



AUTOMAN: The professional global solution

Aluminium & Cast Iron Technology

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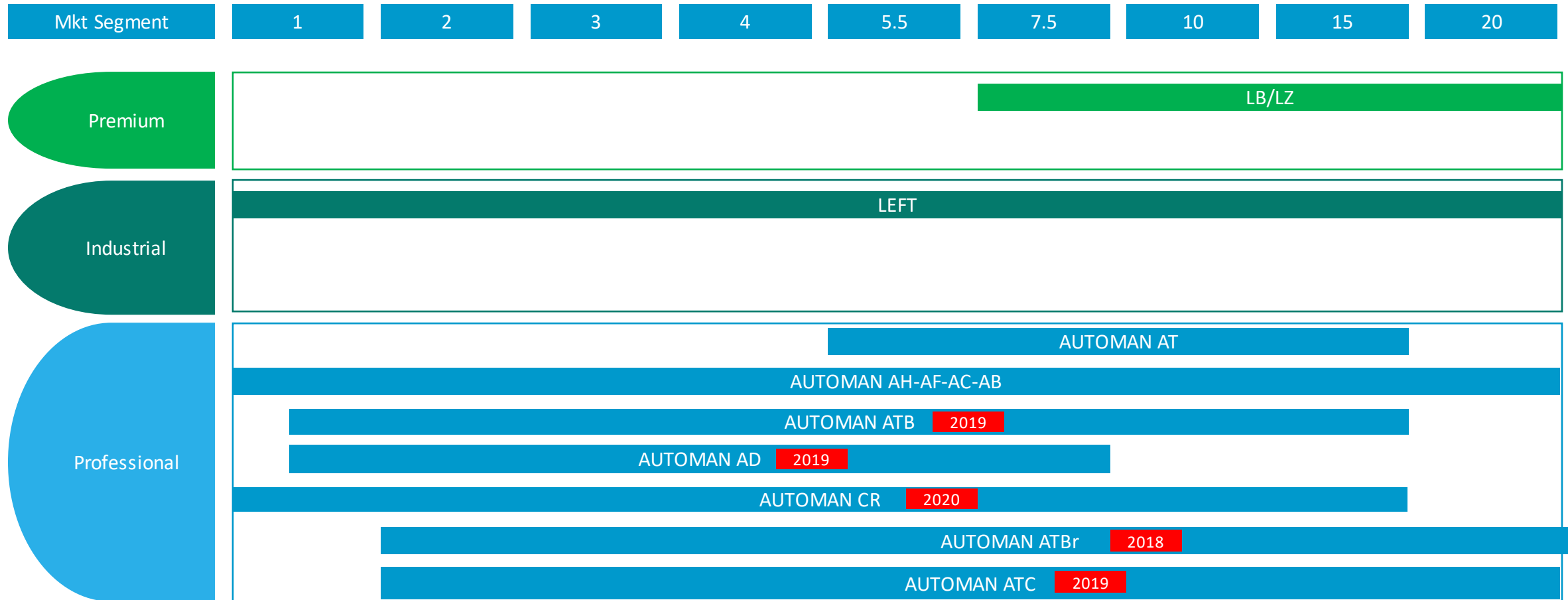
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Introduction



