


PHOENIX
SERVICE PROGRAM

I N T R O D U C I N G

THE NEW
PHOENIX SERVICE PROGRAM
FROM INGERSOLL-RAND

Today's world of business and industry is under enormous pressure to do more with less — and do it better. Ingersoll-Rand can help you achieve these difficult goals.

Ingersoll-Rand's new Phoenix Service Program for Atlas Copco rotary screw Z model (ZR, ZT, ZA and ZE) oil-free air compressors provides you with valuable ways to improve productivity while controlling costs.

This program — the first of its kind in the industry — offers a cost-effective alternative to buying new replacement elements for Atlas Copco products. Downtime is kept to a minimum, keeping your business running at maximum productivity. And you can trust Ingersoll-Rand's 40+ years of specialized expertise and global resources, ensuring parts designed and engineered to the highest quality standards.

THE FIRST AND ONLY PROGRAM FOR ATLAS COPCO COMPRESSORS

Until now, your only option to replace worn Atlas Copco compressor parts was to purchase expensive, new Atlas Copco parts. Ingersoll-Rand recognizes that many business owners need alternatives.

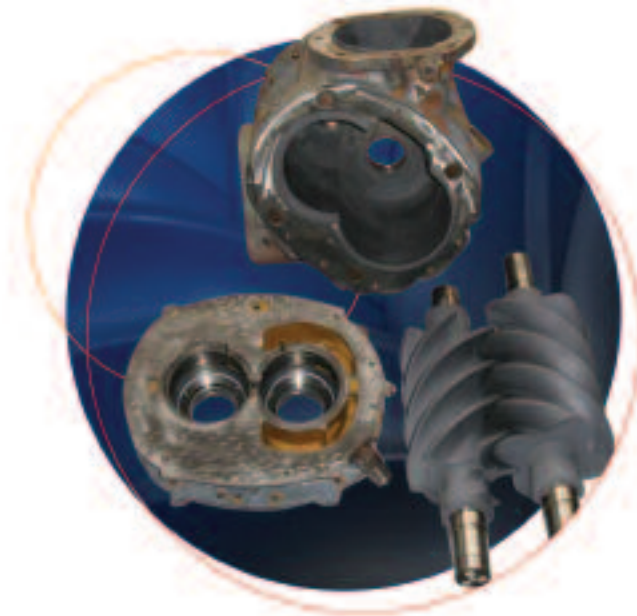
IR's Phoenix Service Program is a parts and service program designed for companies who have oil-free, standard Atlas Copco rotary screw Z model compressors (ZR, ZT, ZA and ZE). The core services of this customer-driven program are:

- 1. ELEMENT REMANUFACTURING/EXCHANGE PROGRAM**
- 2. IR WARRANTY**
- 3. Z-CERTIFIED TECHNICIANS**
- 4. PREVENTATIVE MAINTENANCE PROGRAM**

THE PHOENIX SERVICE PROGRAM OFFERS THE FOLLOWING ADVANTAGES FOR YOUR BUSINESS

- Gives you sensible alternatives to buying a brand new element
- Saves you money on parts and labor
- Reduces costly repairs and downtime
- Offers a full one-year IR warranty that can be tailored to fit your needs
- Provides the specialized expertise of trained IR technicians

These innovative IR solutions offer the best of both worlds — improving your return on investment for valuable equipment, while maintaining the highest quality and performance standards. The Phoenix Service Program is another good reason to make Ingersoll-Rand your trusted single source for compressor systems, parts and service.



ELEMENT REBUILD/EXCHANGE NEW LIFE FOR YOUR WORN Z MACHINE ELEMENTS

Nothing is more frustrating — or costly to your business — than machinery that is not performing efficiently. That frustration escalates when you face the reality of expensive new parts and production downtime.

When your Atlas Copco Z model air compressor is in need of a replacement element, turn to Ingersoll-Rand for a quality, reconditioned element. IR maintains the same high quality, design and operational efficiency you expect from original equipment manufacturer (OEM) parts. And through our element rebuild/exchange program, your air compressor is back in top working condition in less time than you ever imagined.

The process is simple. Your airend element is removed from the compressor by an IR-approved technician and sent to an IR airend rebuild facility. If your element model is one of the many we have in stock, a “like new,” refurbished element is shipped immediately to your facility for installation. In the event that your model is not in stock, IR will rebuild your element and return it to you, like new, within a few weeks.

In either case — exchange or rebuild of your element — you are guaranteed to receive a rebuilt product for your Atlas Copco equipment that meets IR quality standards.



“LIKE NEW” QUALITY

IR's Rebuild Program replaces all critical wear components of the element. Because heavy metal parts do not exhibit significant wear over the life of the element, IR reconditions these parts to the highest quality standards. This saves you considerably over the cost of a new element.

With every IR airend rebuild, you benefit from IR technologies and processes. Our skilled technicians are specially trained and certified to work specifically on Z compressors. The IR Rebuild Process includes:

1

REPLACEMENT OF THE OLD BEARINGS

We replace the old bearings with a combination of bearings equivalent or superior to the original OEM specifications, designed and engineered to the highest standards by IR.

2

REPLACEMENT OF THE OLD SEAL ASSEMBLIES

We take MKI seal assemblies and completely recondition them — or replace them with new parts. Since the original seal rings are prone to deterioration under elevated operating temperatures, we replace them with new high-temperature-resistant silicone rings. MKII seal assemblies are replaced with parts designed and engineered by IR, to the most stringent quality specifications in the compressor industry.

