

SKM at The Big5  
Show Dubai  
2018

P 06

New 5 TR  
Calorimeter  
Lab Setup

P 22

Recent Landmarks  
& Major Projects  
Awarded to SKM

P 48



# SKM HIGHLIGHTS

Issue #110

January 2019

[www.skmaircon.com](http://www.skmaircon.com)

S.K.M Air Conditioning LLC

## SKM REVAMPS THE MANUFACTURING OPERATIONS

*Read more on P38*



# A Word From The CEO



## Dear SKM Employees,

First of all, I want to take this opportunity to thank everyone for all their efforts throughout last year. The success of our company is built on the efforts of our employees. In 2018 we have enjoyed many successes as well as overcoming many challenges which many other organisations were not able to manage. Thank you for the dedication, loyalty & commitment that each one of you has shown us to pass this year in a fairly good condition.

We've come through a year that was filled with both challenges and victories. How reassuring it's been to know that we can count on all of you regardless of what we face. On behalf of SKM, please allow me to extend my personal and genuine appreciation to each and every

one of you for your valuable contributions to this company. Working with you in the past years has been a pleasure and, we're proud to have you all with us.

In 2018 we have established new Labs, expanded and enhanced some of our production lines, won and delivered mega prestigious projects while continuing to expand in new markets and enhance our product portfolio. This was all despite a lot of market difficulties where we operate. Nevertheless, we were able to sustain business volume same as last year.

Now, in 2019 we expect to face the same challenges, or maybe even tougher; however, we set an aggressive budget for 2019 because we believe that with our calculated, diverse and flexible strategies

we will excel in the hard times to shine as the market steadily improves.

We will continue our strategy to focus on our existing markets especially KSA as well as the emerging markets, growing our market share for all SKM business segments and investing more to expand our aftersales business.

We offer our best wishes to you and your families as we all look forward to a successful 2019 which I am sure we will gain the fruits of at the end.

So let's gear up for an exciting year ahead of us.

*Abdul Karim Al Saleh*



# What's Inside...

FEATURE STORIES



# 38

## SKM Revamps its Manufacturing Operations

As a leading HVACR manufacturer, SKM aims to maintain its strong position by strengthening and revamping its Manufacturing operations in 2018-2019.

# 04

## A Word From

The CFO

# 05

**SKM Welcome** Secretary of State (Morocco)

# ↓ 06

## SKM at The Big5 Show

Dubai 2018



# 09

## SKM Customers & Distributors

Visit During the Big5 Show

# 10

**SKM hosted Dinner** for Customers & Business Partners during Big5

# 12

## SKM Warmly Welcomes

H.H Prince Abdulaziz Bin Faisal Bin Abdul Majeed Bin Abdulaziz Al Saud to SKM

# 14

## Al Baddad visited SKM

Head Office & Manufacturing facility

# 16

## SKM Received Abu Dhabi

Trust Mark Award from (QCC)

# 17

## SKM Welcomed Hyundai

Steel Management

# 18

## SKM and Alegro Organised

a technical Seminar in Ethiopia

# 19

## SKM participated and sponsored

Consultants Contractors Conference in Dubai

# 22

## New 5TR Calorimeter Lab setup

# 26

## SKM Smart Connect

# 29

## SKM Develops High-Efficiency

Life Cycle Cost Based Air Cooled Screw Chiller Design

# 30

## Talent and People Management in SKM

# 35

## Breast Cancer Awareness Month

# 36, 37

## SKM Sports Tournament

# ↓ 44

## SKM Annual Budget Meeting

Dec 2018



# 46

## SKM Annual Staff Party Dec 2018

# 48

## Recent Landmarks & Major

Projects Awarded to SKM

# 51

## SKM Guests visits

# 52

## SKM Upcoming events 2018

# → 34

## As SKM is Part of the

Community ,SKM Staff Participate in Blood Donation Drive



# A WORD FROM THE CFO

Dear Colleagues,

With 2019 ahead of us we close a very tough 2018 year. We had a similar business turnover as 2017 with a CAGR of 18%.

Every year we passed seemed to be more robust than the previous year, but every year we have proven that we are up to those challenges and we face them as a team to pass every year more powerful than the year before.

Our investment activities have never stopped, we successfully completed a lot of them in 2018 and more to be accomplished in the coming years. We have also made sure that our manufacturing capacity is ready and flexible to absorb the growth loads.

In 2018 our performance in the majority of our business segments has shown growth especially in our chilled water and DX businesses however more improvement will be needed in the other business segments especially in after-sales services.

For our 2019 budgets and plans we will continue with our initiatives improving our product quality, energy

efficiency as well as meeting market-wise regulations like ESMA, SASO, MEW etc and challenging the competition price war moving forward.

Also, there are the opportunities ahead of us that give some comfort in the markets which currently are challenging. We find that in the new mega projects announced in the area like KSA vision 2030, Dubai Expo 2020, Madinat Al Irfan (Oman), Silk City (Kuwait) and the focus on the African market.

As we always say and continue saying, the success we achieved, the challenges we have overcome and the future success we see for SKM is an outcome of the group efforts of SKM staff and families. We will continue our success story as we believe in you all.



Ahmed Fahmy



## SKM Welcomed

# Secretary of State (Morocco)

"SKM top management welcomed Ms. Rakiya Eddarhem, Secretary of State (Morocco) to the Minister of Industry, Investment, Trade & Digital Economy, in charge of Foreign Trade; on her visit to SKM HQ and manufacturing facilities. She praised SKM technology and quality standards and expressed her interest in future trade and investment.







# SKM at The Big 5 Show Dubai 2018

The Big 5 Show Dubai is the region's most prominent building construction exhibition attracting visitors from all over the world.

SKM participated at The Big 5 Show held at Dubai World Trade Center from 26<sup>th</sup> to 29<sup>th</sup> November 2018.

SKM exhibited its newly launched APCZ Screw Chiller with environmentally friendly and low GWP refrigerant R1234 ze, Centrifugal Water Chiller with a capacity from 200 to 2700 TR and Low-GWP Packaged Unit APMR-L series.

SKM also showcased its ALL DC Inverter VRF systems, PRO V6 Series with an outdoor capacity range from 8 HP to 88 HP.

Among other displayed products were UAE made DC Inverter Wall Mounted and Tropical Inverter wall Mounted decorative units geared towards consumers.











Mr. Abdul Kareem Al Saleh SKM CEO & Mr. Nabil Abouseido Marketing & Business Development Director with MOH Oman Team.



Mr. Irfan Arif from Aftersales Team presenting SKM Smart Connect at Live Innovation Zone



Mr. Zayed Albaddad CEO of Albaddad Capital Visits SKM Booth



# SKM Customers & Distributors

## visit SKM Manufacturing Facility at Sharjah during the Big5 Show

The visitors gained firsthand experience of SKM manufacturing processes and the quality standards which SKM has implemented.

SKM arranged a factory tour for its key distributors and Customers from across the region during The Big 5 Show Dubai. They visited SKM manufacturing facility in Sharjah spanning over an area of 7500,000+ sq. meters.

They also visited SKM HVAC testing lab which is AHRI and SASO Certified and Accredited by Dubai Accreditation Center (DAC) in accordance with ISO 17025 and offers HVAC testing for various ranges and capacities.





# SKM Hosted Dinner for Customers & Business Partners During Big5



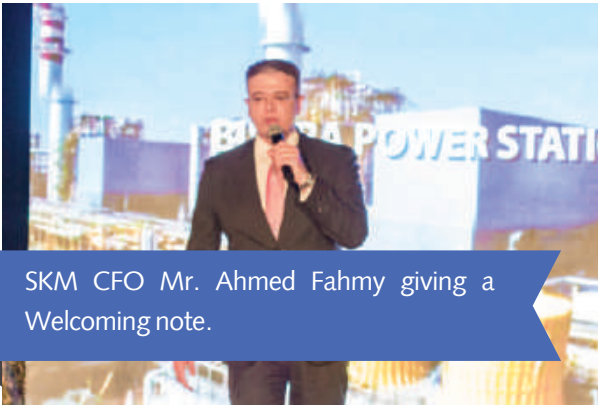
SKM hosted a Dinner for Customers & Business Partners on 28th November 2018 at JW Marriott Marquis Hotel Dubai.



SKM CEO Mr. Abdul Kareem Al Saleh & Mr. Mohammed Al Besharah Development Director

THURSDAY Nov 28<sup>th</sup> 2018





SKM CFO Mr. Ahmed Fahmy giving a Welcoming note.



