



## Press Release Power Technique Business Area

**For more information please contact:**

David Stanford, Business Line Manager, Portable Products, Atlas Copco Power Technique  
Phone: +27 (0) 11 821 9800  
Email: [david.stanford@atlascopco.com](mailto:david.stanford@atlascopco.com)

### Rest assured with Atlas Copco's standby QES65 generator

In a bid to enhance guest experiences and combat the Nelspruit region's disruptive electricity outages, André De Goede, founder and owner of The Rest Guesthouse, made the smart decision to purchase an Atlas Copco QES65 generator, thereby ensuring a reliable standby power solution.

Founded by André in 2016 and conveniently located close to town, The Rest Guesthouse is nestled in a large 2ha tree-filled garden giving local and international guests the feeling that they are on nature's doorstep. With a wildlife-themed interior and seven tastefully decorated bedrooms with en-suite bathrooms, guests can truly unwind. The Rest is the ideal base from which to explore the Kruger Park as well as other sightseeing hot spots including the Botanical Gardens, Sudwala Caves, God's Window, Bourkes' Luck Potholes, the historical town of Barberton, the Panorama Route, Kaapschehoop and much more.

"Nelspruit is a region known for its hot and humid climate and to ensure the comfort of our valuable guests all our rooms are fitted with air-conditioners," explains André. "We pride ourselves on our renowned high service standards to ensure a truly enjoyable and relaxing guest experience. In order to live up to our mandate, it is essential that we continue to operate the lodge effectively during power failures. Thus the need for a generator became evident and we reached out to Pat Wilmans, owner of Will Gain Sales & Services, for assistance. With our solid 30 year business relationship with Pat together with her in-depth technical knowledge, few people have a better understanding of the guesthouse's specific power requirements."

Pat established Will Gain Sales & Services in 2009 and two years later the company became Atlas Copco Power Technique's official dealer in Nelspruit. With a footprint spanning across eastern Mpumalanga and Swaziland, the company supplies Atlas Copco's complete range of portable generators, compressors, light towers and pumps to the construction, mining and drilling & blasting sectors.

Pat stresses that specifying the correct generator size to meet each individual application's power requirements is of paramount importance. She points out that an under-sized generator will labour under full load leading to frequent breakdowns and reducing the unit's life cycle. "However, an over-sized machine is also not an efficient solution. If the machine is not run at full load, problems such as glazing of cylinder walls and wet stacking can arise." Pat explains that glazing occurs when the generator is operated at power settings too low for the piston rings to be seated properly with the cylinder walls. Wet stacking is a diesel engine condition in which unburned fuel passes on into the exhaust system.

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#### Atlas Copco South Africa

**Postal address:**

P O Box 14110  
Witfield  
1467  
Gauteng  
South Africa

**Visitors address:**

Innes Road  
Jet Park  
1459 Gauteng  
South Africa  
[www.atlascopco.com/en-za](http://www.atlascopco.com/en-za)

Reg No.: 1911/003838/07

**Phone:** + 27 (0)11 821-9800

**Fax:** + 27 (0)11 821-9202

+ 27 (0)11 821-9246

In order to correctly size the generator, a site visit to The Rest was essential to enable Pat to determine the guesthouse's circuit breaker size as well as to take an inventory of all the electrical items that the generator would have to power - from 22 air-conditioning units, geysers, fridges and other household appliances to pool and Jacuzzi pumps. According to André, Pat was a great help in pointing out just how many electric items would rely on the generator. After taking all the factors into account, Pat recommended the robust and reliable Atlas Copco QES65 generator for the job. Familiar with the world-class Atlas Copco brand, André immediately placed an order for the unit.

As Atlas Copco generators are ingeniously engineered to be able to start-up three times higher than the maximum load required, Pat was able to downsize the generator to specifically cater to the guesthouse's needs. As factors such as capital expenditure and overall operational, service and maintenance costs are directly correlated to machine size, the utilisation of a smaller sized generator affords André a host of benefits: Lower fuel consumption, a smaller carbon footprint and fast, easy service and maintenance due to fewer parts, all adding up to lowest total cost of ownership.

The state-of-the-art QES generator series sets the benchmark in optimal performance, reliability and robustness, delivering quiet, vibration-free operation. With a 100% load step capability and featuring a durable galvanized steel enclosure mounted on a spillage-free frame, these rugged and dependable machines deliver power no matter how tough the environment. This range has the ability to work at high temperatures of over 40°C and low ambient temperatures up to -25°C.

With a two click start-up function, these plug-and-play generators are capable of delivering steady power within ten seconds. Equipped with a large diesel fuel tank, the QES65 is able to operate non-stop for fifteen hours at full load. Service is hassle-free due to the unit's 500 hour service interval; service duration is less than two hours. The cutting-edge range comes with a 1000 hour or 12 months warranty.

Zandra van der Westhuizen, Atlas Copco's Product Manager - Power and Lights, Portable Energy, says, "We are confident that The Rest Guesthouse will be able to offer seamless services to their guests, despite power supply interruptions, thanks to the QES65 generator. Thank you team Will Gain for providing exceptional customer service and for making this success possible."

"The comfort of our guests always comes first. Now, with our new Atlas Copco generator, we have peace of mind in the knowledge that power outages will not in any way affect our services so that guests can enjoy The Rest hospitality," concludes André.

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#### Power Technique

Great ideas accelerate innovation. At Atlas Copco Power Technique, we turn industrial ideas into leading edge technology in air, power and flow solutions. Our passionate people, expertise and service bring sustainable value to industries everywhere.

**Portable Air** is a division within Atlas Copco's Power Technique business area. The division designs, manufactures and markets a comprehensive range of mobile and energy-efficient compressors, handheld light-demolition tools and industry focused solutions, such as high-pressure boosters and quality air equipment. The products are used in a wide range of industries including construction, mining, oil and gas, and rental. The divisional headquarters are located in Antwerp, Belgium. Principal product development and manufacturing units are located in Europe, Asia, South America and North America.

**Power and Flow** is a division within Atlas Copco's Power Technique business area. The division designs, manufactures and markets a comprehensive range of mobile and energy-efficient generators, light towers, and pumps. Along with associated accessories and connectivity solutions. The products are used in a wide range of industries including construction, industrial, mining, dewatering, and rental. The divisional headquarters are located in Zaragoza, Spain. Principal product development and manufacturing units are located in Europe, Asia, South America and North America.

Issued by: Laverick Media Communications T: +27(0)79 949 1090 [sonia@laverickmedia.co.za](mailto:sonia@laverickmedia.co.za) / [www.laverickmedia.co.za](http://www.laverickmedia.co.za)

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