Product mapping



Positioning

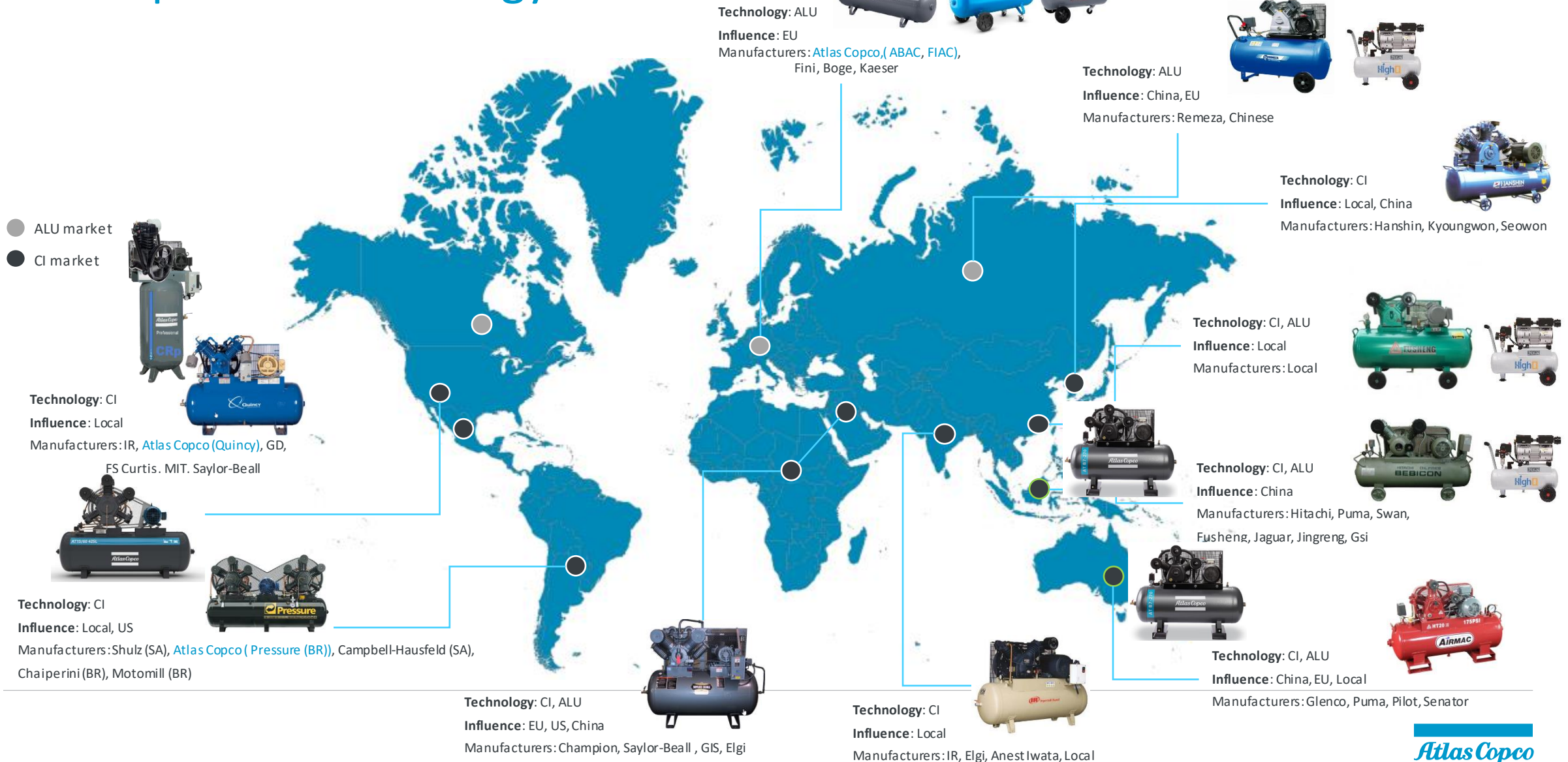
PROFESSIONAL MARKET

- Aluminum Automan Piston
 - Cost efficient machine for low duty demand
- Cast Iron Automan Industrial
 - More industrial customer
 - Heavy duty demand and rough condition

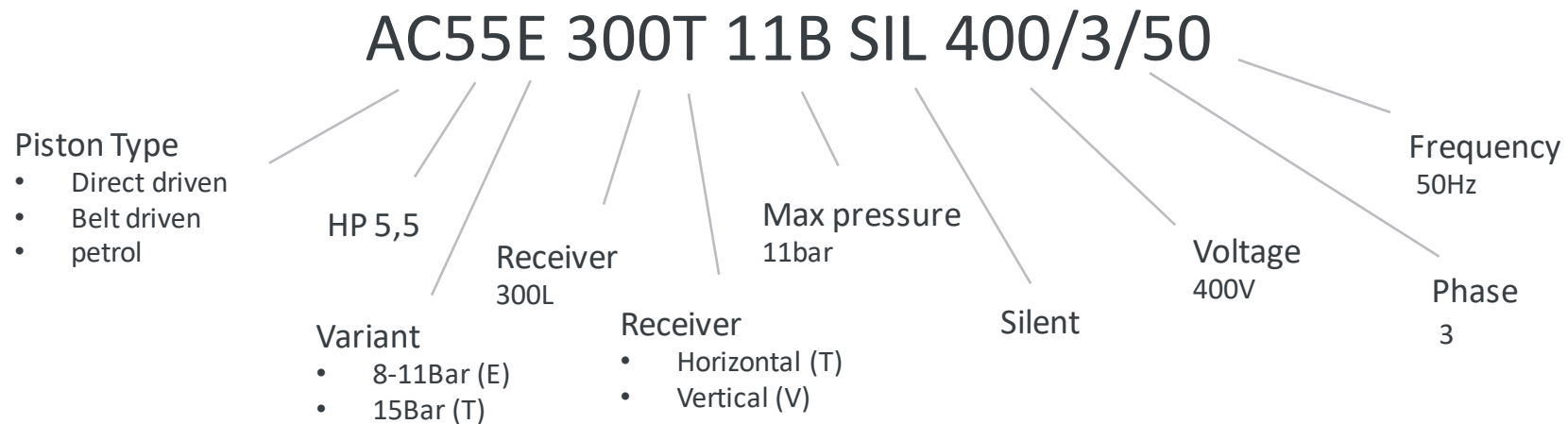
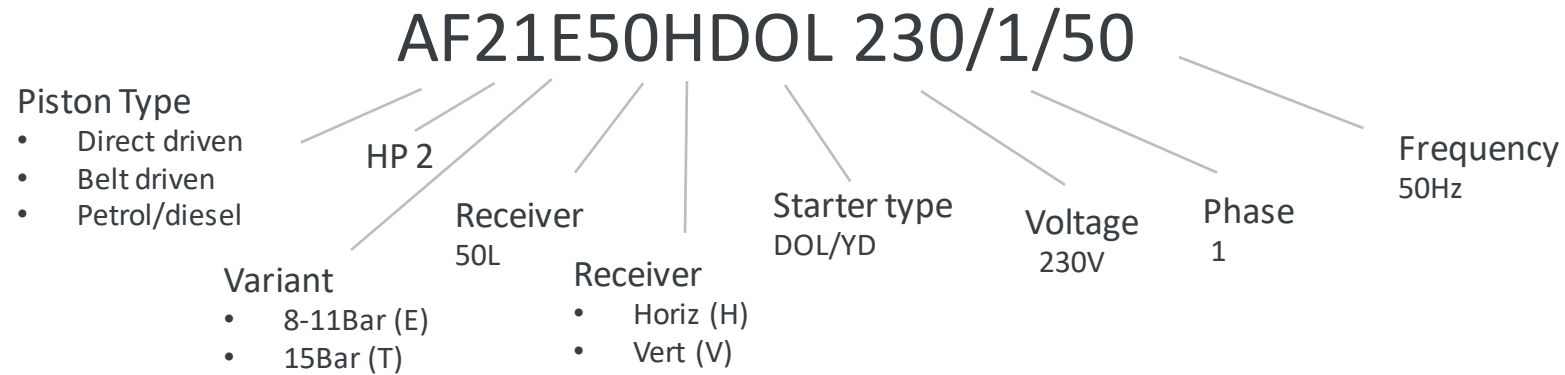


