



**AIRMECH**

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# A Buyer's Guide to the Compressed Air Industry

Top 10 Questions to ask your  
Compressed Air Partner

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## 1. Are they an expert in the industry

Managing compressed air is a specialist service, with regulations and accreditations gained through training courses to fully meet manufacturers requirements.

Make sure that the company you use is an expert in the field and not just providing an add-on service...

Key Qs to make sure your partner is an Expert:  
What are their main activities?  
How long have they been established?

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## 2. Are they using manufacturer trained engineers?

In addition to formal engineering qualifications, manufacturer's offer factory-training to engineers.

Without properly trained engineers, how can you ensure the quality of workmanship...

Key Qs regarding full-trained engineers:  
What qualifications do your engineers hold?  
How are they trained/accredited?

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## 3. Will they carry out a complimentary air audit?

Compressed air systems encompass lots of different pieces of equipment in different locations around a factory – the whole system needs consideration.

Without taking the bigger picture into account, how will you know that all of your equipment is being given the attention it deserves...

Key Qs about air audits:  
Has the company noticed you have other equipment downstream from your compressor?  
Has the Company listened to your compressor to see when it goes on and off load?

## 4. Do they provide you with added value reports on completion?

The Health and Safety Executive expect owners of compressed air systems to keep good maintenance records. Basic maintenance records are OK, but do yours make recommendations so downtime is prevented?

Without paperwork how can you prove that your system is compliant... and without recommendations how can you maintain preventatively...

Key Qs regarding audit paperwork:

Are you provided with job sheets and/or inspection reports?  
Is the paperwork informative? i.e. Do you know when your next maintenance is due?

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## 5. Are they installing premium products?

Being an approved distributor for a well-regarded manufacturer means there are links set up for the Company to receive 24/7 support.

Why install a product where there is no easy-to-access technical assistance if something goes wrong...

Key Qs regarding products:

Ask the company for case studies and/or success stories?

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## 6. Do they provide a warranty?

Compressor manufacturers will support distributors with warranties from 2-10 years on main components provided engineers hold a training passport.

How can you have peace of mind if your installer isn't supported by the manufacturer...

Key Qs regarding warranty:

Are you covered with a manufacturer's warranty if the equipment is registered?

## 7. Do they have appropriate insurances in place?

Most well regarded companies will have Employers, Public, Professional and sometimes Professional Indemnity insurances in place.

If there is an incident or something goes wrong, does the Company have the insurance backing to put things right...

Key Qs regarding insurance:  
Does the Company have the required insurances and are the policies active?

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## 8. Do they work safely?

The health and safety of your employees is of paramount importance..

Has the Company assessed the risks, & worked out the safest way to carry out their works...

Key Qs regarding safe systems of working:  
Can the Company provide risk assessments and method statements for the work they are carrying out?

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## 9. Are their quotations transparent?

Having a clear presentation of what is included in the quotation and what is an optional extra or not included is important to know.

Check that call-out charges & varying hourly rates are highlighted for your consideration...

Key Qs regarding quotations:  
Is everything that you require included in the quotation?  
Is it obvious whether or not there is a callout charge?  
What about out of hours?

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## 10. Do they provide flexible payment options?

Flexible companies will have a good working relationship with a finance broker.

When making a big purchase, do they give you options to assist payment ...

Key Qs regarding payment:  
Are you offered different payment options?  
E.g. lease/hire purchase/90 days



## HOW THE COMPRESSED AIR PROCESS WORKS

# If Simplicity Is A Business Virtue, Then Needless Complexity Is A Sin.

## SIMPLE AND EFFECTIVE COMPRESSED AIR FULFILMENT

### 1. Everything Starts With A Phone Call

We learn about each other and determine if we've got the right fit. If we do, we get to work—but without setup fees and other mysterious charges the other guys like to build into their services.

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### 2. We Come To Visit Your Facility And Determine A Price

No games, no surprises, no confusing quotes. Once we understand you and your needs, we'll quote a price to make fulfilment more fulfilling; not frustrating and more expensive.

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### 3. Easy And Seamless Project Planning And Management

We'll handle all the details our end for you. We will identify the appropriate equipment and our trusted manufacturers will supply all we need. We keep it simple so it performs as it should.

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### 4. Arrival Of Your Products To Our Warehouse

Our project managers make sure they have everything they need, and we deliver the products to your factory, ready to be installed, switched on and commissioned.

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### 5. Installation In Days, Not Weeks

You've heard the horror stories about suppliers screwing things up ... (think compressor arriving, not big enough etc.) That's not our way: your needs will be met and your factory will be ready to go with quality air sooner, not later.

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### 6. Benefits And Savings Driving Your ROI

Get what you need without paying for what you don't. Clear pricing helps you plan and control cap-ex costs, saving you even more.

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### 7. Simply Better Compressed Air For Everyone

You don't have to be a major player buying the ultimate system to get superior performance and personal service. We will help you to grow by providing the same assistance to keep your factory running no matter what size you are currently.

**We'll prove it.**

**Reach Out – See How Much You Can Save!**