3

RECOATING OF ROTORS AND HOUSING

IR technicians use a proprietary technique to remove worn coatings and corrosion on the rotors and housing. Rotors and housings are then prepared for recoating using a unique technique that creates micro-crevasses in the metal surfaces, increasing the surface area to establish a better mechanical bond with the coating. IR's exclusive coating — a molybdenum disulphide (MoS₂) system of solid film lubricants — is then applied in multiple layers and heat cured for a strong, enhanced chemical bond. Surface is again prepared for bonding between each layer. Final curing chemically bonds all coating layers.

The IR coating is designed with micro-wear properties to tolerate coating-to-coating contact on the element surfaces. This creates sealing surfaces that increase the efficiency of the element. This exclusive coating provides durable wear, excellent corrosion and temperature resistance, and enhanced performance. With proper compressor maintenance, IR's proprietary formula of selected solid lubricants, additives and binders may provide 5+ years of corrosion protection and slower deterioration over time in comparison to the original PTFE-based Teflon® coating.

4

INSTALLATION BY Z-CERTIFIED TECHNICIANS

Removal and installation of remanufactured elements are performed by technicians who are specifically trained on Z equipment. IR-trained technicians receive hands-on training with Z equipment and are thoroughly tested for competence on working with Z compressors.

IR OFFERS BOTH ALTAS COPCO ROTARY SCREW MKI AND MKII REBUILT ELEMENTS

MKI ELEMENTS (PRE-1996)

IR airend rebuilds for Atlas Copco MKI elements provide you with high quality performance without the cost, labor, and downtime involved with converting to the MKII element. Not even the OEM offers you this valuable, cost-effective option. The reconditioned element can be installed with far less downtime than required by the conversion, so you'll save money while keeping your system up and running efficiently. This may even provide you with an opportunity to extend the service life of your older compressors — without sacrificing performance.

MKII ELEMENTS (POST-1996)

For compressors with MKII elements, IR provides completely remanufactured and overhauled “like new” units. All worn parts are replaced with parts engineered and manufactured according to IR's highest quality standards. As a result, you can enjoy OEM performance for much less than the cost of a new airend element. Installation by specially trained and certified IR technicians ensures peak performance and minimal downtime.

With IR's Phoenix Service Program, you will reduce downtime and increase productivity for your operations. You will also eliminate the parts and labor costs associated with MKI to MKII conversions. And with IR's one-year warranty and guaranteed OEM quality, you can be confident that your remanufactured Atlas Copco equipment will be as good as new.

THE IR WARRANTY DIFFERENCE

IR provides a standard one-year warranty on all oil-free ZR, ZT, ZA and ZE rebuilt elements, covering parts and labor with every IR rebuild.

An IR approved technician who is certified on ZR/ZT/ZA/ZE compressors must install your IR rebuilt element.

A regularly scheduled preventative maintenance agreement must also be in effect throughout the warranty period (and include shock pulse monitoring).

PHOENIX PREVENTATIVE MAINTENANCE PROGRAM

Preventative maintenance is essential to consistent, cost-effective peak performance — as well as profitable operations. To make sure your equipment always delivers the quality you expect, IR's Phoenix Service Program includes a comprehensive preventative maintenance offering.

Our skilled technicians are specially trained and certified. In addition to reliable, quality, on-site service, your IR technician offers you easy access to the world's largest supply of "always in stock," affordable, quality parts. As a result, you get exceptional service while saving money and reducing downtime.

Call IR for complete details about the Phoenix Preventative Maintenance Program, including scheduling and specific service options for your compressed air system.

OTHER IR ADVANTAGES

- **Credit for Used Elements** - IR will buy your used Atlas Copco ZR, ZT, ZA, or ZE elements or provide you with a future discount toward the purchase of a remanufactured element (complete packages apply as well). For details, contact your local, authorized IR service provider.
- **Oil-Flooded Airend Rebuilding** - In addition to rebuilding our own oil-flooded airends, IR can also refurbish Atlas Copco, Gardner-Denver, Kaeser, Quincy, and Sullair elements.
- **Performance Parts** - We supply high-quality service and parts for rotary screw, rotary vane, reciprocating, and centrifugal non-IR compressors.

For complete details about IR product and service offerings or to find an air center representative near you, call **800-Air-Comp** (800-247-2667) or visit our website at www.air.irco.com.

A B O U T INGERSOLL-RAND

As the world's leading air compressor manufacturer, Ingersoll-Rand offers a complete solutions approach to your compressor equipment. We call it "solutionizing." From high-tech system design and installation — to quality parts and service for many leading brands, there's no better single resource for air solutions than IR.

Our global presence gives you easy access to IR quality and service, wherever and whenever you need it. Our state-of-the-art remanufacturing technology center specializes in cleaning, refurbishing, and rebuilding your valuable equipment, extending the life of your system. The IR Education Center offers more than 150 classes guaranteeing that our technicians — and our customers — have hands-on knowledge of the latest in air compressor technology.

We dedicate ourselves to exceptional customer service, offering an extensive network of more than 1,500 certified technicians, logistics experts and customer care specialists.

And we're constantly finding new ways to improve the productivity of your operations.

Count on IR for the people, the technology, the services and the solutions you need for the life of your air compressors...
and the success of your business.



PERFORMANCE PARTS

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