



*Atlas Copco*


# ***ATLAS COPCO AND QUINCY IN THE UNITED STATES***

Atlas Copco Capital Markets Day 2014

John Brookshire, Atlas Copco Compressors  
John Thompson, Quincy Compressors



*Atlas Copco*



GA 45 VSD FF

# *THE STRATEGIC PILLARS FOR PROFITABLE GROWTH*



# KEY US MILESTONES



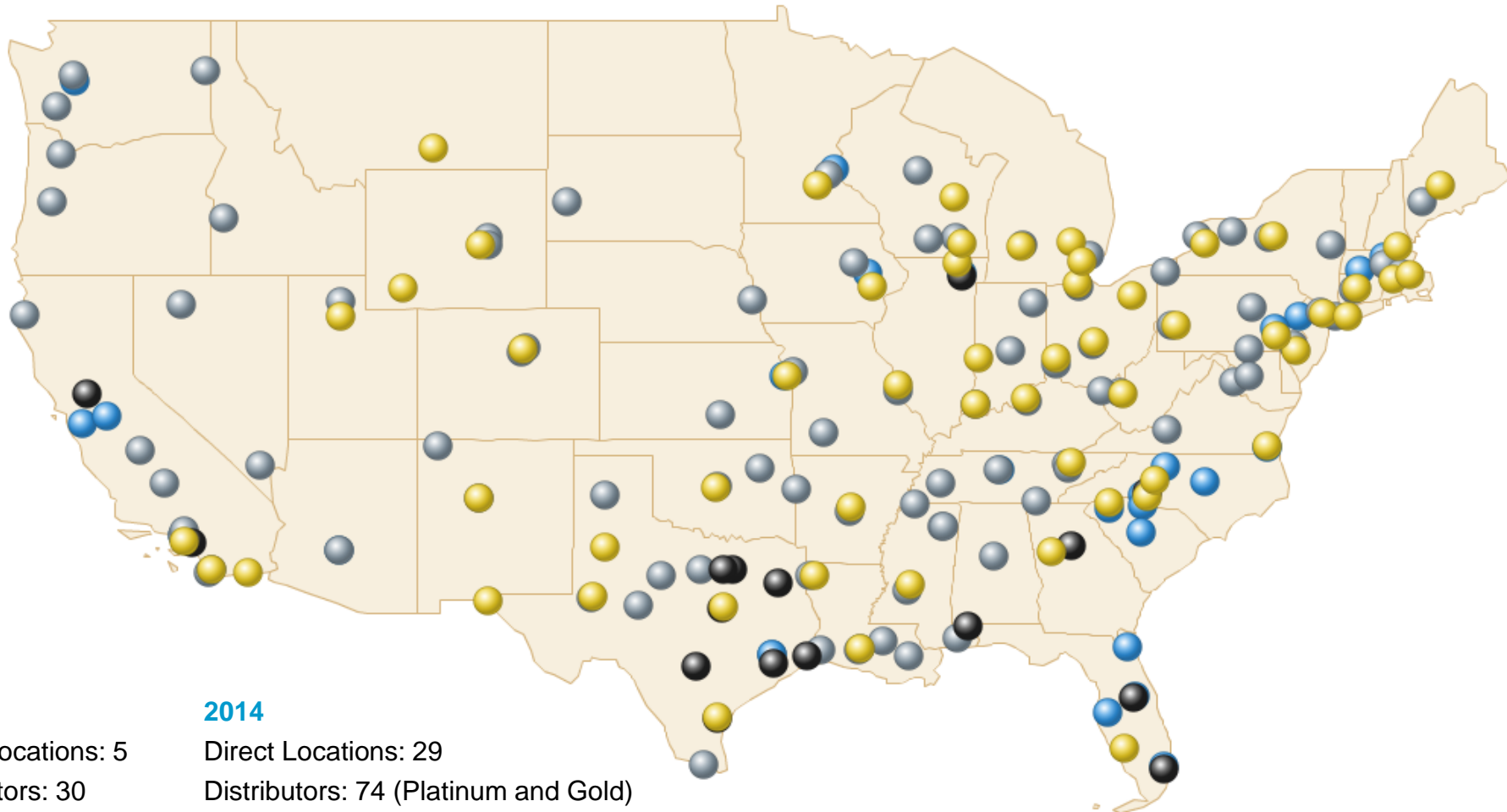
Distributor acquisitions = 4

2010 Quincy purchased by Atlas Copco Group



Distributor acquisitions = 8

# STRENGTHENED PRESENCE



Atlas Copco

**1994**

Direct Locations: 5  
Distributors: 30

**2014**

Direct Locations: 29  
Distributors: 74 (Platinum and Gold)

Quincy

Direct Locations: 0  
Distributors: 109

Direct Locations: 16  
Distributors: 93



# CHICAGO PNEUMATIC



## DISTRIBUTORS:

CP Industrial Distributors: 249  
CP Vehicle Service Distributors: 375  
*(Only master locations featured on the map)*



