

ATLAS COPCO AND CATERPILLAR

LEAD WITH INNOVATION



Atlas Copco

CUSTOMER:

Atlas Copco Power Technique
North America

LOCATION:

Rock Hill, South Carolina

EQUIPMENT:

Air Compressors

SCOPE OF ENGINE USE:

Cat® C2.2 – C18

CAT® DEALER:

Blanchard Machinery Company

Founded in Stockholm in 1873, Atlas Copco, originally named Atlas, started out supplying products for the Swedish railway. As the company evolved, it diversified into the production of tools, rock drills and compressors. Today, Atlas Copco is a leading provider of innovative compressed air and vacuum, energy and assembly solutions, pumps and power tools.

Established in 1950, [Atlas Copco USA](#) handles the sales and service of industrial gas and air compressors, dryers and filters, compressor parts and vacuum pumps. [Atlas Copco Power Technique North America](#) is a division based in Rockhill, South Carolina, and an industry leader in compressed air technology. Power Technique offers an extensive range of compressed air products, from oil-injected diesel and electric compressors to handheld tools, dryers, boosters and nitrogen generators. This helps customers achieve sustainable productivity across a variety wide range of sectors—including general engineering, manufacturing and process industries, construction, concrete and aggregates, oil and gas and more.

HARNESSING THE POWER OF AIR

Atlas Copco develops and manufactures air compressors that power machines for various applications, including food and beverage packaging, abrasive blasting and plant air. Its machines are available in different sizes and come equipped with high power and a low life cycle cost. They are also energy-efficient, making them ideal for jobs involving oil and gas, utility drilling and repair, industrial construction and service work.

The recently updated X-Air® 1800-225 is a low-pressure, portable air compressor known for its efficiency and versatility. With a compact design that balances power and portability, it's used in industries such as drilling, construction and mining.



POWER PROFILE

A WIDE RANGE OF CAT® ENGINES

Air compressors are high-load machines, often drawing a significant amount of operating power. Atlas Copco uses Cat® engines to meet the demand. From the C2.2 to the C13B, Caterpillar offers the flexibility to run at minimum and high loads, as well as the ability to ramp up in any condition.

“To have a power curve that, when the engine derates, will still operate and produce the amount of air we need is very crucial,” says Atlas Copco product marketing manager Brandon Scarbel. “So that’s probably the biggest benefit of Cat engines and why we put them in.”

The X-Air+ 1800-225 is fitted with the Cat C13B engine, which supplies power and torque in a smaller, lighter package. At 225 psi, the C13B offers the power density to allow 1,800 cfm of flow in a smaller package. OEMs are able to lower installation costs and maximize uptime thanks to the C13B’s longevity in tough applications.

“We showed the X-Air+ 1800-225 to Cat dealers when it was early in the design phase,” says Atlas Copco product marketing manager Will Mazurek, “and presented updates as we moved through development. This machine has undergone drastic product improvements through incorporating the expertise of Atlas Copco and the Cat Dealer Network.”

A RELIABLE NETWORK OF SUPPORT

Communication between Atlas Copco and Caterpillar is key. With consistent industry feedback from Cat dealers, Atlas Copco uses the information to make modifications and improvements to its machines.

“The relationship between Caterpillar and Atlas Copco makes sense because we are both innovators,” says Mazurek. “The brand recognition and industry expectation from each of our companies mirror serviceability and reliability.”

Atlas Copco’s go-to-market strategy is almost exclusively through distribution, making its collaboration with Cat dealers invaluable. Customers know they can rely on the Cat dealer network—beyond the U.S. While Atlas Copco’s dedicated team of technicians ensures its air compressors function smoothly with maximum productivity, the aftermarket engine support—specifically, Extended Service Coverage and Customer Value Agreements—goes through Caterpillar. These additional services and supports add significant value for their customers.

ADVANCING TECHNOLOGY TOGETHER

For Atlas Copco, working with Caterpillar just made sense. As a company with more than 150 years of quality service and reliability, maintaining its reputation for producing industry-leading air compressors is a top priority.

“We strive to be an industry leader,” says Scarbel. “We want to be the ones that drive the direction with both innovation and technologies on sustainability and reliability.”

Atlas Copco and Caterpillar continue to collaborate on the development of premium products. In the design phase, Caterpillar is often on-site with Atlas Copco engineers at different stages to make sure its engines pair well with the machines. It’s a mutually beneficial relationship that will continue to strengthen as technology advances.

“When we partner with Caterpillar, we are confident, going to market, that it will be supported,” says Mazurek. “And we are confident in that partnership going forward.”

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