

# Goscor Compressed Air Systems acquires KLG

Goscor Compressed Air Systems (GCAS), has acquired KLG Compressed Air Services and now offers turnkey compressed air solutions to the mining, industrial, construction and hospital markets. The new company will be known as Goscor KLG Compressed Air Solutions.



(L to R): Neil Wilson (CEO - Goscor Group), Euan McCulloch (global sales manager - Sullair), Jayson le Roux (operational manager - Goscor KLG), Gavin Dutton (managing director - Goscor KLG), Anton Bothma (director - Goscor Group), and Tinus Kotze (commercial manager - Goscor KLG).

**KLG'S GAVIN DUTTON**, now MD of Goscor KLG, says that there is significant growth potential in the compressed air solutions market and the new entity will be a significant force in it.

GCAS has been the sole distributor of Sullair compressors and air tools in South Africa offering a superior range of compressor technology with the industry's most comprehensive warranties, while KLG has serviced some of the most prestigious, blue-chip clients in South Africa.

Since 1965, Sullair has been recognised around the world as an innovator and a leader in rotary screw compression technology.

For over 40 years, Sullair has designed and manufactured its own rotors and air end assemblies at the corporate headquarters in Michigan City, Indiana, USA. The award-winning rotary screw design sets

the industry standards and delivers the quality and reliability one expects from a leader. KLG brings its technical expertise to the new business and this is strongly complemented by Goscor's excellent product and redoubtable financial and marketing expertise.

"The opportunity created by this acquisition is enormous and is further enhanced by the JSE-listed Imperial Group's recent acquisition of a majority stake in the Goscor group, bringing a major injection of muscle to all the group businesses," says Dutton.

He adds that the compressed air market has a host of fly-by-night operators. "It is not just about supplying a compressor, it is about identifying the customers' needs then fully understanding those needs, before providing the correct solution."

Commercial manager Tinus Kotze says that GCAS is relocating to premises in Alrode, Johannesburg, where the fully equipped facility has state-of-the-art repair, diagnostic and testing equipment.

KLG runs one of the largest compressor test bays in South Africa where all aspects of a compressor's performance can be monitored for any mechanical or technical faults. The test bay is equipped to handle compressors up to 5 000 cfm, 380 V, 525 V or 6,6 KV. The new workshop has the facility to transport repaired compressors anywhere in Southern Africa.

Goscor KLG will be focussing on lowering the total cost of ownership for the customers and with the backing of the Goscor group will now be in the position to provide a number of options to make this a reality. ■