Mr. Nabil Abouseido Marketing & Business Development Director welcoming Mr. Jim Walters, Vice President, International Affairs AHRI







*SKM Warmly Welcomes*

# H.H Prince Abdulaziz Bin Faisal Bin Abdul Majeed Bin Abdulaziz Al Saud to SKM

SKM warmly welcomed His Highness Prince Abdulaziz Bin Faisal Bin Abdul Majeed Bin Abdulaziz Al Saud to its Head Quarter and manufacturing facilities in Sharjah UAE on 13 Jan 2019.

The prince admired SKM quality standards and wrote in the guest book, "It was a very great visit seeing this huge facility and high technologies. I am very pleased to visit the factory which is one of the best in the region.









# Al Baddad visited SKM Head Office & Manufacturing facility

SKM senior management welcomed Chairman Dr. Fateen Al Baddad & CEO Mr. Zayed Al Baddad along with top management of Al Baddad Capital. SKM is to manufacture 8200 AC units for 2nd phase for Hajj tents in Mina, Kingdom of Saudia Arabia.

SKM manufactured and supplied special tent packaged units for Arafat in the first phase of the project.









# SKM Wins Top Exporter Award from Sharjah Chamber of Commerce



Happy to announce that SKM has won the prestigious award from Sharjah Chamber of Commerce & Industry for being on top of the top 10 exporters in Sharjah.



# SKM Received Abu Dhabi Trust Mark Award from Abu Dhabi Quality and Conformity Council (QCC)

In recognition of our commitment to meeting safety and quality standards, SKM is excited to have received Abu Dhabi Trust Mark Award from Abu Dhabi Quality and Conformity Council (QCC).



مجلس أبوظبي للجودة والمطابقة  
ABU DHABI QUALITY & CONFORMITY COUNCIL





# SKM Welcomed Hyundai Steel Management



SKM Procurement Director Mr. Maher Assaf together with Quality and Production team welcomed Hyundai Steel Management, discussed future business on the Galvanised Steel, and during the visit an in-depth discussion about the importance of the latest technology (Chrome-free Galvanised Steel) to comply with the RoHS regulation, SKM assured its keen in adopting the latest technologies for all its products."





# SKM and Alegro organised a technical seminar in Ethiopia

SKM and Alegro organised a technical seminar in Addis Ababa, Ethiopia on 11th October at Sheraton Hotel. Many thanks to all the attendees.



Mr. Asim Hashmi Sales Director - Applied Presenting at the Seminar





# SKM participated and sponsored Consultants Contractors Conference in Dubai

SKM participated and sponsored Consultants Contractors Conference.

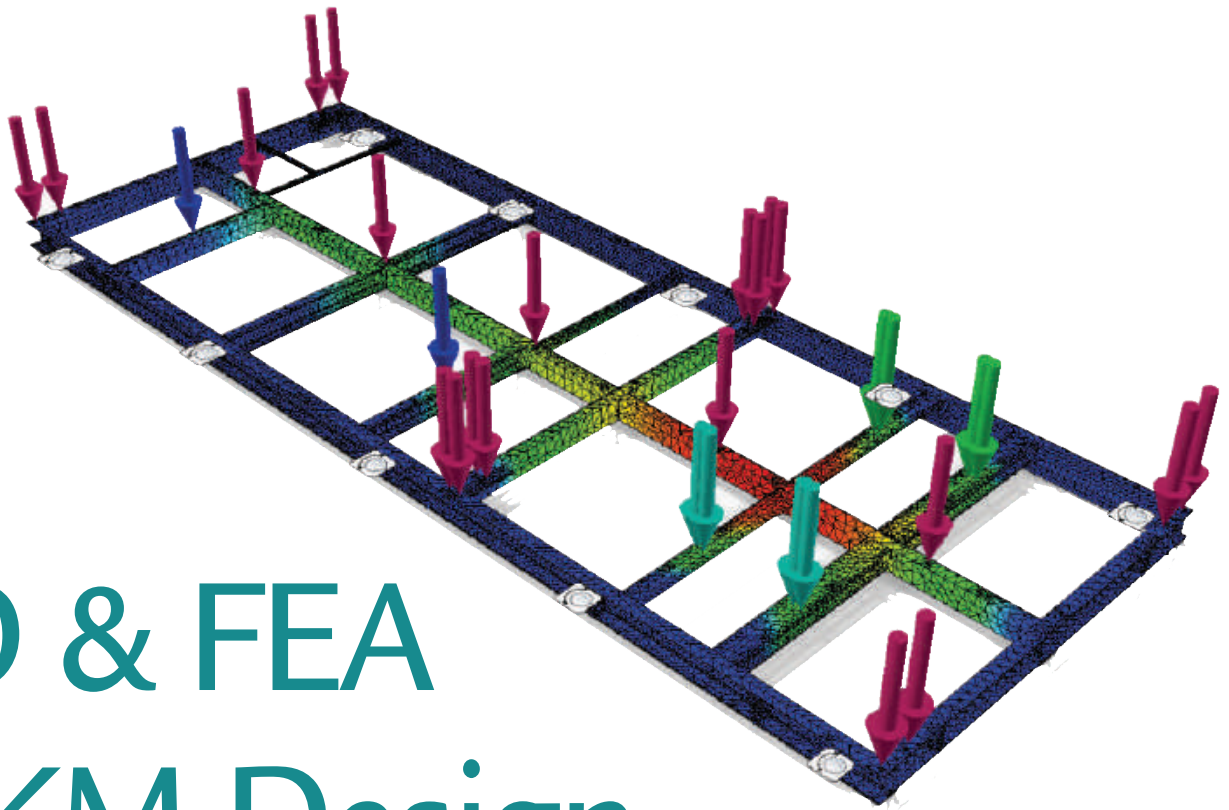
While providing a manufacturers' perspective, Mr. Asim Hashmi Sales Director Applied, highlighted the need for hygienic air conditioning systems & standards.



Mr. Asim Hashmi Sales Director - Applied  
Presenting at the Conference





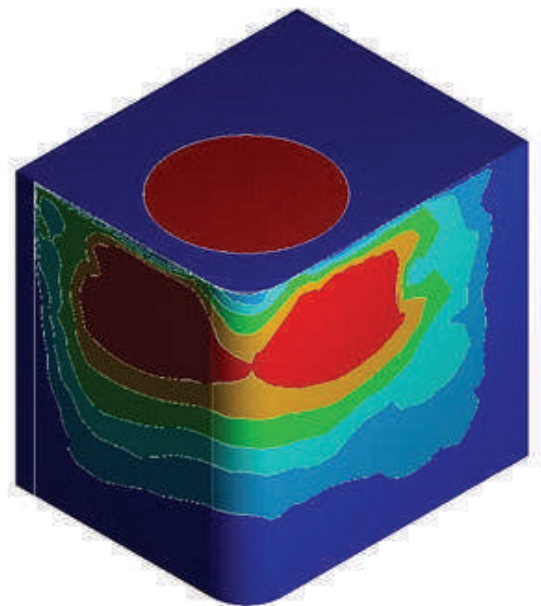


# CFD & FEA in SKM Design

Computation fluid dynamics (CFD) and Finite Element Analysis (FEA) are powerful engineering tools allows us to simulate any physical or mechanical phenomenon to reduce the number of physical prototypes and experiments and optimise components in their design phase to develop better products in a shorter time and with much better efficiency.

CFD is handy tool that has allowed us as design engineers in SKM to visualise the invisible. By interrogating the flow of the fluids at different cross sections and different locations, therefore we can identify the best or the optimum location of the fans and coils with respect to each other, in other words, we can expect the most suitable location for our fans and coils to give the most efficient solutions for our units.

FEA allows design engineers to improve the design of the structure of the units to be much stronger and more durable by choosing the appropriate elements with the suitable thicknesses in the proper locations, which results in an optimum efficient unit in terms of rigidity durability and efficiency.



CFD & FEA definitely will give the biggest advantage and benefit to SKM's clients, because they will own the most optimised and most efficient units in the market, where the latest technologies in design have been used to create them.



# Winning and Retaining Customer Confidence!

This quarter, SKM Service Department has been successful in securing two more replacement jobs while competing head to head with top 3 manufacturers. This goes to show increasing market trust in SKM brand, the product and its quality. **These jobs include:**

- Replacement of non-SKM Chillers with SKM Chillers at a VIP palace of one of the most premium customers in Abu Dhabi.
- Replacement of old SKM APCD Series Reciprocating Chiller with latest SKM APCY Series High-Efficiency Screw Chiller at Seville Soap Factory in Umm Ramool, Dubai by IFFCO – one of the largest UAE based FMCG Production Companies with diverse product portfolio.

