

- SKM Participates at The Big 5 Show Dubai 2015

— P 6

- SKM Organized Technical Seminar

— P 8

- Recent Major Projects Awarded to SKM

— P 14,15



SKM HIGHLIGHTS

Issue #102

January 2016

www.skmaircon.com

S.K.M Air Conditioning LLC



SKM Wins Climate Control Award 2015

Read more on P 10

A Word From The COO



Dear Colleagues,

It has been 3 months from the last SKM newsletter, however with the SKM fast track action plans, a lot has been happening during these 3 months including a number of challenges and achievements.

Even though SKM is closing the 2015 financial year with the highest turnover in its history, still we have a lot to do. 2015 is just the kick off and the starting point for the companies focused growth plans.

As SKM grows bigger and bigger, our challenges increase and we need to be prepared and ready for those challenges. Majority of the company's sectors are being reinforced and equipped to

handle those challenges with future action plan setups for a smooth growth pace.

The SKM path is very clear to us all showing a crystal clear career path to all who want to excel and show responsibility and ownership to their work...

SKM appreciates all your hard work during 2015 and wants you all to put a %110 into 2016. The company's management and Owners is putting all its trust in SKM shining staff and we are sure you will deliver.

Let's start 2016 with a business phrase that says "Believe you can and you are half way there" so let's go on and continue our journey together to the glory of SKM success.

Happy new year to you all.....

Abdul Karim Al Saleh (COO)



A Word From The CFO



Dear SKM Team,

In a blink of an eye we are closing this very challenging year with a great success story however with a lot of challenges to handle.

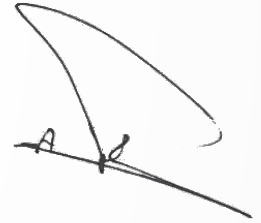
Now 2016 Budgets, business plan, departmental initiatives and KPI's have been set for a more challenging year...

We have a lot of initiatives for 2016 including expansions of sales network and distribution channels, more marketing exposure, investments in manufacturing machinery and capacity, new products, product range enhancements and many more...

As SKM focuses more on Customer satisfaction as one of its main strategies through its Sales, marketing and aftersales sectors, we also continue to work on our internal infrastructure to accommodate our customer's expectations worldwide.

Let's prepare ourselves for 2016 which will be a great fruitful year working together as usual as one team to continue SKM's success story...

Ahmed Fahmy (CFO)



SKM Concluded Distribution Deal with Forte Pakistan

SKM has signed the deal with Forte Pakistan to be its main distributor in Pakistan. The deal was signed on 25th November 2015 by SKM sales director and by Mr. Ahmed K Gulzar director at Forte Pakistan (Pvt.) Limited. It is one of series of steps which SKM is taking to facilitate it customers further across the region and Forte Pakistan having its office in Karachi, Lahore & Islamabad would be able to serve the customers better throughout Pakistan, website: www.fortepak.com



forte



youtube.com/marketingskm



www.facebook.com/skmaircon



@skmaircon



www.skmaircon.com

SKM's After-Sales Services: How and Why



Services play a vital role in today's highly competitive market; and to survive, prosper, every company must transform itself into a services business. Executives understand this fact, but privately, they admit to one nagging concern: most companies either don't know how or don't care to provide after-sales services effectively. Top managements worldwide often treat aftermarket services as a mere afterthought, but this is not SKM's vision or mission.

Ignoring the promise of after-sales services is imprudent, to say the least. Many companies have started delivering the value that customers get out of using their products. We, at SKM, highly believe in the after-sales service

concept, and we consider our customers our most important assets, that's why we offer end-to-end solutions, designed specifically to meet their needs and requirements.

The solutions offered by SKM cover all our customers requirements, starting from selling spare parts, after-sales services and warranty, to conducting repairs; installing upgrades; reconditioning equipment; carrying out inspections, day-to-day and Annual Maintenance, offering technical support, consulting, and training.

SKM is set to lead by example by providing reliable world-class services, and we have set our goals in setting up our services to guarantee our customers satisfaction by:

1. Identifying and creating a Portfolio of the products SKM is covering for services.
2. Selecting business models to support services.
3. Monitoring performance continuously through KPI's and SLA's.

In conclusion, SKM after- sales services mission ensures the provision of services that meets the needs of our customers and surpasses their expectations.

Nadeem Ezzeddine

(After Sales Director)



SKM Chillers APCY Series is now Certified by Abu Dhabi Quality & Conformity Council (QCC)

SKM received certification for its Chillers APCY Series from The Abu Dhabi Quality and Conformity Council (QCC), indicating that SKM products are in line with the latest safety and environmentally friendly standards.