Global pistons technology

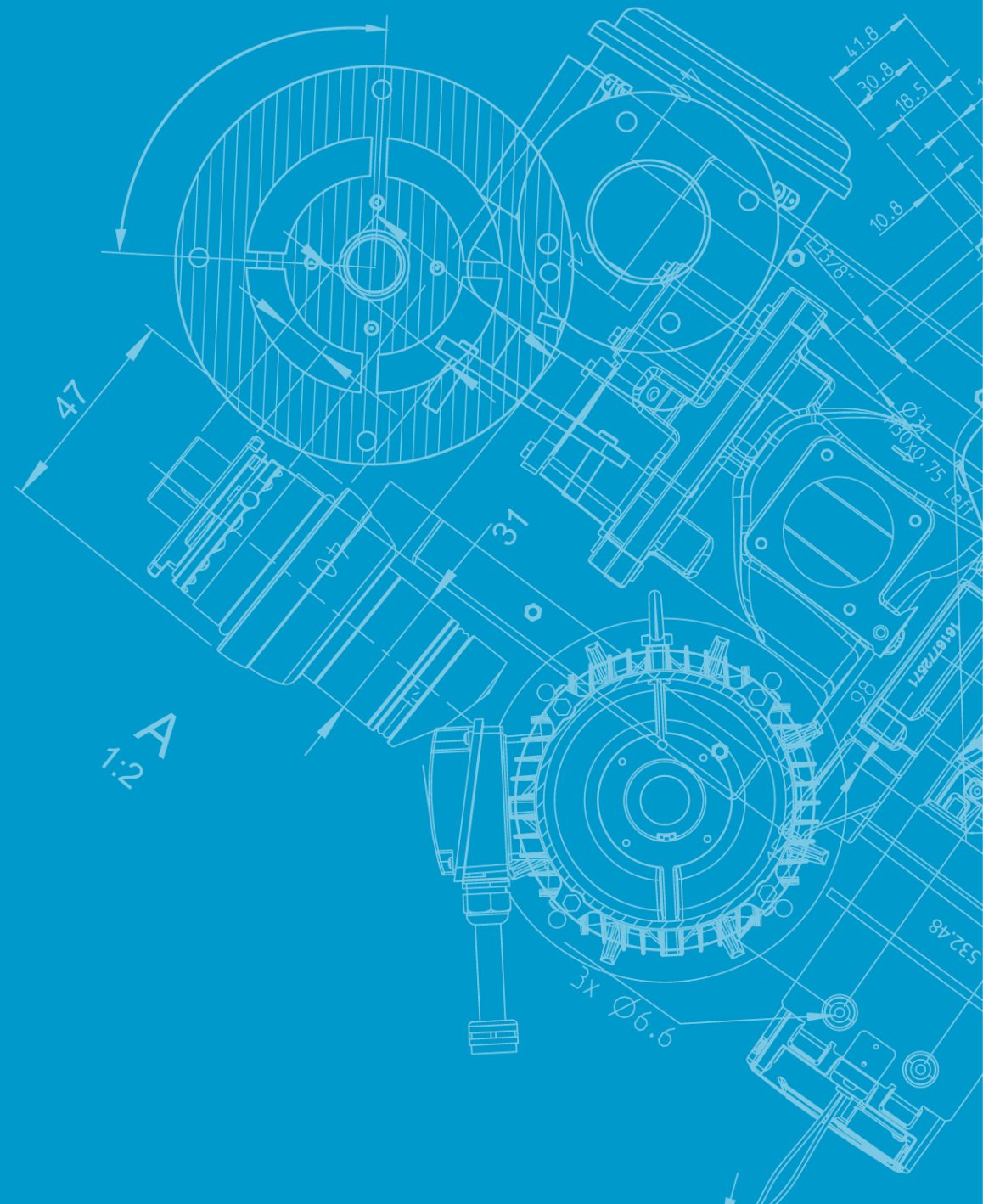
- ALU market
- CI market



Nomenclature



Automan Aluminium



Automan Aluminium



AH-AF



AB



AC Petrol/diesel



AC

- **AH, AF**
 - Direct driven 1-3hp
 - Aluminum Pump
 - TM version
- **AC, AB**
 - Belt drive 2-20 HP
 - Aluminum Pump
 - TM/BM & Silent versions
 - Petrol/diesel version

AF-AH

Direct Driven

- AH
 - Oil less
 - 1 till 2 HP
 - 8 Bar
 - 1 cylinder
 - 1 stage
 - 5 variants
 - Portable or mobile
 - Rec 6.9l, 9l or 24l



- AF
 - Oil lubricated
 - 2 till 3 HP
 - 10 Bar
 - 1 or 2 cylinders
 - 1 stage
 - 9 variants
 - Stationary or mobile
 - Rec 9l till 90l



AF-AH

Features

AH direct driven

Product Feature		Customer benefit
Small and handy	→	Easy use “plug and play”
Oil-free, motor flanged to compressor	→	Minimum maintenance
Low-weight construction	→	portable



AF direct driven

Product Feature		Customer benefit
Built-in overload protection	→	Maintenance-free operation
Efficient cooling	→	Longer lifetime
Inhouse European design	→	No compromise on quality

AC-AB

Belt Driven

- AC (Europe)
 - 2 till 20 Hp
 - 10 till 15 bar
 - 2 cylinders
 - 1 or 2 stage
 - 6 variants
 - BM , TM, silent, mobile
 - Rec 27l till 900l



- AB (Africa & Middle east)
 - 2 till 15Hp
 - 10 & 11 bar
 - 2 cylinders
 - 1 or 2 stage
 - 8 variants
 - BM , TM, silent
 - Rec 50l till 900l



AC-AB

Features



Product Feature		Customer benefit
Bigger pump, lower RPM	→	Longer lifetime
High quality components	→	Extended reliability
Competitive price/quality ratio	→	competitive
Aluminium pump	→	Avoid condensation risk

Automan silent

- Thanks to the silencing hood our silenced Automans are only as loud as a family and can be installed at the workplace.