Additionally, SKM secured AMC Contracts for maintaining non-SKM Equipment with Al Serkal Group, reflecting the increasing customer confidence in SKM not only as a quality HVAC Manufacturer but also as a reliable HVAC service provider.

spec sheet graphics



SKM APCY-E Series environment friendly (R-134a) Air Cooled Screw Chillers are designed and manufactured to provide utmost performance, efficiency, reliability, to meet the requirements and long life from Gulf's severe climatic condition.



Meet the latest ASHRAE 90.1 Path A requirement.



AHRI Certification of APCY-E Series.



Screw R134a Chiller Optimised for Global Market.



Microchannel Heat Exchanger.

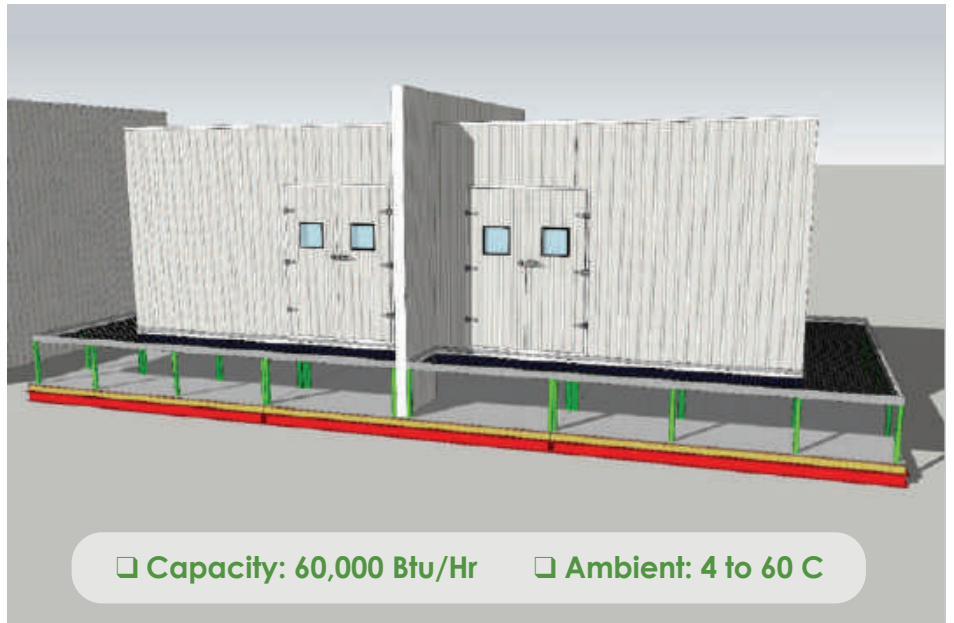


# New 5TR Calorimeter Lab setup

## SKM Testing Labs builds a new Balanced Ambient Calorimeter Test Lab

A balanced ambient calorimeter test lab is a reference test standard for testing residential units of smaller capacities especially the split and window type air conditioners. The use of the energy balance method ensures the high quality and accuracy of testing results.

The balanced ambient calorimeter test lab is designed and installed by SKM Testing Lab team. The lab consists of indoor (ID) and outdoor (OD) rooms. In order to achieve



zero heat loss across both ID/OD rooms, a conditioned annular space is provided surrounding the rooms. The annular spaces are maintained at the same temperatures as the ID/OD rooms.

The lab features state of the art technology to ensure independent dry bulb and wet bulb control is achieved in the both the ID/OD rooms and its surrounding spaces using SKM's high-efficiency chillers and AHU's. The tests can be done simultaneously for both the indoor side and outdoor side. The lab is designed and built to meet ASHRAE 16 and ISO 5151 requirements to test in cooling modes.

Addition of the new Balanced Ambient Calorimeter test lab in the SKM Testing Labs has strengthened the capability of providing test service to all categories and types of products available in the HVAC market for UAE and beyond.





## Automated Testing Set-up

Like anything done by hand, manual testing can be vulnerable to oversights and mistakes. The monotony of running repetitive manual tests tends to prevent consistent engagement in the testing process hence, automating our testing facilities and activities is an intelligent approach to increase productivity, testing reliability and performance.

In line with the QHSE objective of improving its testing facilities and standards, we are pleased to inform you that we have upgraded the testing facility for chillers and package units by using state-of-the-art technology. The automated measuring facility operates using Labview software with auto-generating report capability and uses high accuracy instruments to verify and match the measured parameters against design parameters. QHSE is committed to improving its contributions to achieving the best quality air conditioning units in the market.



12:06:24 AM  
12/1/2018

## Air Cooled Chiller Testing Report

Compressor Data	Unit	Circuit 1	Circuit 2	Circuit 3	Circuit 4	
Compressor Model	Unit	PI-710B	PI-710B			
Compressor Serial	Unit	A0613A000383	A0613A000383			
Compressor RLA	Amp.	363	363			
Compressor Current Drawn	Amp.	252	249	0	0	
Suction Pressure	PSI	33	33	6454	6454	
Discharge Pressure	PSI	315	296	6454	6553	
Refrigerant Charged	Kg	273				
Avg. Sub-Cool	F	7.00				
Avg. SuperHeat	F	13.75				
<b>Condenser Data</b>						
Unit						
Fan Motors In Operations	No.	0				
Current Drawn	Amp.	0				
Full load current	Amp.	3.42				
Motor Power	KW					
Air On-coil	F	74.75				
Air Off-coil	F	90.00				
<b>Evaporator Data</b>						
Unit						
Evaporator Model	SN.	66EN41.207.34507				
Pressure Drop Evaporator	PSI	6547				
Water Flow Rate	GPM	1577				
Entering Water Temperature	F	64				
Leaving Water Temperature	F	64				
Power Supply V/W/H/F		415/3/50	Unit Tag No.	TJ6-S-01	Approved By (SA)	Tested By (PF)
Unit Serial No.	R0000010/11/10/01104	Date	12/1/2018			
Unit Model No.	APCYD2630H	Name Order No.	AJ001051-10A			

Start Main Data Trends Report

2:19:34 PM

**Circuit (1)**

Water Press. Drop (PSI)

Water Out Temp. (F)

Water In Temp. (F)

Tested Water Flow (gpm)

Temp DH (F)

LSW Position / Functioning  OK

ULSV Position / Functioning  OK

50% SV Position / Functioning  OK

Home Button

Preferences Button

Send Report Via Mail

Print Button

milliseconds to wait

Fans In Operation



## Improving customer satisfaction with ISO 10000 Series Standards

We all know that retaining loyal, happy customers is the key to any successful business, but the stiff market competition and the fickle consumer world is not always easy to please. The relationship between a business entity and the customer plays a significant role in the competitive environment. Everything starts and ends with the customer, and therefore, from a strategic viewpoint, it is vital for our company to focus on customers, to know and understand them, and especially, to accept customer needs, requirements and desires in business operation.



In alignment to SKM mission of achieving Total Customer Satisfaction, QHSE along with the help of selected representatives from various Depts., we have adopted and implemented ISO 10000 series standards to enhance our services with our internal and external customers. The standards comprise of ISO 10001:2018 - Guidelines for Codes of Conduct for Organisations; ISO 10002:2018 – Guidelines for Complaints Handling in Organisations; ISO 10003:2018 – Guidelines for Dispute Resolution External to Organisations; and ISO 10004:2018 – Guidelines for Monitoring and Measuring. Certification audit is scheduled to be completed before the end of January 2019.

The success of this management system lies in the dedication of each and every SKM employees to bring out their best potential in delivering the best product and services needed to satisfy customer needs and requirements. Hence, we have come up with “**WOW SKM**” Policy to serve as our guiding principle in fulfilling customer satisfaction.

**W**in more customers and delight them always.

**O**ne aim – 100% customer satisfaction.

**W**hy wait, be proactive.

**S**atisfaction of the customer is the key.

**K**now your customers better.

**M**anage their needs and expectations for enhanced organisational performance.



# SKM FAN COIL SERIES WITH EC MOTORS

FOR STANDARD AND DISTRICT COOLING

**PRODUCT RANGE:**  
200 TO 2000 CFM  
(94L/ST0944L/S)



SKM fan coil units with electronically commutated (EC) motors are new series FCU's designed to meet most air conditioning requirements. Units are certified in accordance with AHRI - 440.

## General Features

- Hi-efficiency forward curved fan with EC motors for quiet operation.
- Low power consumption.
- Low fluctuation in room temperature and relative humidity and maintains good comfort level.
- Less noisy.
- High-efficiency coil with high efficiency wavy curved corrugated fins.
- Easy for installation & maintenance.

## Advantages of EC Technology

Electronically commutated (EC) motors are permanent magnet Brushless DC (BLDC) motors in which the motor runs on a DC voltage, but with a standard AC supply.

Advantages of EC motors over conventional AC motors are:

- High efficiency.
- Less power consumption.
- Integrated controllers.
- Quiet operation.
- Eco-friendly and suitable for Green building concept.





