

# COMPANY PROFILE

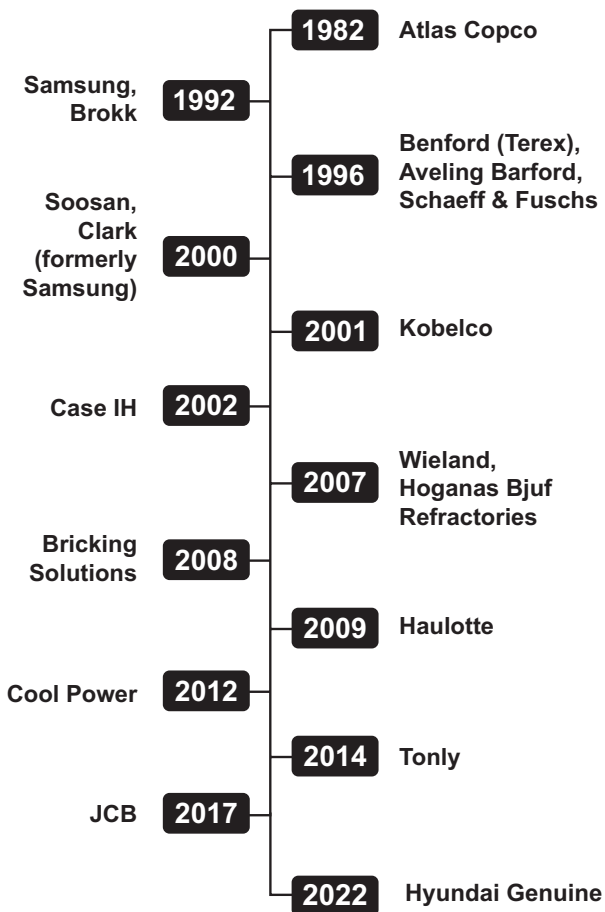




**AIRINDO SAKTI**

# CONTENTS

History .....	1 - 2
Mining, Construction & Heavy Equipment Division .....	3 - 6
Material Handling & Industrial Division .....	7 - 10
Power Generating Division .....	11 - 12
Airindo JCB Division .....	13 - 14
After Sales Service .....	15 - 16
Parts Availability .....	17 - 18
Integrated Information Technology .....	19 - 20
Seminar & Roadshow .....	21 - 22
Our Culture .....	23



## EQUIPMENT HISTORY

PT Airindo Sakti was incorporated as a company in 1982. Previously named PT Atlasco Sakti for the distribution and after sales service of Atlas Copco products in Indonesia. Because of our continuous effort, Atlas Copco products have become the market leader in Indonesia.

Our success in significantly progressing the sale of Atlas Copco products in Indonesia is due to emphasis placed on after sales back up in service and parts availability. The company is constantly striving to enhance the quality of this back up service.

In 1992, Airindo Sakti officially became a distributor company.

After 40 years in business, Airindo Sakti remains energized and committed to providing our customers with top quality heavy equipment and exceptional service.





*“Committing our experience for your solutions.”*

## **VISION**

*“ To be the most customers responsive company through delivering excellent services and cooperating with excellent partners.”*

## **MISSION**

*“ To deliver excellent sales and after sales service.”*

***Established in 1982,  
Airindo Sakti is a second  
generation, family-owned  
premium heavy equipment  
distributor headquartered in  
Jakarta, Indonesia.***

***Airindo Sakti is recognized  
as a reliable source of quality  
brand name equipment,  
superior product support,  
and our commitment to long-  
term customer satisfaction.***

---

**Rahadian Mahendra**  
*President Director*





# MINING, CONSTRUCTION & HEAVY EQUIPMENT DIVISION



## OUR PRODUCTS

### SOOSAN

HYDRAULIC BREAKER  
CRAWLER DRILLING RIG  
TELESCOPIC CRANE

### TONLY

OFF-ROAD DUMP TRUCK

### Atlas Copco

LIGHTING TOWER

This division was formed to handle all the activities in Mining, Construction & Heavy Equipment sectors. These are the equipment that we carry for this area:

*Soosan hydraulic breaker* is one of the dominant player in the world and the market leader in Indonesia.

This equipment has been exclusively distributed by Airindo Sakti for more than a decade.

Soosan breaker fits to any excavator brands from medium to heavy duty with 2 - 60 tons capacity.