AC

Petrol and Diesel

- AC Petrol
 - 4 variants
 - 4, 5.5, 7.1 and 10 hp
 - 10 & 14 bar
 - Receiver 22l (11+11) till 270l
 - Portable, Roll bar or stationary
 - Honda engine

Product Feature

Silencer extension kit

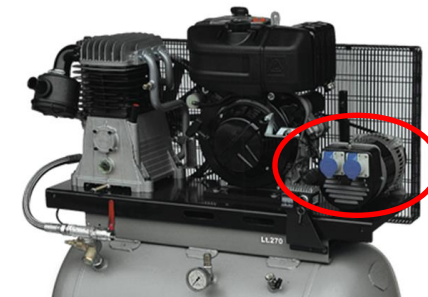


- AC Diesel
 - 2 variants
 - 7 and 11 hp
 - 14 bar
 - Receiver 270l
 - Stationary

Product Feature

LED control

Silencer extension kit



Aluminium range from CJK AD/AB 1,5-7,5HP

Direct & Belt Driven, 10 bar

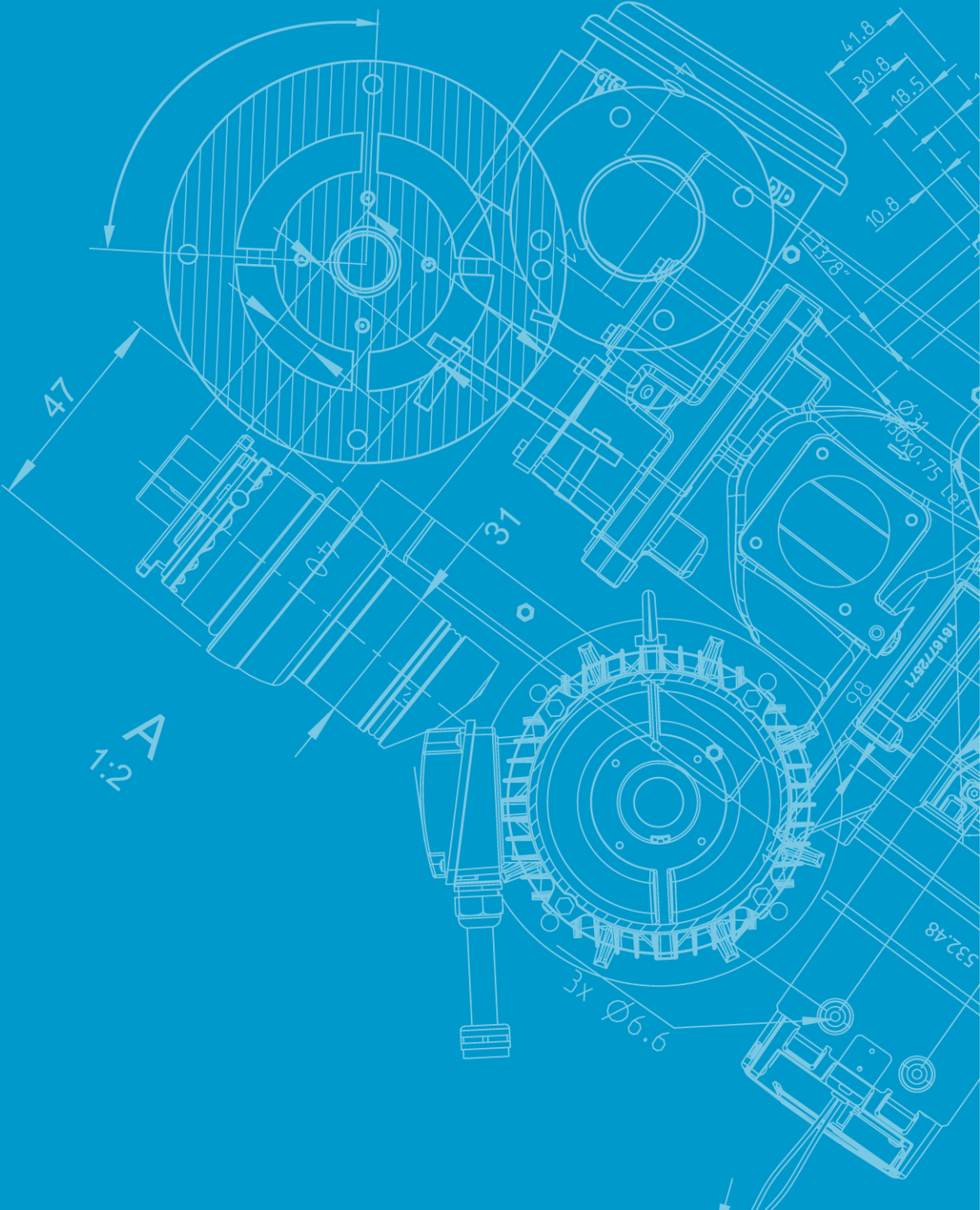
- Australia, Pakistan & Kazakhstan
- Receivers 50l till 500l