# SKM Smart Connect

SKM Smart Connect is an IoT communication system provides full functional monitoring & control of SKM HVAC equipment, through an IoT cloud platform accessed by PCs or Smartphone.

It has the following Features :

## Complete packaged communication system:

Including all the required infrastructure; Software & Hardware installed, programmed, wired & powered by SKM.

The system ensures not only the minimum investment cost for the client (Hardware & Software), but also a high flexibility advantage, since the service can be configurable and expanded according to end user needs.

The Hardware telemetry device (Smart Connect IoT device) will be connected to the SKM advanced controller via RS-485 physical interface to Read / Write controller parameters. The platform will collect these parameters and turns it into useful data. From the other side the end user can remotely modify writeable parameters and change the values of some of the controller settings, with pre-defined limits & restrictions that prevent the end-user from wrongly affects the sequence of operation of SKM unit.

## Wireless GPRS based communication:

Using Vodafone global SIM card; which will be totally equipped & commissioned by SKM, a 2G communication covers all SKM markets, and enables transmitting the data collected from the SKM advanced controller to the SKM Smart Connect IoT Platform.

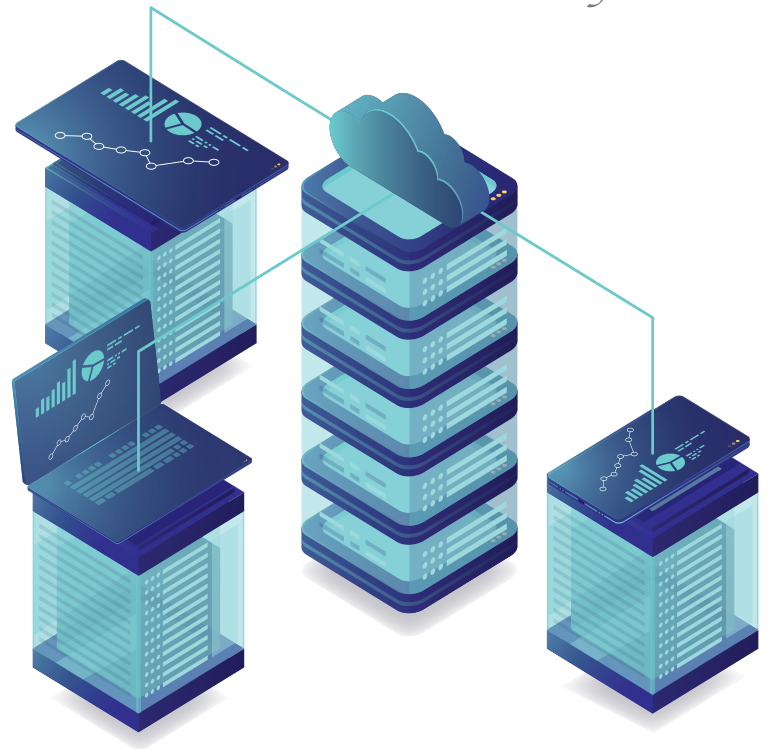




## Cloud platform:

The central SKM IoT platform is part of a reliable IT infrastructure hosted in the Vodafone datacenter in Greece, providing thus not only continuous services on a 24x7 basis but also a direct high-speed connection through GPRS and Internet networks.

Special attention is given on data security, using an exclusive access point network (APN) dedicated for SKM and a private network to enable safe communication between the telemetry devices and the central application.

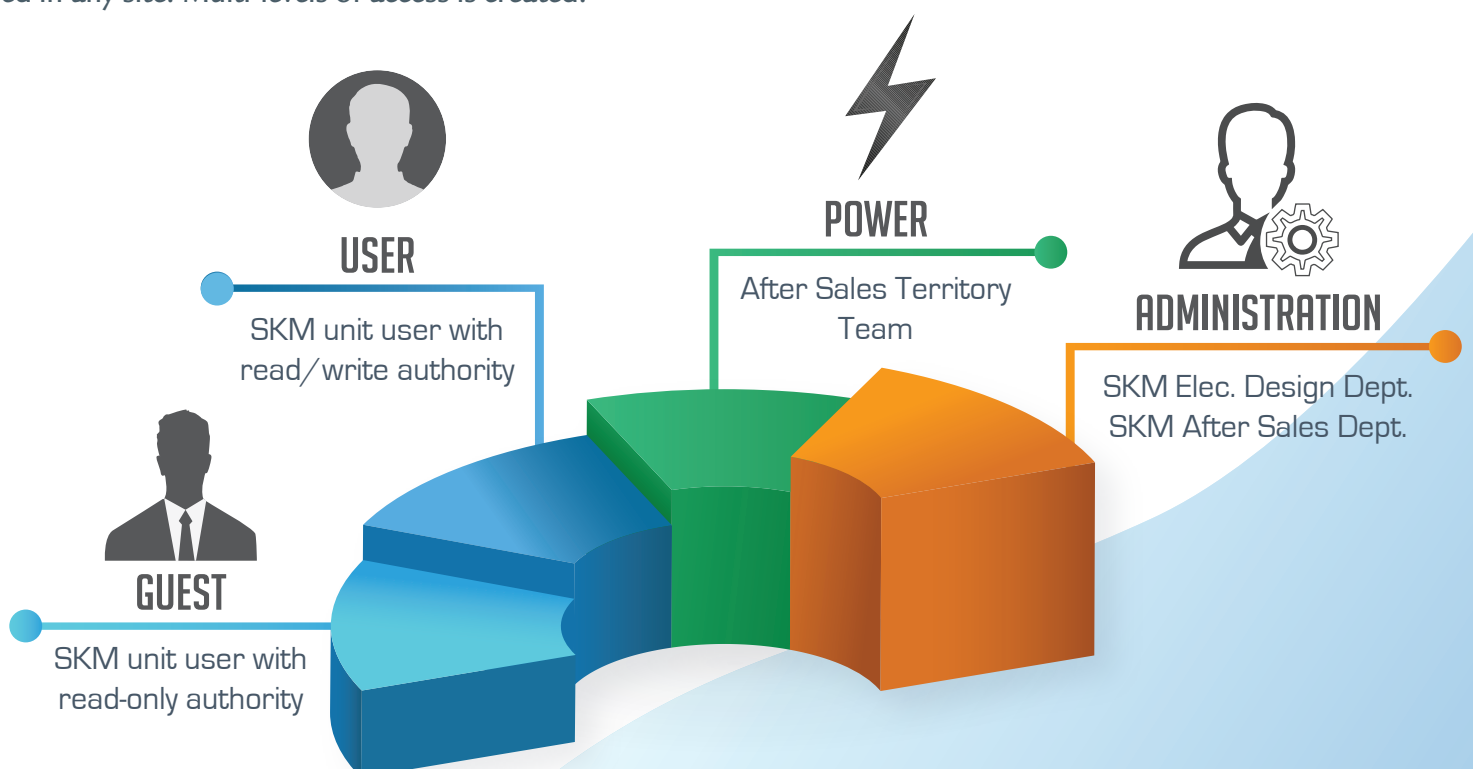


## Alarm Server:

The quality of After Sales Services depends fundamentally on how fast can the service be done. Hence, soon we can know the problem, dissect the reason, talk to the correct personnel then send the feedback or take a corrective action, the After Sales Service's quality will be increased rapidly.

SKM Smart Connect takes the responsibility to find out the alarms whenever & wherever it occurs and informs the correct Aftersales team at the moment, then the After Sales team in charge decide whether to modify some parameters remotely or; if it was not enough, to send the technical After Sales team to take a correction action on site.