SKM is the very first company to have received this certification.



50 Hz
 Product Range from 50.9 TR to 390 TR

60 Hz
 Product Range from 61.2 TR to 457.4 TR



SKM Obtained AHRI-430 Certification for its Modular Air Handling Units



Certified in accordance with AHRI standard 430



Certified in accordance with AHRI standard 410

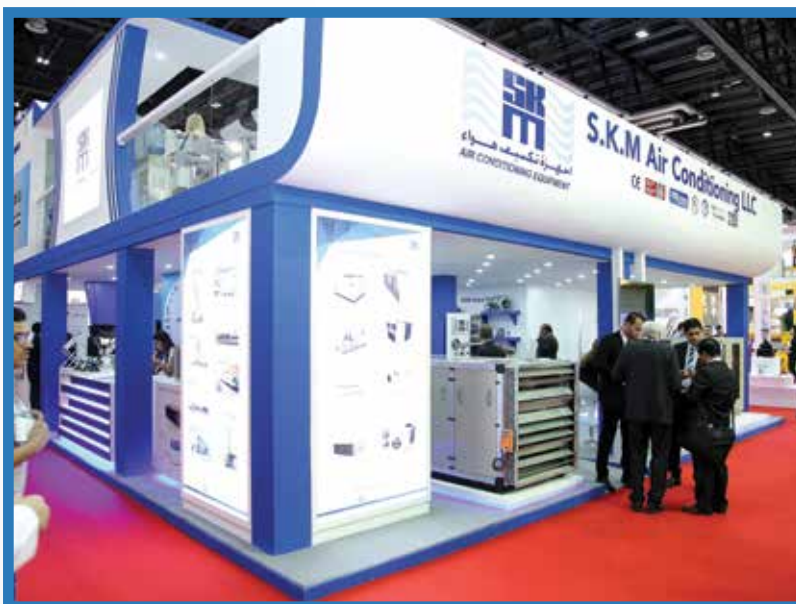


Certified by EUROVENT



SKM Participates at The Big 5 Show Dubai 2015

SKM exhibited at The Big 5 Show Dubai 2015 held at Dubai World Trade Center from 23rd to 26th November 2015. SKM exhibited its TUV and Eurovent Certified Hygienic Air Handling Unit, Packaged Unit APMR alongside with new Fan Coil Units with EC motor. The Big 5 Show Dubai is the region's biggest building construction exhibition attracting visitors from all over the world.





SKM Technical Seminar - Dubai

SKM organized a technical seminar on 24th November 2015 at The H Hotel Dubai, discussing indoor environment quality and need for hygienic air handling units. The event was attended by many consultants and contractors from UAE, KSA and Kuwait.



Uganda Trade Expo 2015

SKM participated at the 23rd Uganda Trade Expo held at Lugogo Exhibition Center Kampala, Uganda from 2nd to 6th October 2015.



MaBuild Exhibition Morocco 2015

SKM exhibited at MaBuild Exhibition held from 15th to 18th October in Casablanca, Morocco. MaBuild is one of the biggest construction and building material exhibition in Morocco. SKM already has a presence in North Africa region by having its own office in Algeria.



Climate Control Awards 2015

On 24h November in Jumeirah Emirates Towers, CPI Industry and Climate Control Middle East Magazine held their glittering 5th Annual Climate Control Middle East Awards, SKM was honored to win the award for Manufacturer of the Year 2015 (Air Treatment). The prestigious award was presented by Frédéric Paillé, Managing Director & Associate Publisher of Climate Control Middle East Magazine) and B Surendar (Editorial Director & Associate Publisher of Climate Control Middle East Magazine). The winners are evaluated by independent judges and the whole process is monitored by KPMG.



SKM and Hydrocarbons

With the increasing demand of the use of refrigerants with low global warming potential (GWP) at emission, systems with natural refrigerants (hydrocarbons) have recently returned to be on the top, they have no ozone depletion potential (ODP) and at the same time have favorable thermodynamic properties.

The process of replacement for CFC (chlorofluorocarbons) and HCFC (Hydrochlorofluorocarbons) in all products worldwide started in 1996 with the Montreal protocol, initially in developed countries and then extended to other nations.

