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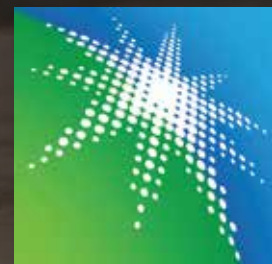
SKM HIGHLIGHTS

Issue #107

July 2017

www.skmaircon.com

S.K.M Air Conditioning LLC



SKM Got
Listed in
ARAMCO
SUPPLIERS LIST

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A Word From The CEO

Dear Colleagues,

At the end of last year, I talked to you about our 2017 aggressive sales targets and strategic plans stressing on the point that no market condition will hold us from achieving those plans. As we are approaching the middle of 2017 with market obstacles increasing more than expected, We continue to accept the market challenges as we rocket through the year.

We are making sure that the challenges we are facing are lessons learnt to move forward and never look behind however equipped with the wisdom gained from experience to enhance our processes to be flexible enough to handle the changing conditions we are facing.

This year we have a big list of initiatives that are getting alive one by one. We are happy to declare that our mini-split wall units and ducted units assembly lines are now running at full capacity. We have also finalized the supplier registration of our products with ARAMCO that should boost our Saudi Arabia operations very soon. We have also signed off an OEM agreement for centrifugal chillers to have now the full SKM air conditioning product portfolio set up for distribution in all our markets. We also have our centralized procure-

ment up and running with strong synergies with sister companies in different markets. A lot of other initiatives are in the pipeline that we should hopefully be able to finalized at due time.

Our main concentration now is to get our huge backlog produced and shipped in time to our customers and that I urge all to work hard to achieve with no compromise.

I know that each new year we enter we feel it is tougher than the previous one however we at SKM have always proven that we are up to it and we work hard as a team to achieve our goals shoveling away all what stands in our way. SKM is powerful with its people and in SKM people we believe..

Let's always keep it up and be proud, you are an SKM person...



Abdul Karim Al Saleh

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A Word From The CFO



Dear Colleagues,

We are close to finalize our half year results for 2017. We have faced a lot of challenges through the past 5 months and our revenue streams have been somehow not up to the expectation till date however the general profitability ratios are as per plan. The booking levels have been very healthy as budgeted and the outcome of slow billing and healthy order intake was the massive backlogs that continue to challenge the production capacity to transfer all work in progress to billings.

The markets we operate in continue also to have the same scarce cash liquidity problem and unstable conditions that continues to be a struggle we have to face while trying to mitigate the risks as much as possible as we move on.

At SKM we face such reality and always have our contingency plans ready for handling our business in such atmospheres.

We have strengthened our positions with financial institutes and banks with a healthy portfolio of financial and banking partners and in parallel we continue our controlled automation investments as part of our strong backbone strategies to support our growth plans.

Hopefully we should close the first half year with the best sales figures we can and work on our catch-up plan during the next half year. We have done it before and I am sure we will do it again.

Let's run the race and let's win... However, it is a relay race, we only win if we are a good team...

Ahmed Fahmy

A Word from Oil & Gas Sales Manager - Kuwait



"Teamwork is the ability to work together towards a common vision. The ability to direct individual accomplishments toward organizational objectives. It is the fuel that allows common people to attain uncommon results." - Andrew Carnegie, the initiator of the American Steel Industry expansion.

Early 2016 highlighted SKM's first challenge caused by the drastic fall in Global oil prices. Many companies experienced significant drops in their yearly revenues. For SKM, it was different as we witnessed remarkable market growth compared to previous years. Credit goes to our Top Management for their perceptive vision where they foresaw potential risks that would influence our financial situation, after which corrective plans and engineering solutions were initiated. Meanwhile,

SKM had to develop their Engineering solutions to clients and improve its product design in various aspects of performance, including the fundamental global demand to satisfy ODP (Ozone Depletion Potential).

Steps taken by SKM to move forward involved hiring Engineers who are highly qualified technically and commercially, acquiring more product certifications from internationally recognized houses, and ensuring that each department plays its role, whether in Documentation, Logistic, After Sales, Design, Production, and other business areas. All in the name of bridging the gap between SKM and its clients, which resulted in customer trust and satisfaction, and good reputation. Despite a declining global economy, Kuwait government insists on investing