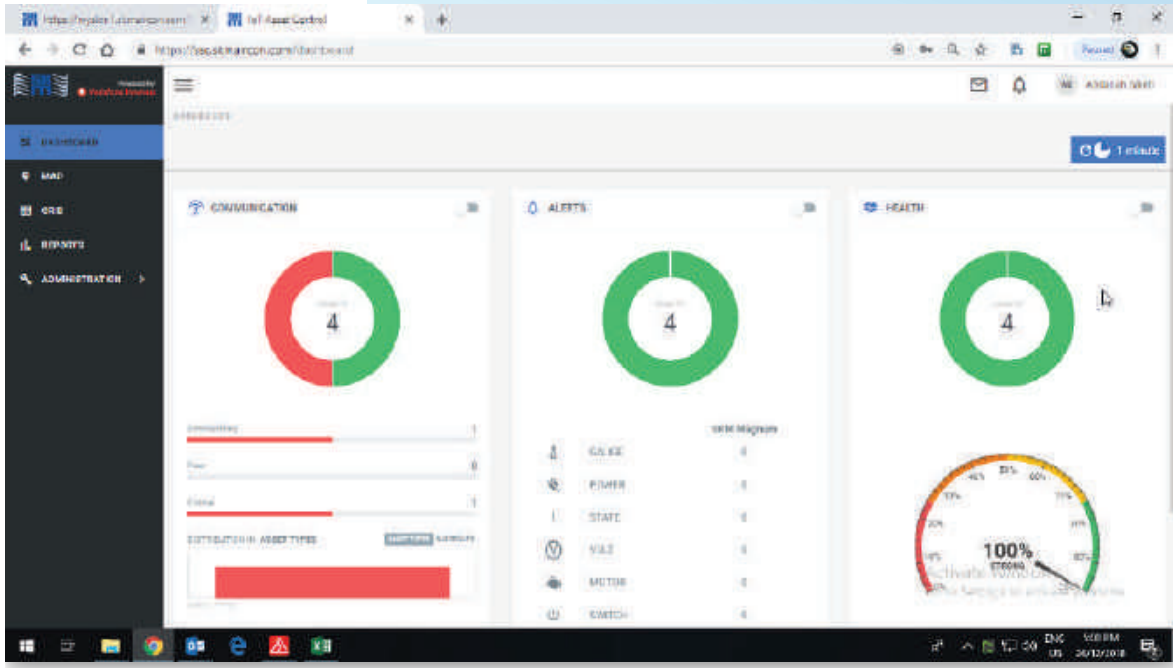
Hierarchy Alarm Server has been developed to meet the needs of fast & accurate feedback once an Alarm is generated in any site. Multi-levels of access is created:



To Be Continued →

## Periodic reports & Analytical KPI's:

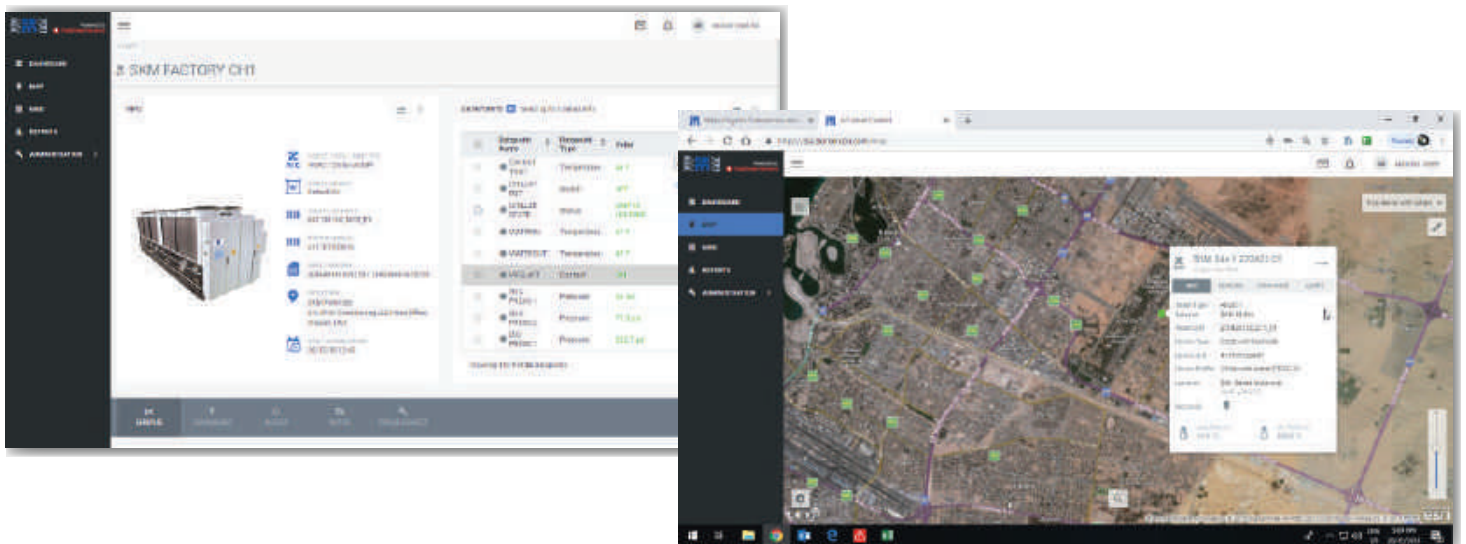
Periodic reports and instantaneous KPI's & dashboards are presented in order to improve the monitoring & quality.



## Easy UI User interface:

SKM Smart Connect System can be operated through multiple user interfaces; includes:

- \* PC Web-portal .
- \* Tablet Web-portal .
- \* Mobile app on IOS & Android ( Mobile App is to be available soon on APP-STORE & PLAY-STORE ).







# SKM DEVELOPS HIGH-EFFICIENCY LIFE CYCLE COST BASED AIR COOLED SCREW CHILLER DESIGN

A project partnership program with Khalifa University, UAE Ministry of Energy and S.K.M Air Conditioning LLC to develop High-Efficiency Life Cycle Cost Based Design for recommending Minimum Energy Performance Standard efficiency level for Air-Cooled Chillers in the UAE.

Urbanisation is driving the rapid growth of mechanical cooling around the world, much of it in hot climates. Adoption of minimum energy performance standards can significantly reduce global growth of electricity demand associated with cooling. Performance standards aim to minimise equipment life-cycle cost by setting performance levels appropriate for a given climate. UAE cooling requirement represents 50% of electrical demand and is almost three times the cooling requirement of the majority of metropolitan areas in developed countries. The Khalifa University and SKM agreement aim to demonstrate that the UAE government should consider adopting higher efficiency levels as a national MEPS standard by building a life-cycle cost-effective air-cooled chiller.



Actual Unit in SKM Lab



# TALENTS AND PEOPLE MANAGEMENT IN SKM

It was a very bright year for the Human Resources Department. Various events of different natures were held as well as organised by SKM. Those events ensured that SKM members maintain a high level of performance in addition to events which brought members closer to each other and aided in departments cross-collaborating while enjoying their time.

## Recruitment

Partnering with domestically elite universities was organised by the recruiting team in order to always recruit the brightest Calibers. Partnering with universities will guarantee that SKM is regularly employing tech-savvy individuals with fresh minds which bear innovative ideas. In addition to that, it will also bring more exposure to SKM's name through SKM being present at university events such as career fairs and graduation ceremonies. Top universities within the UAE included in this are; American University of Sharjah, University of Sharjah, BITS Pilani and the American University in Dubai.



## Employee Relation

The leading role of the employee relation sector is to manage the company's relationship with its employees. The Employees Relation team in SKM took specific measures through organizing activities of numerous diverse events, to assure this relationship is at its people.

The nature of the organised activities was dissected into two categories, Raising Employee Awareness & Engagement, and Enjoyment.

## Raising Employee Awareness and Engagement:

### ☐ *International Women's Day*

As part of raising awareness of how essential and vital women are to our society and more so to SKM, SKM organised a lunch for all its ladies. This lunch was held on Thursday, the 8th March 2018 where the ladies of SKM had the cafeteria closed off just to them.





### ❑ **Blood Donation (2 events)**

Donating blood can help in saving people's lives in addition to having several benefits to donors such as assisting in the production of new blood cells as well as maintaining a healthy heart. Which is why and in partnership with Sharjah Blood Transfusion & Research Centre, SKM's HR department organised two blood donation campaigns for the employees to participate in. Both events were a success as the count of the donors exceeded 110 SKM members, helping many in need of blood across the country and possibly saving the lives of others.



### ❑ **Breast Cancer Awareness**

SKM facilitated a breast cancer awareness campaign, in partnership with Zulekha Hospital Sharjah. The awareness campaign included an hour-long session explaining how to self-examine for breast cancer symptoms, which was informative to SKM's ladies.

### ❑ **Employee Survey**

The HR Employee relations team designed a survey from scratch. The purpose of the survey was to measure employee satisfaction towards various areas. The survey included 38 questions which touched across different areas including; Employee Recognition, Leadership & Planning, Overall Feelings, Remuneration, Role & Career Path, SKM Culture & Communication, Training & Development and finally The Work Environment.

Having published the survey in 4 languages (English, Arabic, Urdu and Hindi) in addition to 542 members of SKM giving their feedback, guaranteed the accuracy of the data recorded and eliminate any ambiguity the question might hold. Hence, allowing us to use the data in order to convert it to useful information on what needs to be improved in the coming year and the areas which need to be addressed.

## **SKM's Team building and Environment Enhancement Activities**

### ❖ **SKM's indoor tournaments (2 events).**

SKM organised two recreational hall tournaments with activities where employees could enjoy their time and compete. These tournaments also brought SKM staff members closer as they were forced to join forces due to some activities being played in pairs. Activities included the following; Table Tennis Singles, Tables Tennis Doubles, Foosball Doubles, Chess, Darts, FIFA and Billiards. Winners



were also awarded prizes depending on the position they finished the tournament in.

