ceccato brand is widely represented through its six carefully selected distributors across Southern Africa. “As our route to market, our distributors are responsible for the sales and service of our products and consequently have established relationships with the customers and end-users,” says Ceccato Business Line Manager, Sibongile Mtaopane. “So hosting regular partner days at the respective distributors’ premises is extremely important as it provides us with a platform to interact with the customers.”

ASC has been a proud Ceccato distributor for just over a decade and offers a wide Ceccato product portfolio that includes water- and oil-injected screw compressors (fixed and variable speed), oil-free water injected screw and scroll compressors, piston compressors as well as adsorption and refrigerant dryers and receivers. “As a Ceccato distributor, ASC enjoys access to the best products in the market accompanied by wealth of knowledge and support,” notes Greyling. “From our side we always endeavour to uphold the Ceccato brand integrity throughout all our dealings.”

2/...Ceccato and Air Service Centre

ATLAS COPCO COMPRESSOR TECHNIQUE

Postal Address	PO Box 14110 Witfield 1467 Gauteng South Africa	Visitors' Address :	Innes Road Jetpark Boksburg South Africa	Phone :	+27 11 821 9903
				Fax :	+27 11 252 9706
				Mobile :	+27 83 633 8413
				URL :	www.ceccato.com

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When it comes to aftermarket responsibilities, ASC works on a proactive tactic to service. According to Greyling, the company follows a well-structured maintenance plan and monitors equipment on an ongoing basis to promote uninterrupted operation efficiency and to minimise downtime risks for valued customers. ASC's 24/7 365 service contact number and skilled service agents that provide expert advice and action in the quickest lead time bear testament to ASC's commitment to meeting and exceeding customers' expectations.

Alongside the Ceccato ADS 27 Adsorption Air Dryer specially designed to cater to the medical industry needs, the partner day also showcased the CSB 25 and CSB 30 oil-injected screw compressors as well as two Ceccato Beltair Pro Air HP 3 compressors in the ASC warehouse in Silverton, Tshwane.

Karabo Modikoe, technical supervisor at Busamed Private Hospital attended the partner day to view the latest technology in the medical sector and to implement this at the Busamed facility. "I am looking at a long-term partnership with Ceccato and ASC and the partner day met all my objectives in being able to view the products, meet Ceccato personnel and obtain the technical information required. I am familiar with Ceccato and I am impressed with both the quality and service from this brand."

One of the Ceccato Beltair Pro Air HP 3 compressors was up for grabs in a lucky draw and Peter Van Leeuwen from long-standing ASC customer, Netcare, walked away with the 3-horse power/200L tank unit. Netcare uses Ceccato air compressors and Van Leeuwen lauds the quality and reliability of the brand as well as the levels of service and training that they receive from ASC which Van Leeuwen describes as seamless.

New customer relationships were forged, existing relationships were fortified, product knowledge and training were shared with customers and a CSB 30 oil-injected screw compressor was sold – all in all a hugely successful Ceccato/ASC partner day!

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ASC was founded by Deon F. Greyling in 2001 and is today an air services provider of choice on the African continent with an extensive Sub-Saharan African footprint, serving primary industries such as medical, pharmaceutical, automotive fabrication, food & beverage, manufacturing and petrochemical. "We pride ourselves on providing trusted and reliable technology coupled with unrivalled excellence in service delivery," concludes Greyling.

Caption to photos:

Photo 1: FLTR Katlego Ntsie, Ceccato Sales Representative with Air Service Centre's CEO - Deon Greyling, Financial Manager - Mariette Greyling & Operational Manager - Dewald van de Venter & Sibongile Mtaopane, Business Line Manager for Ceccato

Photo 2: Dewald van de Venter from Air Service Centre (right) giving a demonstration to valued Air Service Centre customers

Photo 3: Katlego Ntsie, Ceccato Sales Representative, liaising with Air Service Centre customers

Issued on behalf of: Atlas Copco Industrial South Africa (Pty) Ltd
Tel: +27 (0)11 821 9903
www.ceccato.com

Media Contact: Sibongile Mtaopane - Business Line Manager
sibongile.mtaopane@ceccato.com

Ceccato Aria Compressa is a supplier of reliable air compressors, dryers and filters. Providing small to medium customers through a network of distributors, Ceccato provides professional piston and screw technology from 2.2 to 315kW, dryers, filters and maintenance. With over 80 years experience, Ceccato stands for reliability, serviceability, simplicity and availability.

The company was founded in Italy in 1936 and is present in Europe, Africa, Oceania and South America.

For more information on our extended product and service offer, please visit our website at www.ceccato.com

Issued by Laverick Media Communications T: +27 (0) 11 0400 818 / sonia@laverickmedia.co.za / laverickmedia.co.za

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