in its Oil and Gas Industry. Their primary objective is to increase their daily oil production capacity while ensuring the improvement of refined oil. SKM's relationship with National O & G Companies started many years ago, and this allowed us to dominate the Oil and Gas Market with an estimated share of 85%. Recently, SKM won the "New Refinery Project - NRP" with M/s FDH JV. The latter project is currently the largest of its kind in the Middle East with a total value of USD 13 Billion. Due to NRP's massive value, the project has been divided into five major EPC packages, awarded to 4 consortiums. SKM was awarded three out of the five packages, and we are still pursuing the remaining packages with belief in our inevitable success. As a believer of diversity and creating opportunities, SKM has approached other sectors such as Ministry of health, who are currently planning the opening of 15 new Hospitals. Our Hygienic equipment is now approved for the running project of Farwaniya Hospital, with certifications that prove our compliance with international Hygienic Standards such as DIN and VDI. Now, we have the momentum to approach MOH for new hospitals and continue our pursuit for a bigger market share. Ultimately, as the Territory Sales Manager of Kuwait, I'd like to express my gratitude and appreciation to all members of my office to whom I owe my aspiration to success. Without their extraneous efforts, I and SKM wouldn't be witnessing this flourishing stage of our business. Internal cooperation within each department and external cooperation between the different departments was a fundamental stepping stone towards our burgeoning business.

AL ZOUR REFINERY PROJECT(NRP) – KUWAIT



The new refinery at Al-Zour is expected to be the largest of its kind in the Middle East with an aggregate capacity of 1.24 million barrels per day (bpd).. Total project cost US\$13 Billion.

The NRP has been divided into five major EPC package, awarded to 4 consortiums. SKM is officially awarded to supply HVAC Equipment for three out of the five packages.

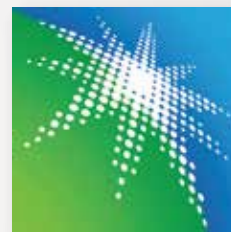
The first package: “main processing units” to be executed by the following consortiums (M/S. Tecnicas Reunidas S.A., (JV Leader),

Sinopec Engg. & Hanwa Engg. & Const. Corp.) SHBC to build the main process units of the refinery. The contract is worth (US\$4.26 Billion)

The second and third package: includes (Supporting manufacturing & Utilities and Infrastructure Services) to be executed by M/S.

Fluor Ltd. (JV Leader), Hyundai Heavy Industries Co. Ltd & Daewoo Engg. & Constr. Co. the contract is worth (US\$7.30 Billion).





أرامكو السعودية
Saudi Aramco



SKM Got Listed in **ARAMCO** SUPPLIERS LIST

SKM has been included in the Saudi Aramco Supplier Information System for all the 9COM products. SKM has a long and proven track record in manufacturing special products and supplying HVAC solutions for onshore and offshore oil and gas installations. It has been providing environmental engineering solutions to high risk hazardous areas for the past 20 years. SKM capitalizes on Oil and gas areas of expertise to provide the best engineering solutions to the end-users. SKM also holds ATEX certification for its modified Hermetic Reciprocating compressors suitable for Zone 2, IIB and T3. SKM manufacturing facilities are certified from IECEx for the application of quality systems for equipment in explosive atmospheres.

SKM has recently appointed OMASCO as Distributor in Oman for Applied Products



Mr. Asim Hashmi, Sales Director – Applied Business said, “By partnering with OMASCO, SKM will have wider reach of Oman Market and will serve better it’s existing customer base. We are looking for long term and sustainable business association with our partners which will help us in our quest for customer satisfaction.”

SKM has expanded its existing Sales and Aftersales network by opening up new regional offices, sales offices and joining hands with strong business partners through distribution agreements. “Such partnerships will create more business opportunities for us and for our partners across the MENA Region, particularly in Oman and help company in ongoing journey to supply quality products and services in the region.” added Hashmi.

SKM also held technical seminar on this occasion spotlighting on hygienic air handling systems and its role in better IEQ.



RECENT LANDMARKS & MAJOR PROJECTS AWARDED TO SKM:

BAHRAIN LNG IMPORT TERMINAL PROJECT - BAHRAIN

SKM has recently been awarded Bahrain LNG Import Terminal project to provide air conditioning solutions. SKM will provide tailored made packaged units suitable for marine environment.



CULTURE VILLAGE - DUBAI

SKM recently provided air conditioning solution to Culture Village (Arabian Bays) by Dubai Holdings, comprising Fan Coil Units, FAHUs and Screw Chillers .



NATIONAL EXHIBITION CENTER (MAIN BUILDING) - EGYPT

SKM has been awarded National Exhibition Center (Main Building) Egypt project to supply Air Handling Units and Fan Coil Units.

ALOFT HOTEL - DUBAI



SKM is all set to supply Air Handling Units to Aloft Hotel Dubai.



AL MAWAKEB SCHOOL - DUBAI

SKM recently supplied APCY-H Screw Chillers to Al Mawakeb School Dubai.

SKM Technical Seminar in Al Riyadh KSA 2017

MONDAY February 13th 2017



SKM had a technical seminar on 13th February 2017 at Marriott Hotel Riyadh, stressing on the need of improving IEQ (indoor environment quality) and the role of hygienic air handling systems to achieve better air quality.