## ❖ SKM's Ramadan Tournaments (2 events).

Both football and cricket tournaments were held during the holy month of Ramadan after Iftar. It would be noteworthy to say some exciting talents were discovered during that month.



## ❖ Women's Badminton Tournament

As requested by the ladies of SKM, a badminton tournament was organised. The ladies competed in a singles tournament which saw fierce yet fair competition between them.



## ❖ SKM'S Outdoor Cricket Tournament

Having weather conditions shifting to the better and getting cooler, a cricket tournament was very called for. SKM members from all departments formed 6 teams each consisting of 14 players, totalling a staggering 84 SKM participants in total! The tournament was played over two full days (from 4:30 PM till 1:00 AM the following day).





### ❖ SKM's Outdoor Football Tournament

While SKM's footballers found Ramadan's futsal tournament to be entertaining due to the size of the field and the fact that it was indoor, outdoors football lovers were pleased with this tournament. SKM organized an outdoors football tournament where 6 teams were formulated. The competition was extremely fierce and exhausting as the tournament saw a total of 6 teams (over 60 participants) all playing a league format with home and away matches across 6 days and over 3 weeks.



### Trainings

SKM always looks to boost their employees' performances and further expand their knowledge to get the greatest possible return from them. With that being said, supplementary training programs to bolster the employees' skill sets were either held internally (trainer being an SKM member) by the HR department or organised by the HR department in collaboration with well-known professional training companies.

Trainings were organized both internally given by staff members or externally by course proficient training companies. Various in-depth programs on different SKM related areas were conducted and SKM members across departments were selected to take part in them. The number of programs held by SKM were 28 with 500+ attendees on non-technical training topics.



# AS SKM IS PART OF THE COMMUNITY SKM STAFF PARTICIPATE IN BLOOD DONATION DRIVE



In line with SKM initiatives to support humanitarian causes and giving back to the community, and in collaboration with Sharjah Blood Bank and Research Center, SKM recently organised a Blood Donation drive at its Head Office in Sharjah.

The aim was to build awareness for the importance of donating blood.

**WORLD**  
BLOOD **DONOR** DAY  
June 14





# BREAST CANCER

## Awareness month

**As part of SKM social responsibilities toward its employees and the community.**

SKM employees always come first, especially when it comes to their health and well-being. Thus, we organised a breast cancer awareness campaign in coordination with Zulekha Hospital raising the awareness of such a substantial risk threatening disease.

SKM distributed as well free checkup vouchers for mammogram tests, as SKM employees and their families will never walk alone in such a journey.

The event concluded with Mr. Ahmed Fahmy giving a speech on different real-life stories and re-emphasising the importance of the well-being of our employees and their families.



# SKM FOOTBALL TOURNAMENT

SKM organised a football tournament during Ramadan at Sportsplex Dubai. Many congrats to Arsenal Team for winning SKM Ramadan Football Tournament 2018. They showed great determination and worked extremely hard to earn this achievement.





# SKM CRICKET

## TOURNAMENT

SKM organised a football tournament during Ramadan at Sportsplex Dubai. Many congrats to Arsenal Team for winning SKM Ramadan Football Tournament 2018. They showed great determination and worked extremely hard to earn this achievement.





# SKM REVAMPS THE MANUFACTURING OPERATIONS

SKM's Manufacturing Operations is the foundation of companies' competitiveness. It is the core competence area that allows the company to compete in the HVACR marketplace. For SKM Manufacturing is one of Core Competence Area that is the foundation of the companies' competitiveness. As a leading HVACR manufacturer, SKM aims to maintain its strong position by strengthening and revamping its Manufacturing operations in 2018-2019.

As part of the revamping, Manufacturing Operations of SKM Sharjah factory and SKM Dammam factory have been brought together under New Leadership. A New talent of seasoned professionals as well as fresh graduates has been inducted. Operational Excellence team has been formed to dedicatedly work on mapping and streamlining processes, systems, setting KPIs, implement better planning and execution with automated reporting and analysis.

Manufacturing Engineering team has been formed to make improvements in processes, and implementing Lean Manufactur-

ing system, 5S and Kaizen, and bringing latest technology in machines and tooling.

There are Significant changes are undergoing in the factory. Two conveyors of length 52 m each have been installed for AHU Assembly Lines. Installation of Conveyors for Applied and Chiller Assembly lines will soon commence. Once line balancing for Assembly lines is completed, an efficiency increase of 15-20% is expected.

In Production, processes are being mapped with Value and Non-Value-Added Activities leading to further actions to



**Mr. Robert Rayappen**  
International Manufacturing  
Operations Director

reduce Non-Value-Added activities. Employee Designations are being streamlined with clearly defined Job Descriptions. Production Employees' skills have been identified and categorised. KPIs are being set for all positions.]

There is a focus on productivity with optimisation of resource and load allocation between Assembly lines, Sheet metal shop and Coil Shop based on monthly production load and





product mix. Continuous process improvements are being carried out by Manufacturing engineers throughout the factory by identifying repeated issues, root cause analysis and implementing solutions.

In the coil coating, each coating process step has been significantly improved resulting in elimination of defects and expected productivity increase of 66% after installation of the new curing oven. Currently, Tube Processing is done in three different areas. It is scheduled to be centralised with single tube process line with soon to commence installation of latest

CNC tube bending machines, CNC tube forming machines and Cut to length machines. These will reduce brazing joints, improve output and quality. Copper tube standardisation is

underway with an expected reduction of 50% from 32 parts.

In Sheet Metal shop, implementation of Cut logic software is underway to optimise 1-D and 2-D cutting and reduce process





scrap. Laser engraving machine for Name Plate is under procurement which will reduce cost and improve delivery.

In Electrical subassembly, a new centralised conveyor layout is planned using Modular piping. Automatic wire cutting machine is planned that will reduce manpower, errors and waste. Part reduction and standardisation initiative is undergoing for wire parts.

Centralised Refrigerant Storage system is planned which will reduce refrigerant wastage from 4% to 0%.

Raw Material and Finished Goods Warehouse operations have been reorganised under Manufacturing Operations to have better alignment between Material Planning, Inventory Control, Production and Shipping.

Construction of a New Central Warehouse facility will soon be started. Inventory Count in Raw Material and Finished Goods Warehouses is undergoing. For the first time, employees are using i-pads to record the exact Location and quantity of items.

This has reduced manual errors by great extent. Material Planning, Production Planning and Production Activity Control processes have been mapped



and continuous improvements are being done.

In Utilities, In-house Oxygen Generator is planned in place of buying cylinders. This will eliminate material, handling and processing cost.

Implementation of Natural gas is planned for brazing where gas is

supplied through distributed pipelines in place of existing cylinders.

It will reduce handling, processing and floor area requirement. Vertical Baler machine is planned for compacting scrap cartons boxes resulting in floor area savings.





## SKM Invests in Young Talent

A completely automated system has been developed for day to day operations planning, meetings, recording, collaborating, reporting and analysis. The System is accessible through the web on PCs as well as iPads for employees.

Personalised dashboards, automated alerts, approval flows and detailed reports have been developed for effective and timely communication of issues and decision making.

SKM's vision to bring new perspective to the company, nurture young talent and engage tomorrow's leaders today has been set in motion by recruiting fresh graduates from the top Universities in UAE.

Atheer Saleh Saad, Marah

Moeen Kassab and Marwan Abdul Majeed joined SKM Manufacturing team as Junior Production Engineers.

They have answered a few questions about their experience at SKM. Here is an excerpt.

### 1. How did you happen to join SKM Manufacturing ?



**Marwan Abdul Majeed**  
- Junior Mechanical Engineer -

**Marah** - At the beginning I was excited to apply what I have learned through my time as an Industrial Engineering student. My primary interest was in the field of process improvement. As I did my graduation project about the same topic, I was lucky to join a company that believes that improvement is a



**Marah Moeen Kassab**  
- Junior Industrial Engineer -

continuous process, and it's not attached to a position or a person, and anyone who's involved has something to contribute in order to improve.

**Marwan** - I completed my Mechanical Engineering from Heriot Watt University Dubai and, was looking for opportunities in Manufacturing when I got



**Atheer Saleh Saad**

- Junior Industrial Engineer -

a chance to have an interview with the Production Manager at SKM Manufacturing.

I received an offer to join as Production Engineer which I gladly accepted.

**Atheer** - Having graduated as an Industrial Engineer from University of Sharjah, I was interested in working in the area of Manufacturing. SKM is known as one of the reputed companies that recruit Interns from the University. I applied to the com-

pany and finally got selected after interviews.

