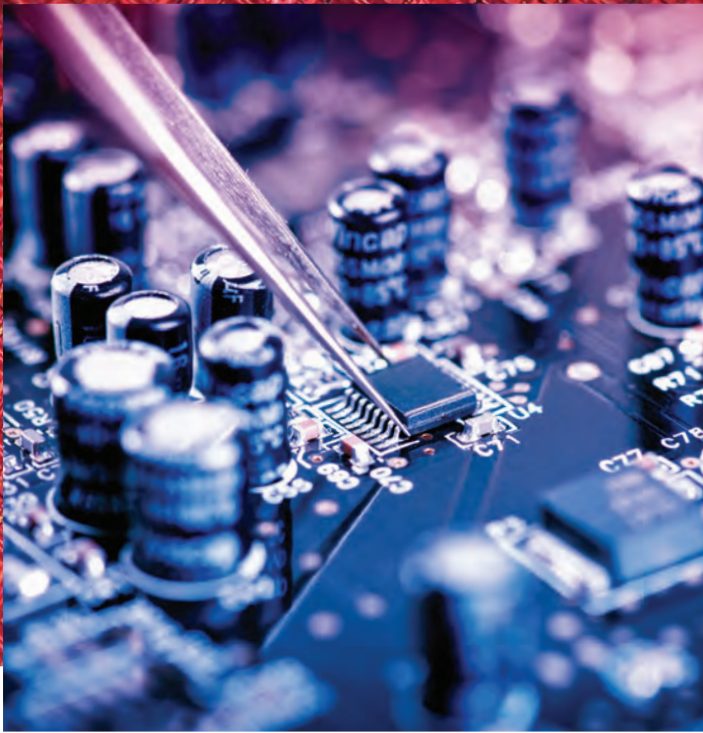


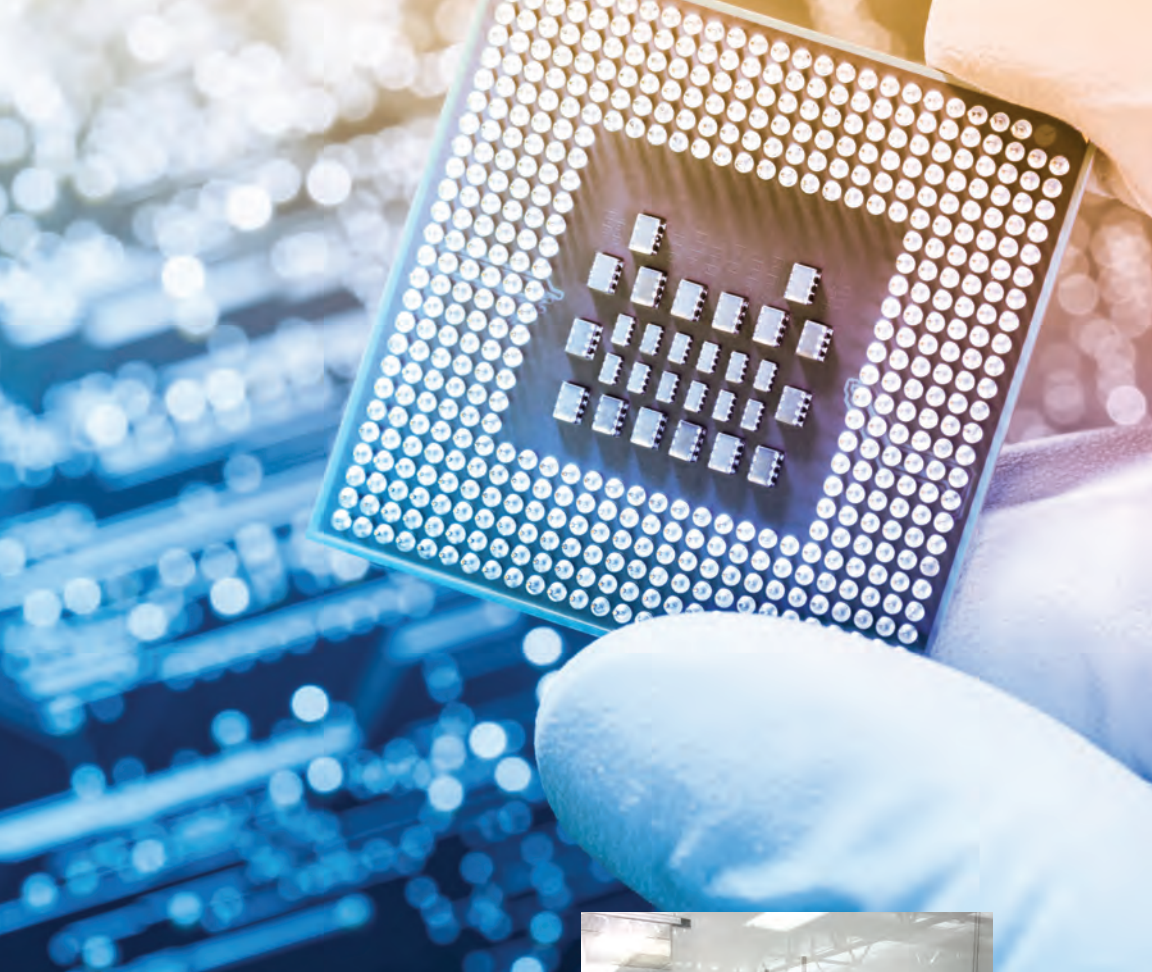
OEMS COUNT ON COKEVA

TO REPAIR CRUCIAL EQUIPMENT
MOST PEOPLE NEVER SEE



*COKEVA counts on an Atlas Copco
Vacuum Pump to make those
repairs possible*

Atlas Copco

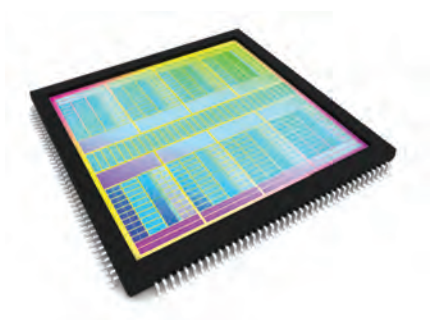


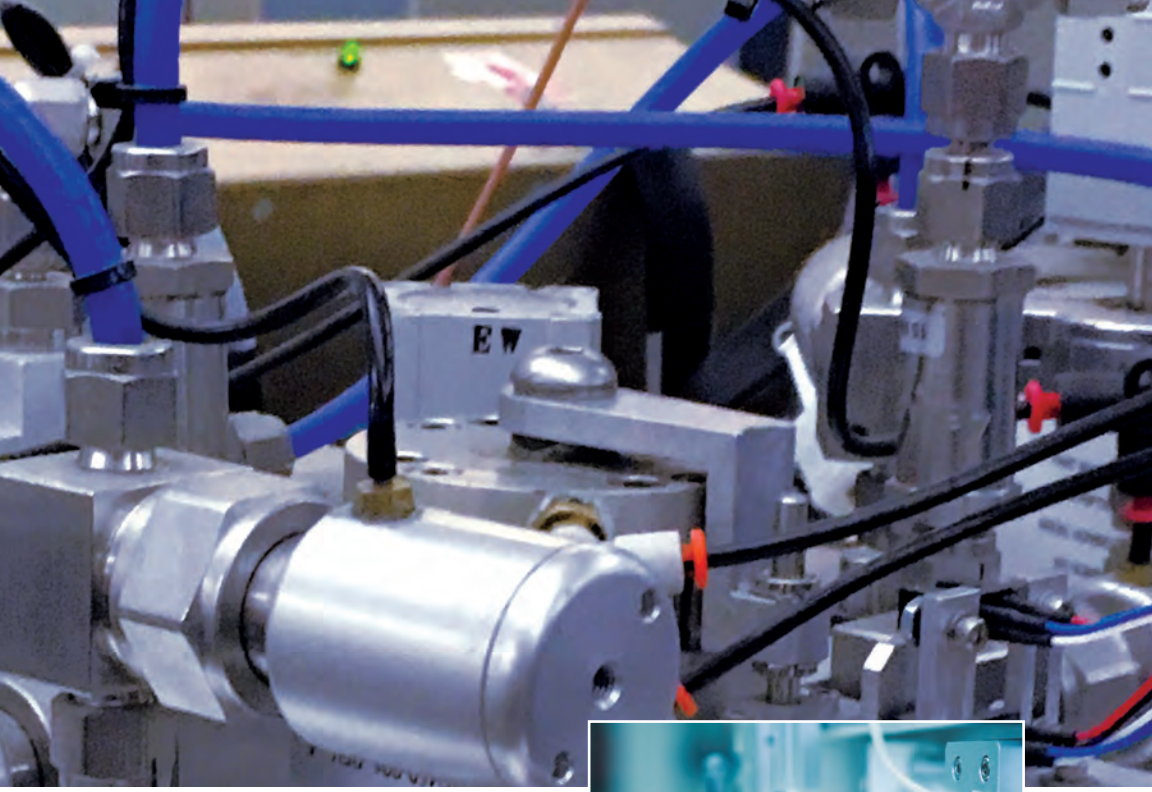
Ann Nguyen pursued the archetypal path for tech entrepreneurs: she started her company in a storage room. Along with her husband Kevin, Ann founded Comtek Computer Systems in 1989 and started to repair things most people never see, such as sophisticated, enterprise-level electronics. OEMs increasingly liked the idea of outsourcing repairs to a specialist, and Comtek met the need by expanding into reverse logistics for manufacturers of servers, storage arrays, and semiconductor test equipment. Nearly 300 jobs were created in the U.S., with most employees working in highly-skilled technical and support roles.