It was attended by various HVAC professionals including ministries, government bodies, consultants and contractors.

SKM Technical Seminar

in Al Khobar KSA 2017

WEDNESDAY February 15th 2017



SKM Team at the Seminar

SKM organized a technical seminar on 15th February 2017 at Le Méridien Hotel Khobar, discussing indoor environment quality and need for hygienic air handling systems. The event was attended by many consultants and contractors from Saudi.



MINISTRY OF ENERGY, MASDAR INSTITUTE AND SKM Sign Agreement to Develop Energy-Efficient Chillers for Gulf Climate

New Building Cooling Systems Could Help UAE Achieve 20% Energy Savings

The UAE Ministry of Energy, the Masdar Institute of Science and Technology and SKM Air Conditioning signed an agreement to develop advanced energy-efficient building chillers specific to the Gulf Cooperation Council (GCC) region.

If adopted nation-wide, the new efficient chillers could provide the UAE with national energy savings of over 20% while lowering life-cycle cooling plant costs. Currently 50% of the UAE's electricity consumption goes towards cooling energy requirements, which can rise to as high as 75% during peak-day electricity use in the summer. The new innovative technology could also be exported to other GCC countries with similar climate and energy consumption scenarios, enhancing the UAE's diversified knowledge economy.

The collaboration agreement was signed in the presence of officials from the UAE Ministry of Energy, Masdar Institute and SKM Air Conditioning on the sidelines of the World Future Energy Summit (WFES) 2017, which was held from 16-19 January

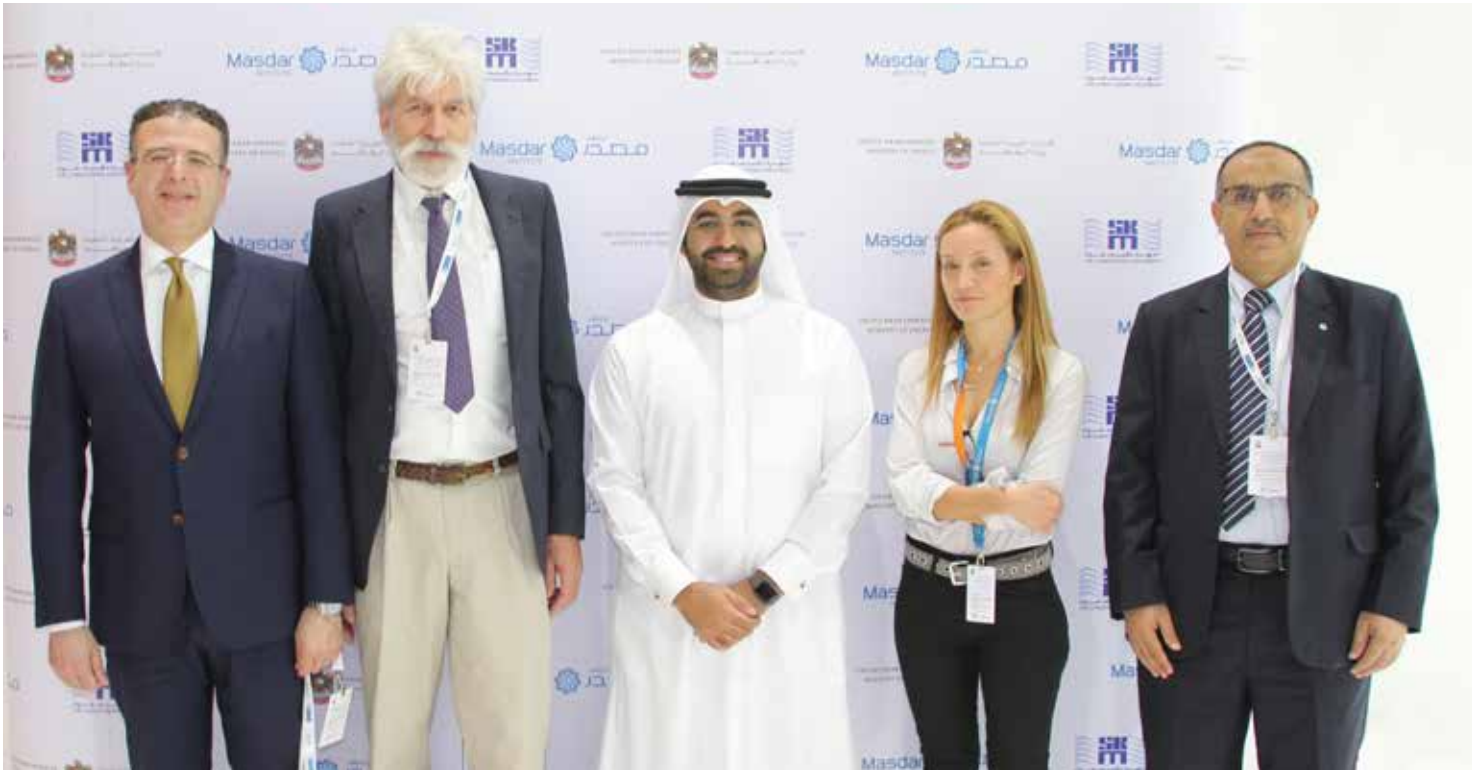


at the Abu Dhabi National Exhibition Center (ADNEC) as part of the Abu Dhabi Sustainability Week 2017.