## 2. What is it like to work as an engineer at SKM?

**Marah** - Being an engineer means you have to be always up-to-date with the latest technologies, in fact this is a very important skill as an engineer at SKM, since there is lot of competition in this industry and we should always be ready for new challenges.

**Marwan** - Working in SKM has given me a lot of insight on how the HVAC industry works. There are challenges I face every day that strengthen my knowledge as a production engineer.

There is lot to learn from the different types of products that we manufacture and the production techniques we use.

**Atheer** - Working as a junior production engineer has its own challenges, but SKM has experienced engineers who are ready to support when there are challenges. This environment facilitates the professional growth of an individual.

## 3. In what way you contribute to the companies success ?

**Marah** - I joined Operational Excellence department and I am fascinated with the great

minds and efforts exerted in the area of improvement. We have to challenge ourselves to bring about improvements. I believe that without continuous improvements no company can succeed.

**Marwan** - I joined production team as Junior Engineer for Sheet Metal section. I believe that producing quality products using optimum resources can help company increase sales while maintaining cost competitiveness.

**Atheer** - I started working as Junior engineer in Unitary Assembly line. Working with high efficiency while maintaining quality is my goal and I am sure this can contribute to the companies success with customers.

## 4. What role did SKM play in terms of training and mentorship?

**Marah** - As a fresher from college, SKM is my first company in my career as an engineer. Working here I have learned the value of teamwork and work ethics. I got opportunity to work with different departments as part of process improvement initiatives and learn.

**Marwan** - I joined the company without any background in HVAC, or how an MNC such as



SKM works. SKM is a stepping stone or foundation to my career as an engineer. I learned the importance of each department and what can be achieved when they work together as a team.

SKM being one of the biggest HVAC manufacturers in the middle east, I can grow my career here as an engineer.

**Atheer** - SKM provides the platform for engineers to gain knowledge in different aspects in the production of air condi-

tioning. In addition, it provides the perfect stage in strengthening teamwork skills, as each stage of production relies on the previous ones so by that we acquire planning skills to get the job done in an efficient manner.

**5. How do you think your current role will help you in the future?**











**Marah** – I believe that my experience here will help me improve on personal and professional fronts and help me be a better individual.

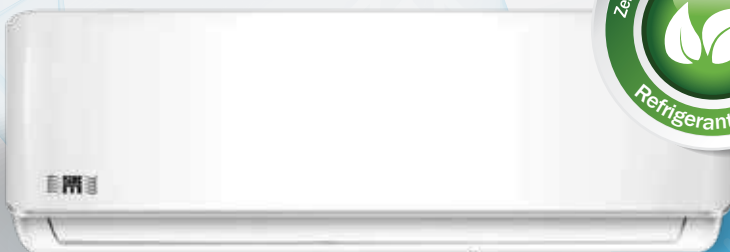
**Marwan** - As a production engi-

neer, I am exposed to different types of production concepts & techniques. This can be helpful in any manufacturing environment.

**Atheer** - Working in SKM production gives you the opportunity to deal with a variety of constraints in production, in such with time we learn how to strengthen our problem-solving skills that will enhance our confidence when it comes to dealing with any setbacks on the way to reach our goals.

# TROPICAL Wall Mounted DUCTLESS UNIT

-  Auto Restart Function.
-  Operating ambient temperature up to 52°C.
-  High Density Filter.
-  Capacity range from 1 TR to 3 TR with 5 different models Certified as per GCC regulation.
-  Mute Operation.
-  Units are with 3D Air Flow as standard feature.
-  Digital Display.
-  Fins designed to suit Middle East environmental conditions.
-  2- Way Draining.
-  Refrigerant Leakage Detect.





# SKM Annual Meeting

SKM conducted its annual budget planning meeting at Ajman Hotel, Ajman on Thursday, 27<sup>th</sup> December 2018.

Mr. Abdul Karim CEO of SKM and Mr. Mohammad Al Adl DMD of SKM headed the meeting.

2018 has been an excellent year for SKM registering a Substantial growth, and SKM also Budgeted a promising Growth plan for 2019.



SKM CFO Mr. Ahmed Fahmy





SKM CEO Mr. Abdul Kareem Al Saleh



Mr. Ammar Abdulhameed SKM QHSE & Lab Director



SKM Team at the Annual Meeting



# SKM ANNUAL ST P 2

SKM arranged its annual staff party on 27th December 2018 at Ajman Hotel, Ajman to celebrate the achievements of 2018 and to appreciate the loyalty and excellent work of the employees who have been serving in the company as long as 30 years



Mr. Mohammed Al Besharah Development Director Talking to Staff







Raffle Draw for the Staff



SKM Factory Staff at the Party



RE  
& MAJ  
AWARDE



**SAADIYAT PROJECT - ABU DHABI, UAE**

SKM has recently been awarded Saadiyat Beach Apartment Project at Saadiyat Island to provide air conditioning solution comprising Air Handling & Fan Coil Units.



**KAUST (KING ABDULLAH UNIVERSITY OF SCIENCE AND TECHNOLOGY) - KSA**

SKM recently won the project to supply Packaged Units with Digital Scroll Compressors to KAUST (King Abdullah University of Science and Technology) Housing Project in Jeddah Region, KSA







## GOLF VIEWS APARTMENTS PROJECT BY EMAAR - DUBAI, UAE

SKM has recently won the Golf Views Apartments project by Emaar Properties to supply air conditioning solution comprising Chillers, Air Handling & Fan Coil Units.



## SWCC HOUSING PROJECT - JUBAIL, KSA

SKM recently won the project to supply Chillers, Vertical Air Handling Units and Packaged Units to SWCC (Saline Water Conversion Corporation) Housing Project Jubail, KSA



## TANZANIA BUREAU OF STANDARDS

SKM has recently been awarded Tanzania Bureau of Standards Building Project in Dar es Salaam, Tanzania to provide air conditioning solution comprising Air Handling Units & Chillers.



## AMERICAN UNIVERSITY (AUK) - KUWAIT

SKM has been awarded a contract through M/s Youssef Ahmed Alghanim for American University Kuwait (AUK).

SKM Scope is to Supply Air Conditioning Equipment comprising Chillers, AHUs and FCUs.



Eco-friendly



Product Range 3-6 TR  
(10.5-21 KW), 60HZ



High Efficiency exceeds SASO  
and ASHRAE 90.1 MEPS



Compact design



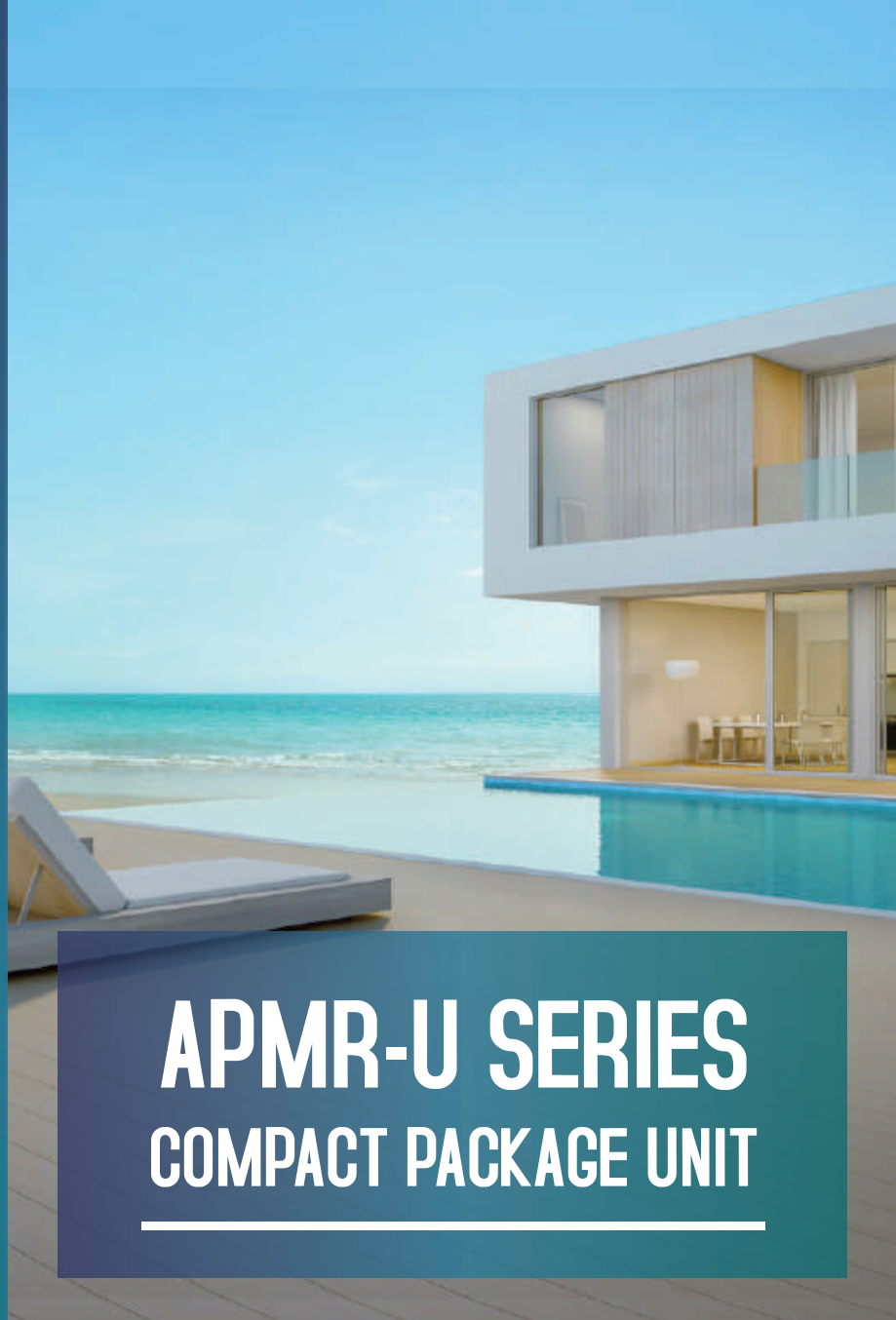
Side by Side supply and return.



