



# PT AIRINDO SAKTI

## INDONESIA

# HISTORY

PT AIRINDO SAKTI was incorporated as a company on 3 April 1982, for the distribution and after sales service of ATLAS COPCO products in Indonesia included BROKK under the Atlas Copco Company.



# PRODUCTS

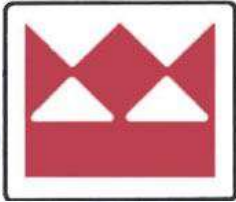




## Aveling Barford

- Country of origin : *England*
- Products :
  - *Rigid Dump Truck*
  - *Articulated Dump Truck*
  - *Motor Grader*
  - *Static Roller*





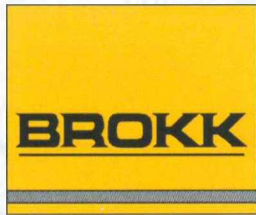
**Benford**

A Terex Company

Country of origin :  
*England*

- Products :
  - *Single Drum Roller*
  - *Double Drum Roller*
  - *Tandem Roller*
  - *Self Propelled Roller*





Country of Origin : *Sweden*

• Products : *Demolition Equipment*

- Application :
- *Cement Industrial*
  - *Steel Factory*
  - *General Construction etc*





- Geophysics Instrument
- Country of origin : *Sweden*
- Function :
  - *stone structure detection*
  - *water level detection*
  - *etc*



## **Schaeff & Fuchs**

- Country of origin : *Germany*
- Products :
  - *Compact Loader*
  - *Mini Excavator*
  - *Loading Machine*



# CLARK

Country of origin:  
South Korea

▶ Products : *Forklift*

▶ Type :

- *Diesel,*
- *LPG/ Gasoline*
- *Electric*



# SOOSAN

Country of origin:  
South Korea

- Product :
  - *Hyd. Breaker*
  - *Truck mounted Crane*
  - *Drilling Equipment*



## AFTER SALES SERVICE

- PT. Airindo Sakti provide all facilities of spare parts stock, after sales service supported by well-trained mechanics in our workshop as well as the training facilities.



## PARTS WAREHOUSE AND STOCK YARD



# NETWORK



- HEAD OFFICE
- BRANCHES
- LOCAL SUPPLIERS



# CUSTOMERS

PT. Airindo Sakti's customers are in several business sectors as follows:

1. **Constructions** - Building Contractors, Land clearing etc
2. **Mining** - Coal, Copper, Gold, Nickel, etc.
3. **Industrial** - Cement, Steel and other factories
4. **Agricultural and Forestry** - Pulp, Palm Oil, Logging, Rubber etc



# BRICKING SOLUTION BUSINESS



## **CUSTOMER BASE**

### ***CEMENT SECTORS***

1. Indocement Tunggal Perkasa (Heidelberg)
2. Holcim Cement
3. Semen Gresik:
4. Semen Padang
7. Semen Tonasa
8. Semen Bosowa
9. Semen Baturaja
10. Semen Andalas (lafarge)



## ***PROCESS SECTORS***

1. INCO (Nickel Plant)
2. Aneka Tambang (Nickel Plant)
3. Smelting Indonesia (Copper Plant)
4. Riau Pulp
5. Indah Kiat Pulp



# POTENTIAL CUSTOMER

## 1. CEMENT SECTORS

There are 9 Cement plants in Indonesia which have been using Brokk machines with various type.

## 5. PROCESS SECTOR

### a. Nickel Plants

Two big nickel smelting plants in Sulawesi area, PT. Aneka Tambang Nickel Plant (ANTAM) and PT. International Nickel Corporation (INCO).

### b. Pulp and Paper Plant

Five Pulp and Paper Plant in Java, Sumatra and Kalimantan area.

### c. Copper Smelting.

One small Copper Smelting in East Java.



## 2008 BUSINESS PLAN

- As we are a new dealer for Bricking Solutions, we have plan to visit existing customer to investigate the current condition of their equipment
- We will continue to cooperate with AI International Agent in Indonesia
- We will participate Seminar and Exhibition on the ASI, AFCM and other sectors assosiation



# Support needed from BS

1. Reference list of the equipment
2. Training for product knowledge installation and trouble shooting
3. Joint visit to existing and potential customers.
4. List of AI Agent and outstanding inquiries
5. Parts Catalogue for existing equipment
6. Protection from neighbor country if any incoming inquiry



**THANK YOU**