Product Feature		Customer benefit
Large sight glass on pump	→	Easy to check oil level
Stainless steel valves & valve plates	→	Minimize energy losses
Tank & motor certifications	→	According local regulations
Cylinder heads with deep cooling fins, aluminium flywheel and copper outlet pipe	→	Ensure strong cooling

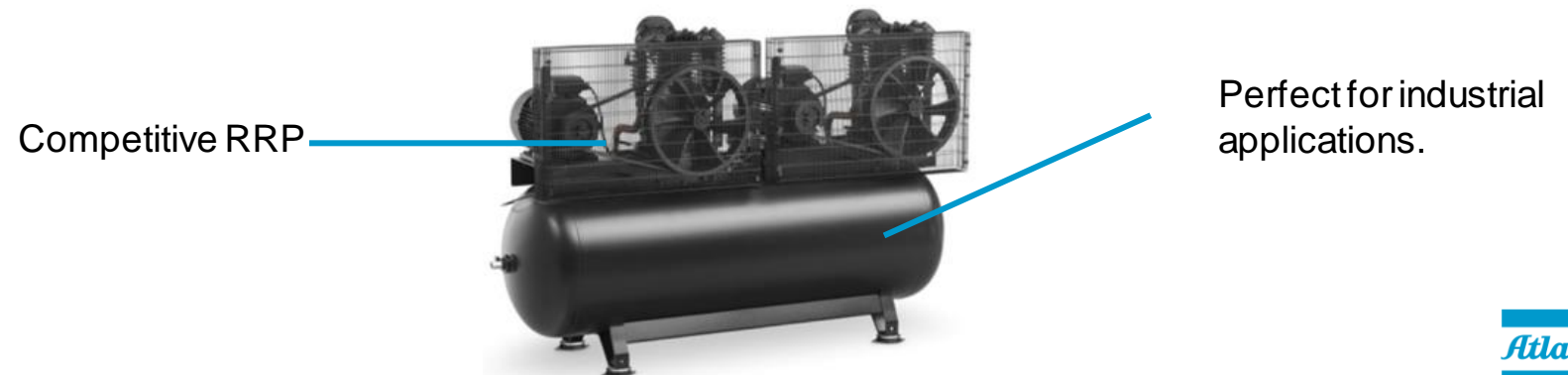


Automan Cast Iron



Why Cast Iron

Product Feature		Customer benefit
Solid, high quality components	→	<i>Indestructible</i>
High cooling performance Long service interval Heavy duty cast iron design, longer duty cycles than aluminium	→	<i>Extreme</i>
Dust and shocks are not problem	→	<i>Ductile</i>



AT- Global

Belt Driven

- Global
- 5,5-15HP
- 11Bar
- BM and TM
 - Receivers 90l till 500l



Product Feature		Customer benefit
Genuine parts	→	Extended life and reliability
Optimum service intervals	→	Cost-effective service solution
Atlas Copco's ALTAIR 150 oil	→	offer sustainable lubricant properties
Oversized thickness for the air Vessel Robust base frame	→	Safe in the hardest conditions



Extension Cast iron range

- Market studies
 - Professional segment using cast iron technology as the major technology
 - Distributors promote competitors cast iron products nowadays
 - Different markets different needs
 - Competitive range to **increase market share**
 - **Local** Products local production
- Provide customer value using **proven technology**, well recognized in the region
- **Improved logistics**
- Provide performance according to the **market expectations**
 - Specific requirements on pumps, motors, vessels, FAD, rpm, noise level