The other Soosan's equipment we have are *hydraulic crawler drilling rig* with 2.5 - 5 inch drilling capacity and *truck mounted crane* with the capacity of up to 15 tons.

*Tonly dump truck* to be used in coal mining & quarry as a powerful and reliable carrier with big capacity starting from 30 - 60 tons.

For mobile and portable lighting solution we have *Atlas Copco lighting tower* with 4 x 1000 watt lamp capacity.

Airindo Sakti provides 24 hour after sales service to our customers, spare parts, periodic visits, seminars and training for our mechanics.



# MINING, CONSTRUCTION & HEAVY EQUIPMENT DIVISION PRODUCTS



Soosan Heavy Industries is Korea's leading manufacturer for demolition and site preparation tools. Soosan is recognized as one of the world's leading manufacturers of hydraulic breakers, demolition attachments, crawler drills and truck mounted cranes. Soosan is a top brand in the Korean market and exports its products to 70 different countries in the world where they enjoy a growing popularity.

## SOOSAN



HYDRAULIC BREAKER



CRAWLER DRILLING RIG



TELESCOPIC CRANE

Tonly Heavy Industries provides more than 30 kinds of off-road products in 4 series, respectively 40T, 50T, 60T and 70T, as well as multiple kinds of special off-road vehicles. Tonly products are widely used in all kinds of mines, hydropower projects and other large construction projects.

Tonly always leads the trend of China's off-road vehicle industry and has the market share of over 30%. Tonly products enjoy good reputation among users and have been exported to many countries including Russia, Mongolia, Kazakhstan, Kyrgyzstan, Vietnam, Malaysia and Indonesia.

## TONLY



OFF-ROAD DUMP TRUCK







Atlas Copco light tower is a cost-efficient solution with a manual mast and metal halide lighting technology, making it suitable for a wide variety of applications. The metal halide lamp technology is one of the most efficient ways of turning electrical energy into light. It requires less power, produces more light and provides the ideal lighting for working, sport and event areas.

The expected lifetime of a metal halide lamp in a normal operation is very long, and the failure ratio is the lowest of all types of lamps.

This unit is compact in size, making it easy to transport to the job site and to maneuver into position to fit your needs.

*Atlas Copco*



LIGHT TOWER



# MATERIAL HANDLING & INDUSTRIAL DIVISION



## OUR PRODUCTS

**BROKK**<sup>®</sup>

DEMOLITION MACHINES



**BRICKING  
SOLUTIONS**  
A DIVISION OF BROKK

BRICK LINING MACHINE

**Höganäs  
Borgestad**

REFRACTORY BRICKS

**HYUNDAI**  
GENUINE

FORKLIFTS

This division was formed to handle all the activities in material handling and industrial, with some products are designed specifically in cement industry.

*Brokk demolition machine & Bricking Solutions*, are special equipment designed for the cement industry, application for construction, underground (tunneling) and mining. Brokk demolition machine is operated by a remote control for safety and capability in reaching inside a kiln with hot temperature. Bricking Solutions are used to create kiln based on diameter needs in vertical or horizontal.

To accommodate our customer needs in the cement industry, we also have Höganäs Borgestad, a world class brand that makes a complete set of high quality kiln.

To complete our material handling product range we have Hyundai Forklifts. Hyundai is known for its very reliable heavy equipment and advanced technology.

There are many reasons why Hyundai forklift is very reliable for material handling activities. One of them is due to its constant innovation in developing forklift models to facilitate various types of warehousing activities. As the official distributor of Hyundai forklifts in Indonesia, Airindo Sakti is committed to provide the best service with various forklift models to offer.



# MATERIAL HANDLING & INDUSTRIAL DIVISION PRODUCTS



Brokk machines are designed for high performance demolition. The compact profile allows access to confined spaces and places that are too small, difficult or dangerous for other machines. Once in position, Brokk wield the power to out perform excavator up to five time as big, making your work significant faster than traditional methods. The powerful electric motor eliminates fumes, making Brokk machines perfect for both indoor and outdoor jobs.

Remote-controlled capability enables a Brokk operator to maneuver the machine efficiently with a better, safer view of the work.

The remote control keeps the operator clear of exposed areas and eliminates the risk of harmful vibrations, and its smart and ergonomic design keeps the operator productive throughout long work shifts.

## **BROKK<sup>®</sup>**



DEMOLITION MACHINES

For over than 50 years, Bricking Solutions have been manufacturing custom rotary kiln refractory maintenance products which make up our Circle of Refractory Maintenance. Our bricking machines and other custom maintenance products are designed with safety and cost effectiveness as priorities. Our products will assist your plant in ensuring safe, quality and fast kiln maintenance.