CP Compressors re-launched in the USA in 2007

# DIRECT AND DISTRIBUTION MIX



# MULTIBRANDING STRATEGY



## Atlas Copco



## Quincy





# INNOVATION BENCHMARKS

## Energy Efficiency

1994 Variable Speed Drive Compressor 2003



AIRScan 2005



Heat of Compression XD Adsorption Dryer 2007



Introduction R410A: Eco-Friendly Refrigerant 2009



Net Zero Energy Compressors 2013



Compact Variable Speed Drive Compressor 2013



GA VSD+



SMARTLINK Data Monitoring Solution



1985 Launched Vacuum Product Line 2000



Launch Drill Rig Packages 2005



Launch Variable Speed Units 2006



Launch 10-Year Royal Blue Warranty 2009



Launched Midrange Rotary Units 2011



Launched Economy Rotary Compressor & Complete Dryer Line 2014



Vapor Recovery for Natural Gas Industry



## Reliability and Performance



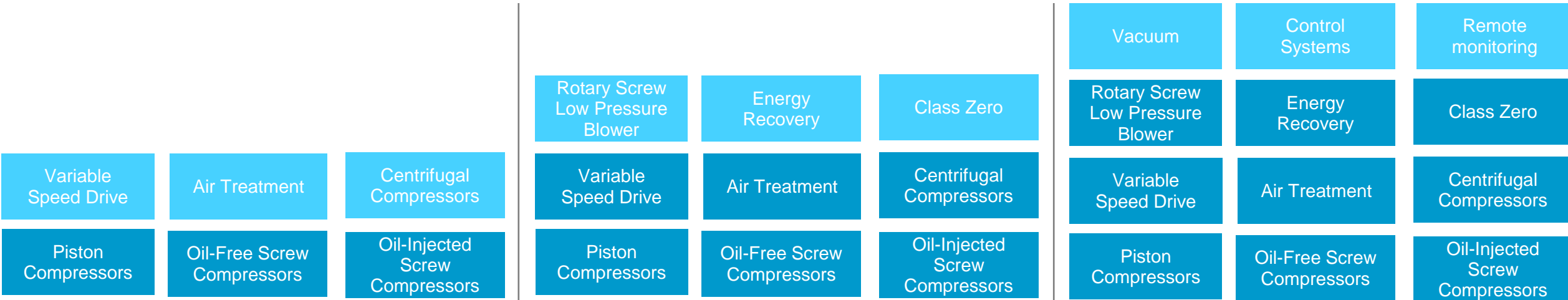
# INNOVATION AND DEVELOPMENT OF CORE PRODUCTS



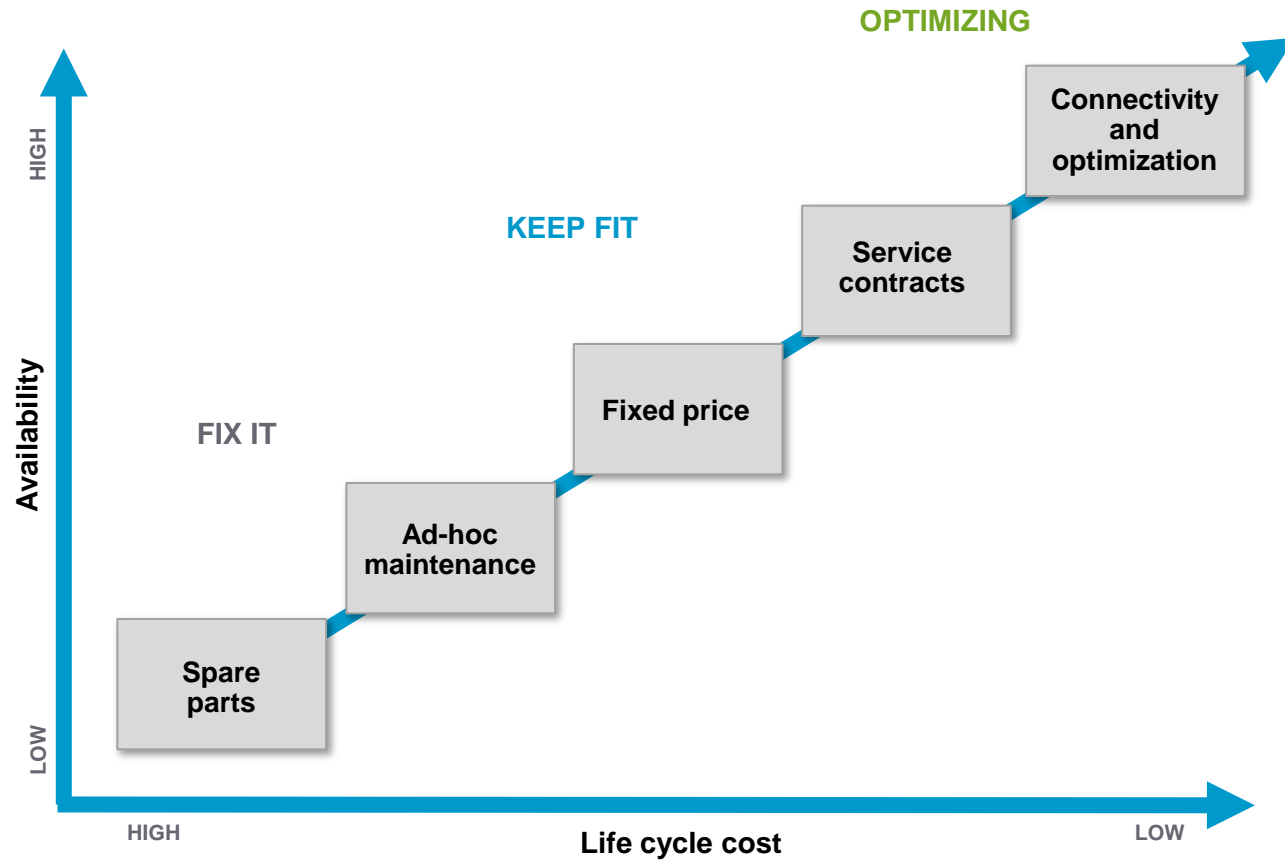
## Mid 1990s

## 2004-2009

## Now



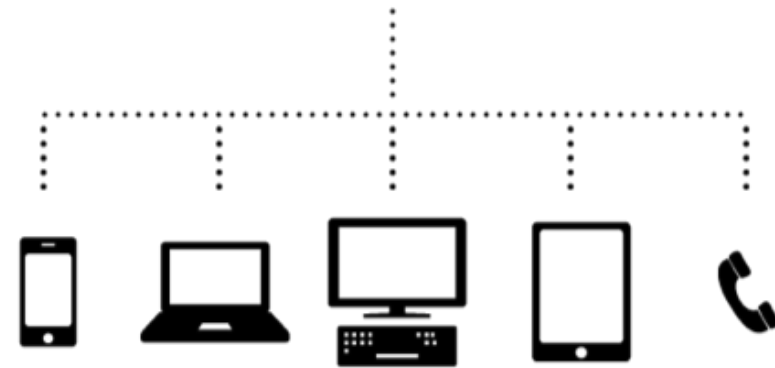
# DIFFERENTIATED SERVICE OFFERING



Goal = Build Long Term Relationships

- Value added service contracts
- Long term agreements
- Secure the compressor room
- Service the customer proactively