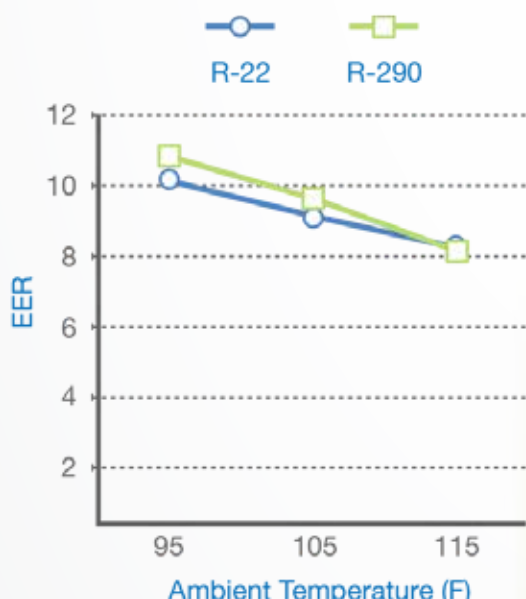
Propane (R-290) one of the hydrocarbon refrigerants that has favorable thermodynamic properties and low energy requirements during compression, pressure levels and volumetric refrigerant capacity values are very similar to R-22, it has also good features as high evaporating enthalpy (1.7 as high compared to R-22), lower refrigerant mass flow (at identical cooling capacity approximately 55-60% in comparison to R-22), low vapor and liquid densities, low pressure drops in piping and heat exchangers, good heat transfer and high critical temperature.

SKM built one unit works by propane (R-290) for testing its performance and for comparison with the frequently used refrigerant (R-22), and the results showing as what we expected, we got better energy efficiency ratios (EER) at the same ambient temperature.

SKM submitted the final report to the ministry of energy of the United Arab Emirates hopefully we success in this new green solution.

**Note: SKM is also working on building prototype based on R-32 Refrigerant and the result will be published later.*

Refrigerant	ODP	GWP
R-12	1.0	10900
R-22	0.05	1430
R-134a	0.0	1810
R-410A	0.0	1725
*R-32	0.0	3.3
R-290	0.0	675



SKM Upcoming Events in First Quarter 2016

SKM Exhibiting at HVAC R Expo Saudi

Visit SKM at Stand D46 at HVAC R Expo Saudi being held from 11th to 13th January 2016 at Jeddah Center for Forums and Events.



At the exhibition you can find out more about our TUV and Eurovent Certified Hygienic Air Handling Units, APMR (Packaged Air Conditioners) and newly launched AHRI Certified Fan Coil Units with EC motors with more energy efficiency, less noise and environmentally friendly. Follow the link below to register for free:

www.hvacrexposaudi.com/



SKM Goes to India



Visit SKM stand B5 in Hall 1 at one of the biggest Air Conditioning Event ACREX India 2016 being held from 25th to 27th February 2016 at Bombay Convention & Exhibition Centre (BCEC) and find out more about SKM energy efficient HVAC products.

Visit the link to know more about the exhibition:

<http://acrex.in/>



youtube.com/marketingaskm



www.facebook.com/skmaircon



[@skmaircon](https://twitter.com/skmaircon)

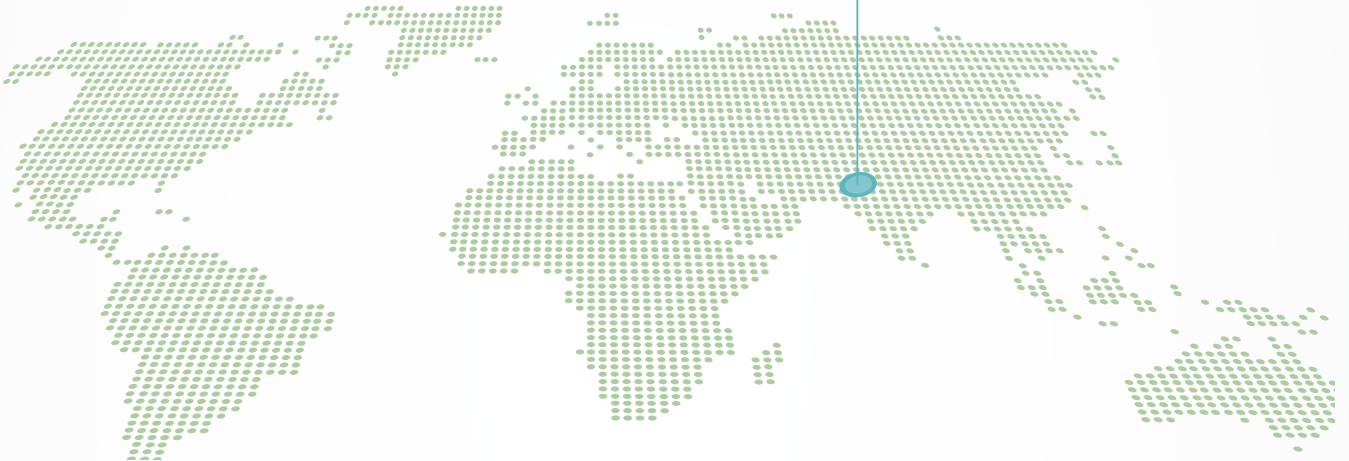


www.skmaircon.com

Meet SKM at 23rd HVACR Expo Pakistan

SKM cordially invites you to visit its stand C2 in Hall No.4 at 23rd HVAC R Expo being held at expo center Karachi, Pakistan from 3rd to 5th March 2016 and get to know its latest launches and energy efficient products, to find out more about the exhibition please visit the link: www.khi.hvacr.org.pk