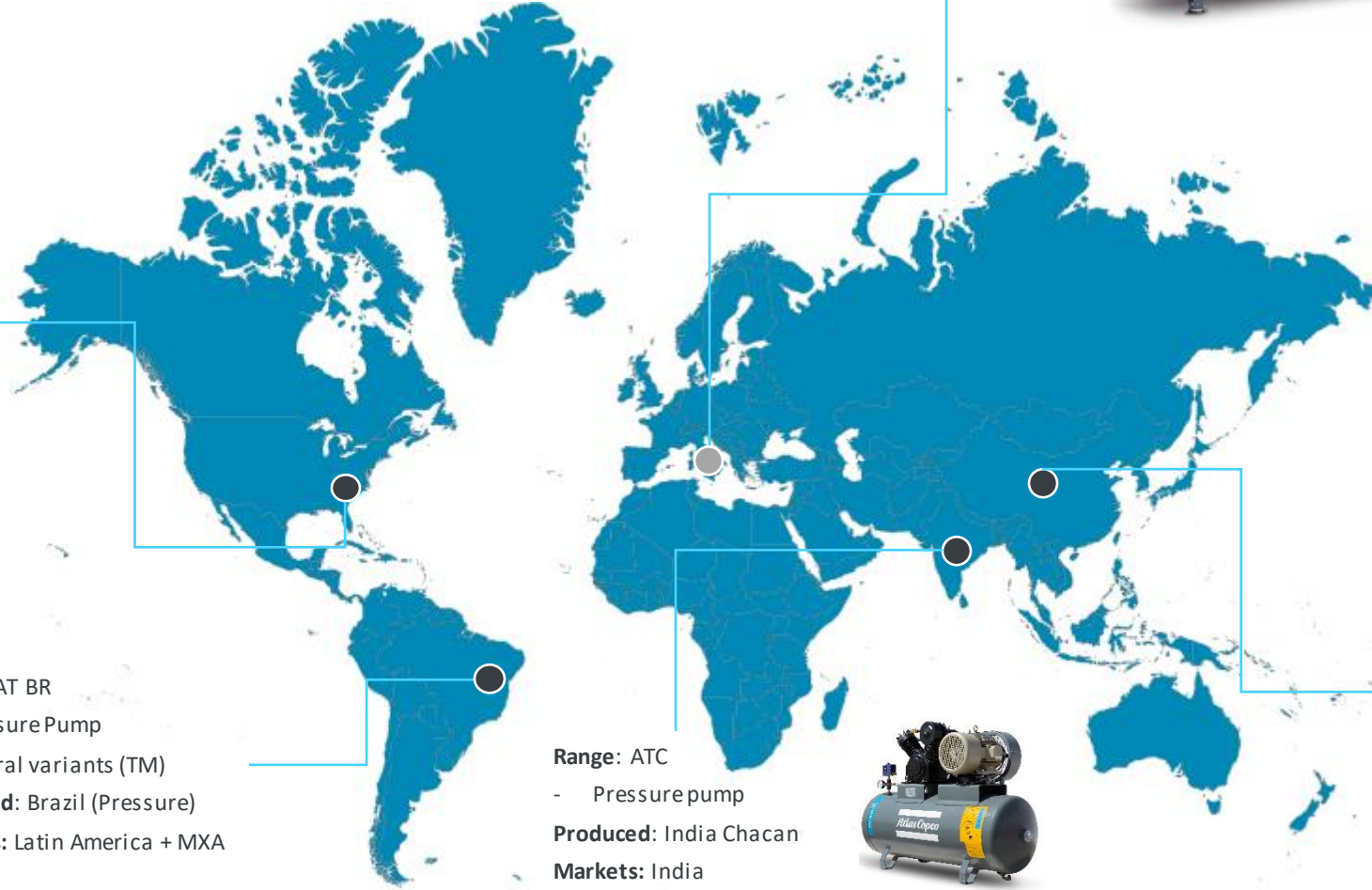
Dedicated ranges/regions



Range: CR
 - Pressure Pump
 - 4 variants (PP, BM & TM)
Produced: US, Quincy Bay Minet
Markets: US, Canada



Range: AT BR
 - Pressure Pump
 - Several variants (TM)
Produced: Brazil (Pressure)
Markets: Latin America + MXA



Range: AT
 - 4 variants (BM & TM)
Produced: Italy ITR (Abac)
Markets: Global



Range: ATB
 - Puma Pump
 - 6 variant (TM)
 - Rec 100l till 500l
Produced: China CJK (Fiac Jiagnmen)
Markets: Oceania, SEA

Range: ATC
 - Pressure pump
Produced: India Chacan
Markets: India



ATB

Belt Driven

- Oceania & SEA
- 1,5 – 15HP
- 10 bar
- TM
 - Receivers 50l till 500l



Product Feature		Customer benefit
Condor pressure switch	→	Maximize reliability and performance
Metal belt guard	→	Protects both operator and compressor belts
Tank certifications	→	According local regulations
Filter regulator & hand bar	→	Easy control



ATBr

Belt Driven

- Latin America
- 2-30 HP
- 140 till 175 PSI
- Only TM
 - Receivers 100l till 500l
 - Vertical
 - Horizontal



Product Feature		Customer benefit
Highly durable design	→	Heavy duty
Every component is easily accessible	→	Easy maintenance
Options available	→	Customize your piston to fit your needs



ATC

Belt Driven



- India
- 2-20HP
- Max 12 Bar
- Only TM
 - Receivers 100l till 500l



Product Feature		Customer benefit
Easily accessible parts for servicing	→	Simple maintenance
Optimized heat balance and cast iron components	→	High reliability and increased lifetime (limited risk of condensation)
safety valve installed on the receiver ensures	→	releasing the pressure in case of high pressure in the receiver