## 2014: Your Compressor Contacts You



# FUTURE GROWTH - QUINCY



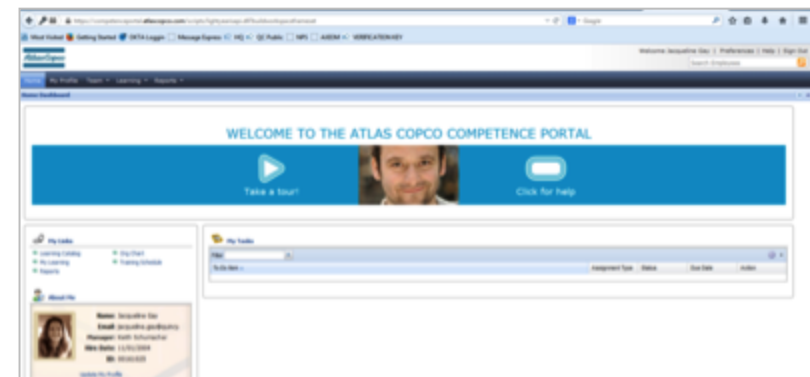
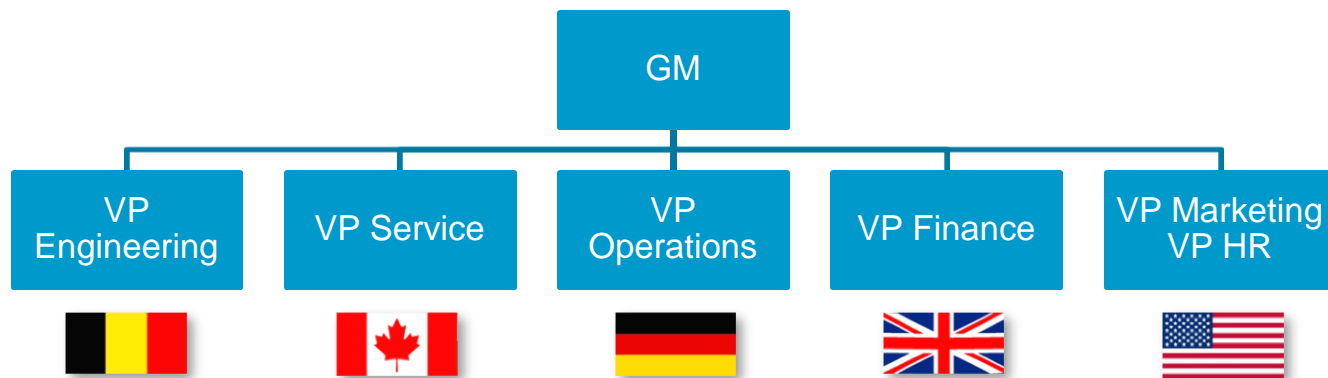
# FUTURE GROWTH - ATLAS COPCO





# PEOPLE

- US Air Academy in Rock Hill
  - > 2,500 trained since 2010
- US Air Academy and portal built with a commitment to each employee receiving 40 hours of training
- We have ~6 000 hours of safety training for technicians completed in 2014
- Cross-pollination of people between companies and more opportunities for personal growth