from 3rd to
5th March 2016
Expo Center
Karachi
Pakistan



SKM Participates at NAPEC

SKM is all set to participate at NAPEC (North African Petroleum Exhibition and Conferences) being held from 8th to 11th March 2016 at Hilton Hotel Algiers, Algeria. Visit the event website to get to know more: www.napec-dz.com



Recent Major Projects Awarded to SKM



Airport Terminal- Abu Dhabi

SKM got Abu Dhabi Airport Project to supply Fan Coil Units (FCUs) and Blower Coil Units (BCUs). SKM has also previously supplied units to various airport projects like Dubai International Airport, Jomo Kenyatta International Airport Nairobi, Kenya Al Ain International airport to name a few.



Sweet Home Project - Ajman

SKM has been awarded Sweet Home project in Ajman. Supplying Mini Split Units, Considered one of the largest projects of such nature in Ajman.



Riyadh Housing Project - KSA

SKM air conditioning LLC has been awarded prestigious residential complex project in Riyadh for supplying unitary product of concealed split type air conditioners in excess of 400 units.



BADR Bank - Algeria

SKM Hydronic Heat Pump R410 Chiller ready to Cool and Heat Algiers regional Head Quarter of BADR Bank.

Recent Major Projects Awarded to SKM



Vantage Tower - Dubai

SKM Air Conditioning has been awarded DAMAC's latest luxury tower project "Vantage" located in Jumeirah Village Circle Dubai.



KNPC Clean Fuel Project (Oil & Gas) - Kuwait

SKM has been awarded the air conditioning solution for MAB 1 (Mina Abdullah Refinery) upgrade project. MAB refinery is located 60km South of Kuwait City and it's being upgraded under KNPC Clean Fuel Project.



Qatar Academy - Qatar

The Qatar Academy development at Al Khor (QAAK) is an educational facility of international stature. The Al Khor Academy development consists of a number of 2 storey (G+1) buildings, with each building interconnected by canopy structures, link structures or shared external courtyard space.



Sabah Al Ahmed Housing City - Al Dahiya D & E - Kuwait

The Project is located in Sabah Al Ahmed City, Al Dahiya D consists of 51 Building which includes; 2131 Houses and other services buildings.


SKM Annual Budget Meeting 2015


SKM conducted its annual budget planning meeting at Radisson Blu Hotel Sharjah on 10th December 2015. It was headed by Mr. Abdul Karim COO of SKM and Mr. Mohammad Al Adl DMD of SKM. 2015 has been a great year for SKM registering a huge growth as compared to previous years and SKM also Budgeted massive Growth plan for 2016.




SKM APMR (Packaged Air Conditioners) 50 Hz Series is now UL Certified


UL CERTIFIED
Received UL Certification for
APMR Series Package Units






**SEVERE CLIMATIC
CONDITIONS**
Designed and manufactured
to work in Gulf's severe
climatic conditions.





QUIET MODE
Compact, quiet, efficient and
self-contained units for
commercial and top end
residential applications.

REFRIGERANT
R410-A



SKM Celebrates UAE National day

SKM celebrated spirit of the union, 44th UAE National Day across all its offices in the UAE: Sharjah, Dubai, Abu Dhabi and Al Ain.







SKM ANNUAL STAFF PARTY 2015

SKM held its annual staff party on 10th December 2015 at Radisson Blu Hotel Sharjah to celebrate the achievements of 2015 to appreciate the loyalty and great work of the employees who have been serving in the company for long years.

For any feedback / suggestions Please write to us at :
newsletter@skmaircon.com



HMAH SERIES

Hygienic Modular Air Handling Units

SKM Hygienic Modular Air handling (HMAH) units are designed to a high engineering standard, where the requirements of clean and hygiene air are mandatory, like Hospitals, Pharmaceuticals, Laboratories, Food Industry and Clean Room Applications, also tested and certified by TUV SUD Germany and EUROVENT.



S.K.M Air Conditioning LLC

P.O. Box 6004, Sharjah, United Arab Emirates

Tel: +971 6 514 3333 • Fax: +971 6 514 3300 • E-mail: info@skmaircon.com

For SKM Regional Offices / Distributors visit : www.skmaircon.com