By any measure, Comtek was successful, but by 2010 a change of name was in order. "Many companies have names similar to 'Comtek,'" according to Ken Ueltzen, VP Business Development for Cokeva, Inc. (formerly Comtek Computer Systems, Inc.) of



Roseville, California. A name change was intended to simplify things and better reflect the expanding scope of our business offering. Cokeva combines parts of 'Comtek,' 'Kevin' and 'Ann' into one word that wasn't associated with another company. We checked—there were no other Cokevas."





With rebranding came greater focus on repairs of semiconductors and test equipment that must take place in a clean-room environment. “These are million-dollar machines,” says Ueltzen. “To repair them, our people work in a clean room, much like a fab where semiconductor wafers are made. Our clean room is big—3,000 square feet—and we use a tremendous amount of vacuum pressure to operate the equipment.”

Robert Puzar, Facilities Coordinator Senior for Cokeva, directs maintenance and repairs of building, electrical and plumbing systems. “We had two 7-hp rotary vane vacuum pumps running flat out, constantly,” Puzar explains, “but they couldn’t keep up with demand for 29 inches (HgV) of vacuum pressure. We have another key piece of equipment that’s not in the clean room and also uses vacuum. Whenever that equipment came on, we would immediately go down to 10” HgV. We’d have to stop work in the clean room.”



“People are our largest investment and we don’t want them waiting around because our vacuum pumps don’t have enough capacity,” says Ueltzen. “One of our people had good experience working with Atlas Copco at a previous employer. They have a location nearby, so Robert reached out to Atlas Copco to learn more.”



“Cokeva’s process requires a steady 29 inches of vacuum pressure but their demand varies continually,” says Kashmir Uppal, Regional Sales Manager Western USA for Atlas Copco’s Industrial Vacuum Division in Fremont, CA. “Their old system couldn’t always meet demand, even running flat out. When demand was low, the fixed-speed pumps just pulled a deeper vacuum through the system. But power consumption wouldn’t drop, so a lot of energy was wasted.”