CR

Belt Driven



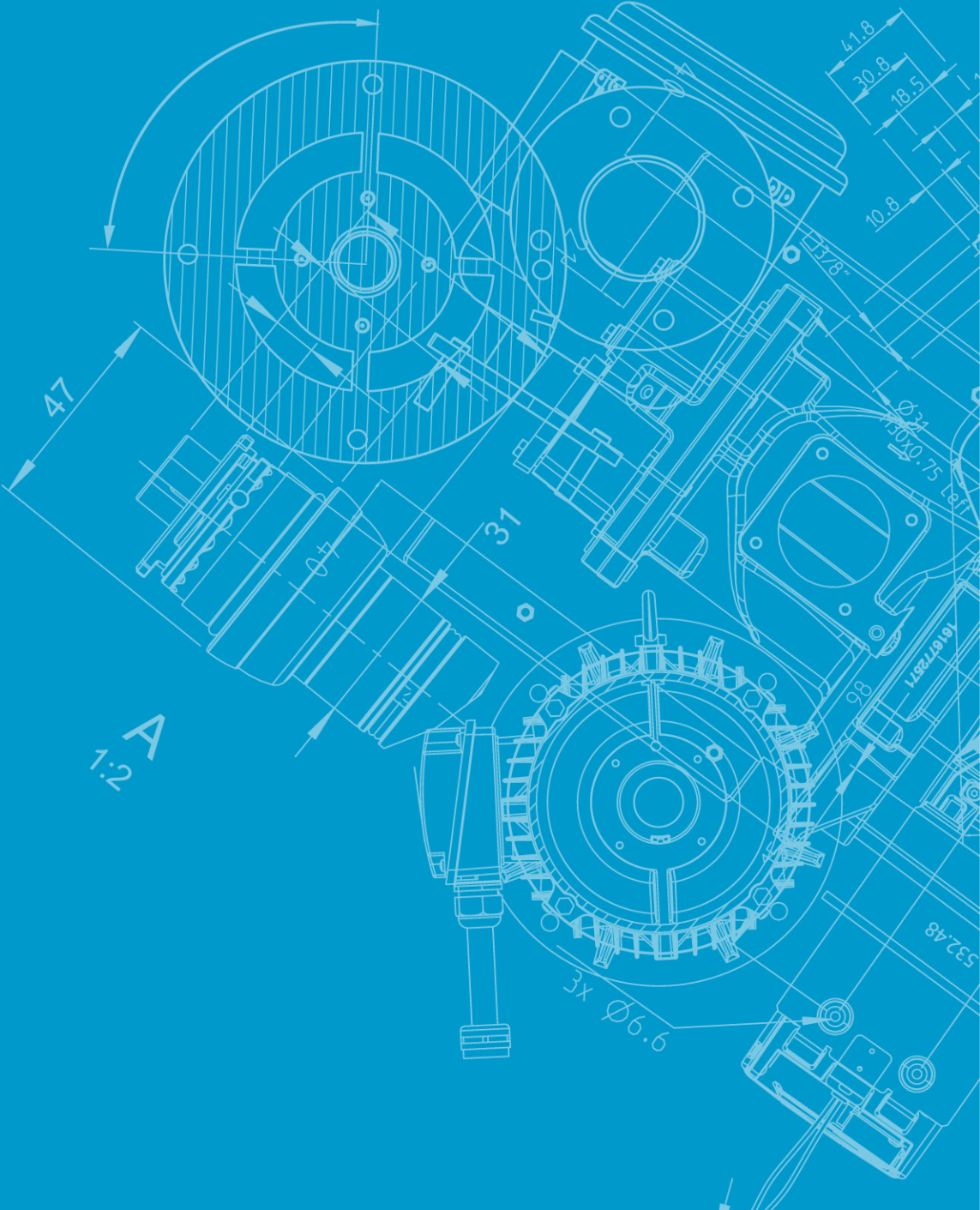
- North America
- 2-15HP
- 135 till 175 PSI
- Only TM
 - Receivers 8 till 120Gals
 - Vertical
 - Horizontal



Product Feature		Customer benefit
TEFC Motor & NEMA4 Control panel	→	According local regulations
Every component is easily accessible	→	Easy maintenance
Options available	→	Customize your piston to fit your needs