Because Bricking Solutions specializes in bricking machines, we can build any size machine for your rotary kiln (max. 2M range). Our bricking machines are the safest, most efficient, and lightest in the industry because we use the highest strength and highest quality aluminum.



**BRICKING  
SOLUTIONS**  
A DIVISION OF **BROKK**



BRICK LINING MACHINES



Höganäs Borgestad has a well-deserved global reputation as a developer, producer and supplier of smart refractory solutions.

The company serves the cement and steel industries, as well as a range of other applications that require refractories capable of withstanding high temperatures and highly corrosive or abrasive operating conditions.

The ambition of Höganäs Bjuf is to offer the most effective refractory products and turnkey solutions that will contribute to increased efficiency and profitability among the customers.



REFRACTORY BRICKS

Forklifts for every situation. Hyundai builds equipment that perform day in and day out to meet the toughest expectations and quality standards. There are more than one type of businesses, and Hyundai do not expect one forklift to fit all. That is why Hyundai got a wide variety of models to choose from. Whether lifting concrete or lumber, filling warehouses or trucks, working inside or outside — or even both, Hyundai forklifts can make it easier to get the hard work done.



FORKLIFTS





# POWER GENERATING DIVISION



## OUR PRODUCT



GENERATOR SETS

POWERED BY:



Airindo Sakti Generating Set Division was formed to handle customer needs related to power generator.

We are an exclusive distributor of power generator brand by Cooltech – Cool Power. With over than 30 years of experience, our team is solid and has been successfully selling Cool Power in building, industry, construction, mining, marine & ports and power plant.

Cool Power generator set range from 4 kVA – 3500 kVA, with the choice of Cummins, Mitsubishi, Perkins, MTU & MWM power engine also with diesel and gas engine power fuel system. Cool Power is available in two types, open and super silent which come in 20 – 40 feet container. We provide 24-hour product support service, genuine spare parts stock availability, service contract, periodic customer visit and training for our technician to guarantee our service quality.



# AIRINDO JCB DIVISION



TRACKED EXCAVATOR



TELEHANDLER



COMPACTOR



MINI EXCAVATOR



BACKHOE LOADER

## OUR PRODUCT



TRACKED EXCAVATOR  
TELESCOPIC HANDLER  
BACKHOE LOADER  
MINI EXCAVATOR  
COMPACTOR

JCB is one of the top three construction equipment manufacturers in the world, with reputable products being sold in 150 countries. Since mid 2017, Airindo Sakti has been appointed as the sole distributor to supply JCB equipment to South Indonesia region, such as Java, Bali and Nusa Tenggara (both East and West). With Airindo Sakti's extensive experience in heavy machinery industry, our competent teams have strong capabilities to fulfil our current and potential customers' needs through reliable JCB products and our excellent after-sales services.

From Excavators, Mini Excavators, Backhoe Loaders, Compactors and Telehandlers, all these JCB machines are well known for their outstanding efficiency, strength, productivity, safety and ease of maintenance. Furthermore, all machines have been installed with Livelink technology to enable machine owners to track down the efficiencies of their machines, as well as allowing us to analyze machine issues remotely.

Both JCB and Airindo Sakti are fully committed to give the best after sales support to our customers. With the combination of JCB's central warehouse in Singapore and Airindo Sakti's warehouse in Java, we are able to provide our customers' spare parts needs on timely manner.





# AFTER SALES SERVICE



After sales service is supported by our well-trained mechanics in our modern workshop where we provide training for our customer in our training facility.

We have workshop facilities with adequate spare parts inventories and fully trained technicians in Jakarta (Head Office) and throughout our branches office in Cilegon, Semarang, Surabaya, Samarinda & Makassar.

In case of breakdowns, we have 24 hours service support, every day of the year. A comprehensive customer database is stored on our computer, and the software actuates recommended action whenever a particular type of preventive maintenance service is required. This facility enables Airindo Sakti to promote preventive maintenance program to their customers, thus ensuring better performance of the equipment. The company also provides various types of maintenance contract over a period of five to ten years.

To ensure our after sales support encompass all areas outside our branches, we have co-operation with several companies that have after sales facility and supported by well-trained technician of Airindo Sakti. We apply high standard of quality within these companies, which are located in Medan, Pekanbaru, Palembang, Pontianak, Balikpapan, Banjarmasin and Ujung Pandang.