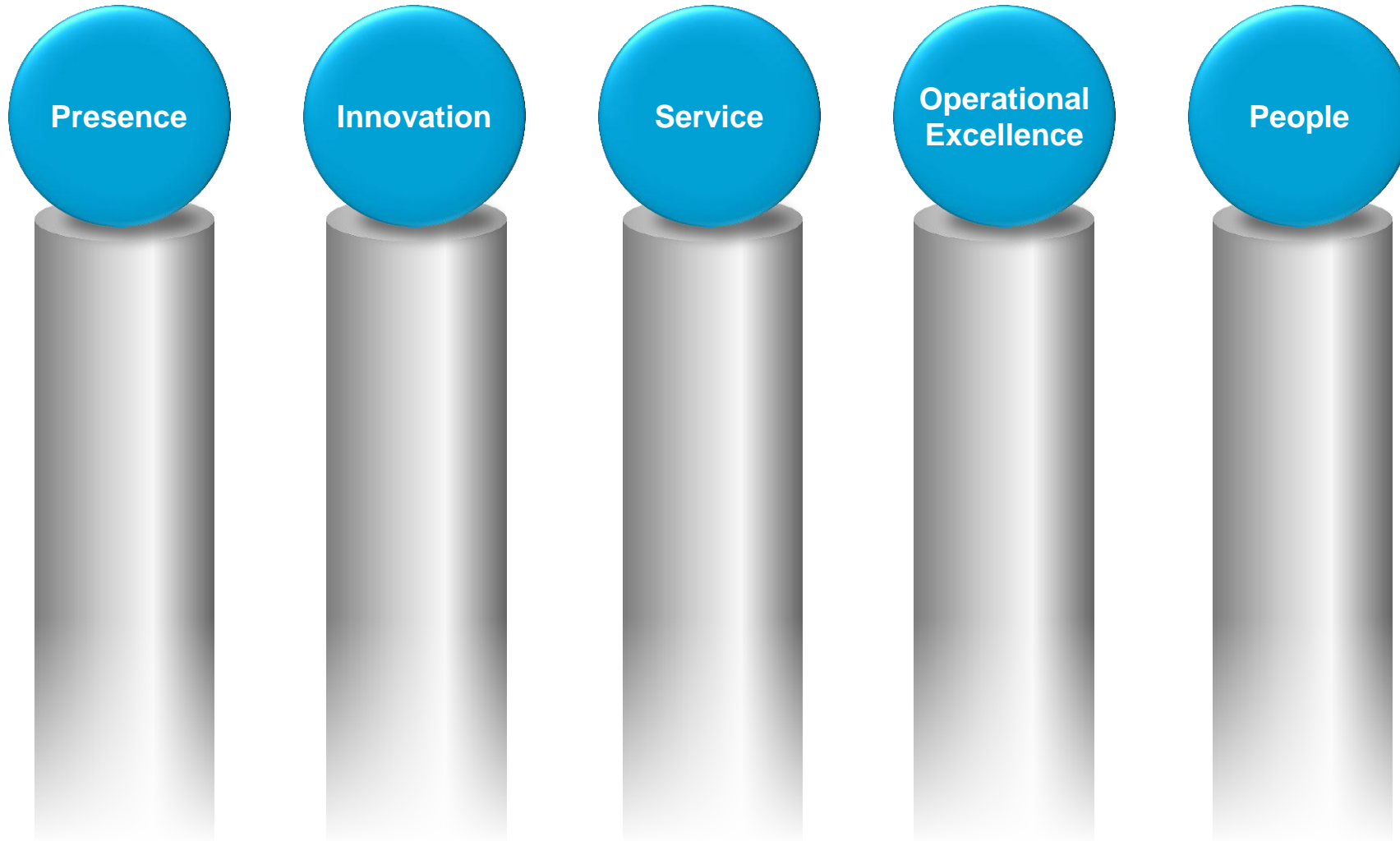
# OPERATIONAL EXCELLENCE

## Synergies

- National Distribution Center
- Business support tools and software applications
- Centers for Manufacturing Excellence



# *THE STRATEGIC PILLARS FOR PROFITABLE GROWTH*



***COMMITTED TO  
SUSTAINABLE PRODUCTIVITY.***





*Atlas Copco*