Sales & Documentation



MARKET SEGMENTS



increase presence to increase market and customer share

Automan Sales Channel

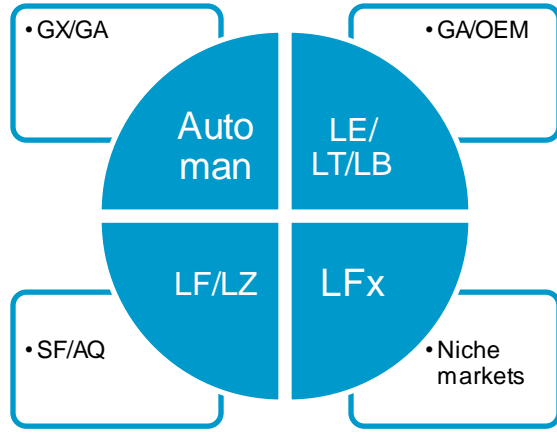
- Sales through DEALERS



Need to work on dealer relationship and expand dealer network

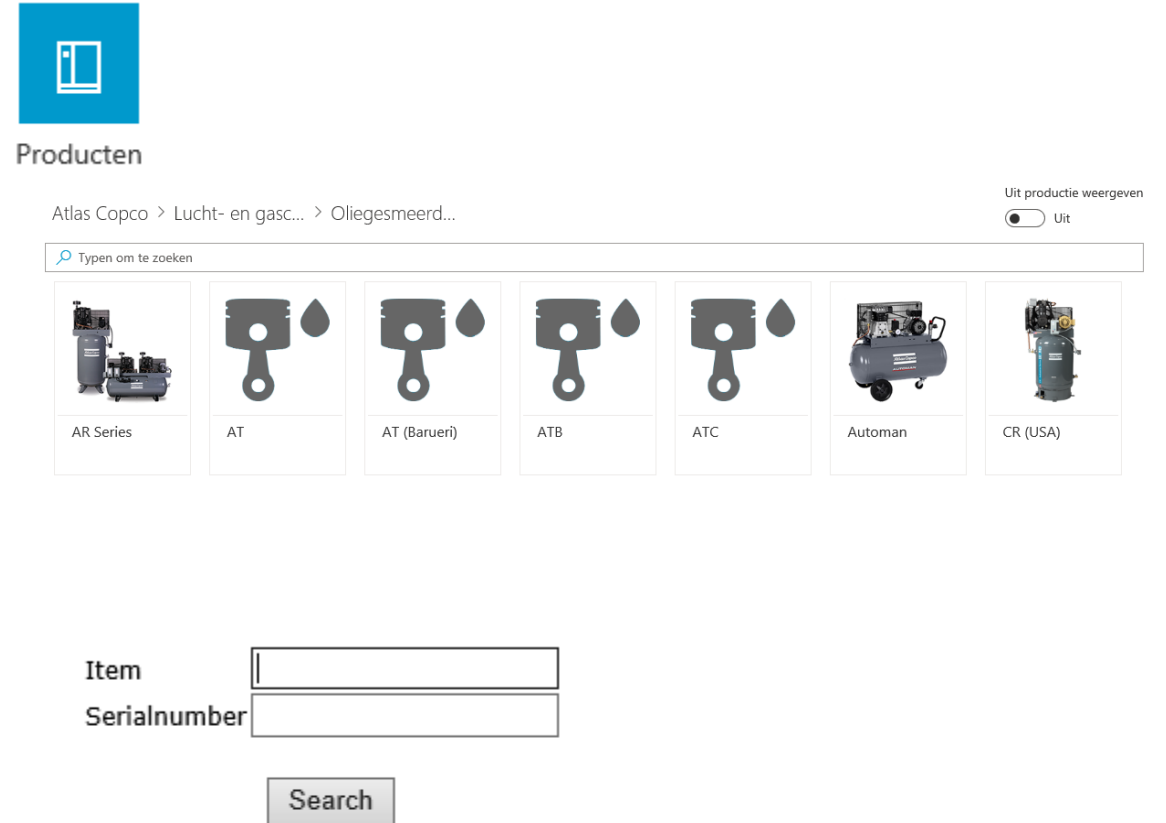


Sales strategy – segmented upselling



Documentation

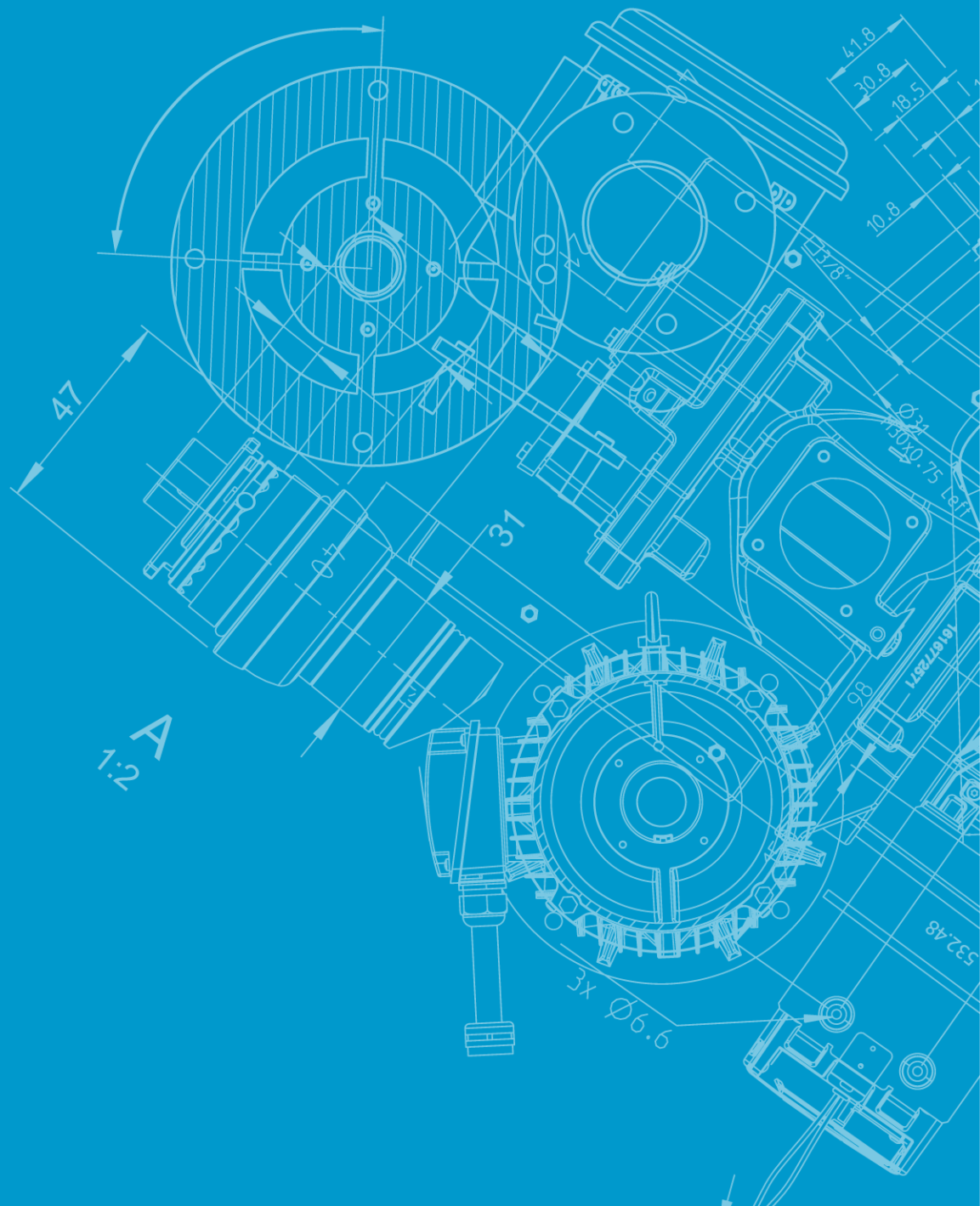
- Documentation can be found via business portal
 - Business Portal products
 - Drawings
 - Manuals
 - Leaflets
 - ...
 - Service connect pistons
 - ASL (Spare part lists)
 - Certifications



The screenshot shows the 'Producten' (Products) section of the Atlas Copco Business Portal. The breadcrumb trail is 'Atlas Copco > Lucht- en gasc... > Oliegesmeerd...'. A search bar contains the text 'Typen om te zoeken'. Below the search bar, there are seven product cards: 'AR Series', 'AT', 'AT (Barueri)', 'ATB', 'ATC', 'Automan', and 'CR (USA)'. Each card features an image of the product. At the bottom of the page, there is a search form with fields for 'Item' and 'Serialnumber', and a 'Search' button.

Go to [piston documentation](#)

Q&A





Atlas Copco