A periodical visit to customer's work site is a part of our product support division activity to provide assistance on preventive maintenance of the equipment.







# PARTS AVAILABILITY



We have in all of our facilities genuine spare parts in stock. Our policy is to offer a range of quality products to industrial customers backed by efficient after sales service support to ensure customer satisfaction in usage of these products. Therefore our selling effort will include advice to our customers on selection of equipment suitable for their needs and for operation in the most efficient manner.

Our after sales support to our customers will be based on factory recommendations and carried out by suitably trained and qualified engineer.

Beside spare part stock within PT. Airindo Sakti, we also have the support of our principals within regional area who provide buffer stock of spare parts in the South East Asia area. This spare parts buffer stock covering almost 85 % of the requirement enables to make a fast delivery to end user in Indonesia.



# INTEGRATED INFORMATION TECHNOLOGY



With the rapid changes of the Information Technology Airindo Sakti is geared toward the situation by having our own in-house Information Technology system.

This system has been operated for many years and still up to date until today. This system plays a big role in our company, connecting the head office to our branch offices as well as a media for our staff to check our stock availability for all of our products from sales until the order is delivered to our customers.

This system is supported with advanced server room with our professional IT staffs that is always available and reliable.

Our policy for handling the Information Technology System in Airindo Sakti is continuously striving to improve the existing infrastructure, both in the field software application development and the implementation of LAN and WAN network connections. It is much needed to support customer satisfaction.







# SEMINAR & ROADSHOW



Seminar and road show events are held twice or three times a year to meet most of our customers together with the brand principal to discuss and exchange information on product maintenance for optimum results.

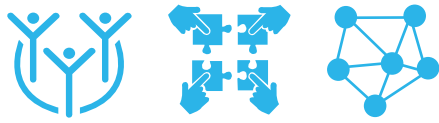


This event has been held all over Indonesia such as Jakarta, Bandung, Surabaya, Semarang, Yogyakarta, Samarinda, Bali and Lombok. We have many positive feedbacks from our customers and also positive results.

This event normally takes 1-2 days, starting by seminar at the hotel then job site visit the next day to see the product demonstration live. Here, customers get the chance to learn the correct way of how to operate the products as well as preventive maintenance.



# OUR CULTURE



Family culture lives strong at Airindo Sakti and is about shared values. Safety, work ethics and other core values cultivated among our people to assure our clients and partners that we always have their best interest in mind.

Every two years we have Family Gathering, an outing with all our employees including those from our branches and their families.

This event is an opportunity for everyone to get together and bond as one big family, engaging in activities such as teamwork games and sports.

Awards to loyal employees as well as door prizes are also given in this event.







# AIRINDO SAKTI



*“Committing our experience for your solutions.”*

#### HEAD OFFICE - JAKARTA

Jl. Raya Tanjung Barat No.85  
Tanjung Barat, Jagakarsa  
JAKARTA SELATAN 12530

Telp. : 021 - 789 0908  
Fax : 021 - 780 1330  
021 - 780 3343

Email :  
inquiry@airindosakti.co.id

#### CILEGON

“Cilegon Bussines Square “  
Blok A/ 12  
Jl.Raya Pondok Cilegon Indah

Cilegon - BANTEN  
Telp. : 0254 - 849 3535  
Fax. : 0254 - 849 5652

Email :  
cilegon@airindosakti.co.id

#### SEMARANG

Puri Anjasmore Blok E I/17  
SEMARANG 50144

Telp. : 024 - 761 3000  
Fax. : 024 - 761 7736

Email :  
semarang@airindosakti.co.id

#### SURABAYA

Jl.Rungkut Industri II / 9  
SURABAYA 60293

Telp. : 031 - 849 2004  
Fax. : 031 - 849 2007

Email :  
surabaya@airindosakti.co.id

#### SAMARINDA

Ruko Rapak Indah B / 2  
Jl. Cipto Mangunkusumo  
SAMARINDA 75132

Telp. : 0541 - 262 156  
Fax. : 0541 - 262 168

Email :  
samarinda@airindosakti.co.id

#### MAKASSAR

Ruko Alauddin Plaza  
Blok BB No. 16,  
Jl. Sultan Alauddin No. 1  
MAKASSAR 90221

Telp. : 0411 - 4097303

Email :  
makassar@airindosakti.co.id