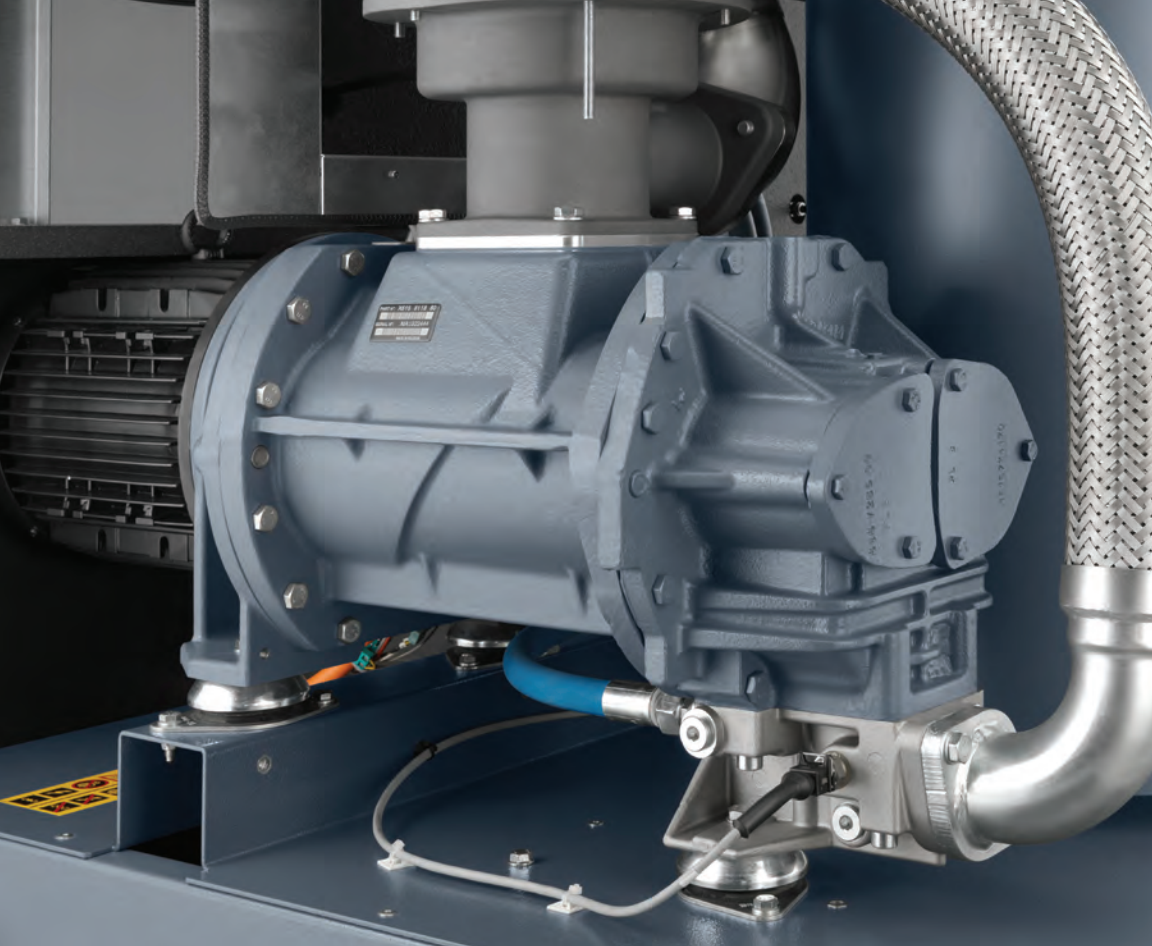
To improve vacuum performance and energy efficiency, Uppal recommended a 7.5-horsepower Atlas Copco GHS350 Variable Speed Drive rotary screw vacuum pump. “The set point control on a GHS VSD vacuum pump lets you lock in whatever vacuum level you need, and the pump speeds up or slows down automatically to maintain that level,” Uppal explains. “The pump even shuts itself off when demand ceases and re-starts when demand resumes.”

Another key benefit of the upgrade to the GHS350 is reduced maintenance. “Atlas Copco engineers designed



these vacuum pumps with rotary screw technology,” said Uppal. “As a result, MTBM (Mean Time Between Maintenance) rates are extremely long compared to vane vacuum pumps. Atlas Copco also offers SMART Link that keeps users effortlessly informed of pump performance and maintenance requirements.”

After the Atlas Copco system was installed, Puzar recorded the average amp draw per 24-hour period of the old vacuum system (which was kept online for backup) and new vacuum system. Both systems run on 3-phase power at 480 volts. At fixed-speed, the old system averaged 23 amps per 24-hour period. With Variable Speed Drive, the Atlas Copco system averaged just 3



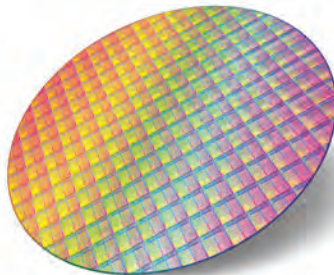
amps per 24-hour period. Using a power factor of 0.85 and electricity cost at 11 cents per kilowatt ampere, energy cost was estimated at \$16,342 per year for the old system and \$2,014 per year for the Atlas Copco system—a reduction of more than 87%.

Besides substantial energy savings, there were unplanned benefits. “The new pump has reduced noise levels and cut the heat load in our compressor room where it’s located,” says Puzar. “In summer it gets pretty warm in there, which can be hard on our air-cooled air compressors. We have a fan that brings in fresh air for cooling and another fan that vents heat out the roof. The exhaust fan is on a variable frequency drive that speeds up and slows down on its own as required to cool the room, but it runs far less now because there’s less heat to exhaust.”

“Before, with two rotary vane pumps running flat out constantly, we couldn’t run all our critical pieces of equipment at the same time,” says Ueltzen. “Now one Atlas Copco VSD pump produces all the vacuum we need plant-wide. It’s on 24/7, but because it runs at 10% or 20% or whatever level is needed we’re not wasting energy. The Atlas Copco vacuum pump has been installed and running for about a year and we’ve had no issues. It’s reliable, efficient, quiet and has room to grow with us. That’s good all around.”

**TO LEARN MORE,
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