High efficiency direct driven  
evaporator fan with EC motor.



Microchannel condenser coil with  
higher heat transfer performance  
and improved galvanic corrosion.



## APMR-U SERIES COMPACT PACKAGE UNIT

*SKM APMR-U Series Compact Packaged Air Conditioners are designed and manufactured to meet the requirements of the Gulf's severe climatic conditions and are built specifically for outdoor installations, either on ground or roof level.*





# SKM Guests visits



## SKM RECEIVES ITS HONOURABLE GUESTS FROM ABU DHABI PRESIDENTIAL GUARD COMMAND

SKM welcomes its guests from Abu Dhabi Presidential Guard Command. They visited SKM factory and testing lab facilities.



## SKM WELCOMES ITS GUESTS FROM KHATIB & ALAMI

SKM welcomes its guests from Khatib & Alami, Nurool and Air Technic at its HQ and factory. They visited SKM manufacturing facilities and appreciated the quality standards.



## SKM WELCOMES ITS HONOURABLE GUESTS FROM AMERICANA

SKM welcomes Americana Kuwait Food Company Team visited SKM Head Office and had a factory tour.



They praised the quality standards being maintained in SKM manufacturing facilities.

## SKM RECEIVES ITS HONOURABLE GUESTS FROM KAUST

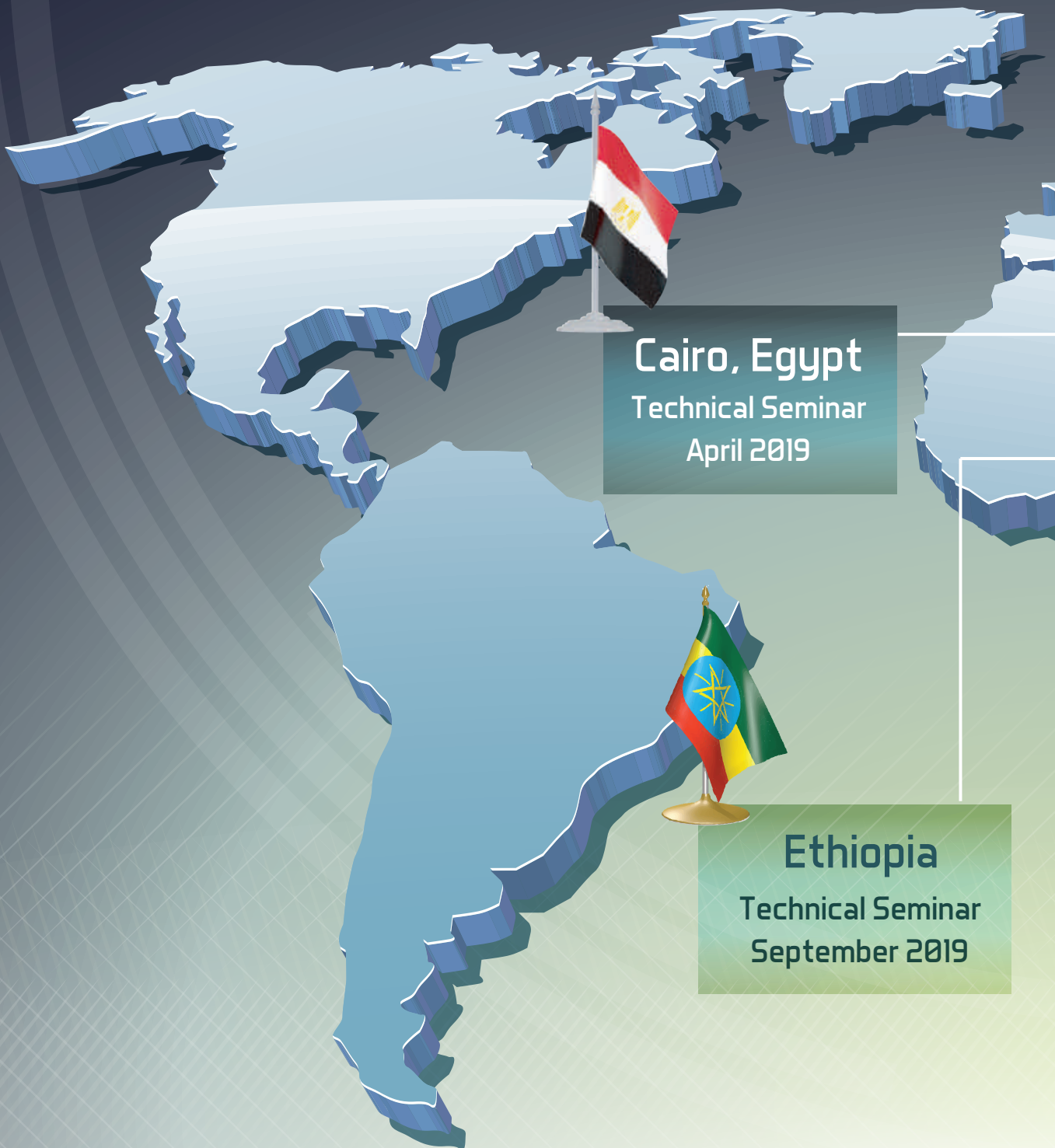
SKM welcomes its guests from KAUST (King Abdullah University of Science and Technology) at its HQ and factory.



They visited SKM manufacturing facilities and appreciated the quality standards.



# SKM Upcoming Events



**Cairo, Egypt**  
Technical Seminar  
April 2019

**Ethiopia**  
Technical Seminar  
September 2019



ing



**Riyadh, KSA**  
HVAC R Expo  
January 2019



**Dubai, UAE**  
The Big 5 Show Dubai  
26<sup>th</sup>-29<sup>th</sup> Nov 2019



**Nairobi, Kenya**  
Technical Seminar  
September 2019



**Karachi, Pakistan**  
HVAC R Expo  
February 2019

47

SKM Celebrates 47th UAE

*National Day*

SKM Celebrated Spirit of the Union, 47th UAE National Day across all its offices in the UAE: Sharjah, Dubai & Abu Dhabi.



ديسمبر 2

UNITED ARAB EMIRATES  
NATIONAL DAY

SPIRIT OF THE UNION





# SKM PRODUCT LINE



*Centrifugal Chiller*



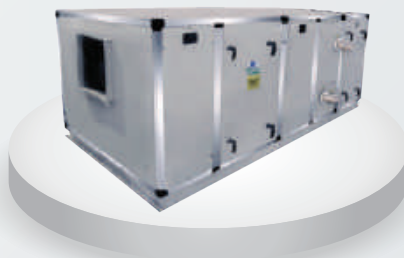
*Packaged Units*



*Fan Coil Units*



*VRF*



*Air Handling Units*



*Air Cooled  
Condensing Units*



*Chillers*



*Ducted Split Units*



*Mini / Ducted  
Split Units*





## HYGIENIC Modular Air Handling Units HMAH SERIES



**Supply clean air**  
with the required  
temperature.



**Easy cleaning &**  
maintenance.



**Smooth interior**  
Surface.



**No hazardous**  
materials used in  
manufacturing.



**Prevents bacterial**  
and fungal growth.



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