The agreement was signed by Her Excellency, Eng. Fatima Al Foora Al Shamsi, Assistant Undersecretary for Electricity, Clean Energy and Desalinated Water Affairs, UAE Ministry of Energy, Dr Behjat Al Yousuf, Interim Provost, Masdar Institute, and Mohammed Al Besharah, in his capacity as the representative of SKM Managing Director.

Her Excellency, Eng. Fatima al

Foora said: "The Ministry of Energy seeks to incentivize and facilitate applied research in the energy sector in key areas such as air conditioning. We have found the Triple Helix to be an effective model for encouraging the collaboration between industries, academia and government on key projects. This is fundamental for development of a knowledge based economy as has been repeatedly seen in the most innovative economies of the world. In the future, we aim to develop more of such triple helix projects



with participation of more industries and academic institutions in the UAE.”

We have always believed that best results will be reached only through partnerships like the one we now have with the UAE Ministry of Energy and Masdar institute. We also believe that this should not be the only collaboration with these highly reputed partners but the first of many more to come.”

Dr. Behjat Al Yousuf, Interim Provost, Masdar Institute, said: “Our collaboration agreement with the Ministry of Energy and SKM Air Conditioning highlights Masdar Institute’s ongoing commitment to developing innovations of relevance to the needs of the UAE and wider region. We are confident this partnership will help the UAE reduce its energy consumption,

which is critical to achieving its sustainability goals.”

Mohammed Al Beshara said: “In operational strategies, SKM Air Conditioning always believes in its principle to partner with international and local organizations and institutes to continuously develop its air conditioning and air treatment products. At the same time, it is also developing other new products to achieve maximum energy efficiency, while taking environmental aspects into consideration.

Dr. Peter Armstrong, Associate Professor of Mechanical Engineering, Masdar Institute, leads the project team, which includes Dr. Afshin Afshari, Professor of

Practice, Engineering Systems and Management, Masdar Institute, and Muhammad Tauha Ali, research engineer, Masdar Institute.

“Based on the current actual cost of electricity production in Abu Dhabi, the potential savings, at 100% market penetration of all optimized chiller and AC types, amounts to over AED5 billion per year,” said Dr. Armstrong.

In the previous two-year project, the team established minimum energy performance standards (MEPS), which are life-cycle cost effective for chillers in the UAE with performance levels 40% above the MEPS prevalent in temperate climates.



**UNITED ARAB EMIRATES
MINISTRY OF ENERGY**

Supporting Clients through Consulting Sales

By Eng. Dana Zawaideh

SKM Consulting Sales Department provides support to the project engineers, architects, engineering offices, developers and end-users. Only the correctly selected equipment with the optimum performance ensures the end-user comfort.

Consulting Sales Team helps designers in their work by designing future projects together with them. It supports the design of Chilled Water System, Packaged Units, VRF Systems and Split Units for the right and optimal technical solution. SKM has the complete range of equipment and therefore Consulting Sales suggest the right solution instead of pushing their own specific product range.

Each project has its own development and changes in time. In most cases, SKM offers technical solutions using SKM designing software, AutoCAD and also using expertise of its Engineering and R & D Department.

It is exciting to see the history of projects, their development and the efforts of the Consulting Sales Team to specify equipment in projects which help Sales in securing orders against competition with better margin.

Consulting sales organize training sessions for designers where it presents new SKM products, landmark projects from the previous years and special technical solutions that help them get listed as an approved brand and breakthrough with new accounts.

Factory visits are arranged for the clients and consultants to showcase SKM's capability and gain the customer confidence. It also helps us in gleaning deeper insight into customer's requirements which helps in product development and innovation.

CRM system for consulting sales has been developed to provide a well-defined platform for all areas to interact, create data- base and efficient working of the team.

Consulting Sales has developed a Quick Selection Guide to help engineers to quickly select equipment and get all the necessary information like capacity, dimensions, electrical parameters etc. They also arrange events and give presentations to consultants and end-users to explain the product range and features of SKM Equipment. All the data sheets are available at www.skmaircon.com

SKM has expanded consulting sales activities across the MENA region through its distributors, partners and engineers. Teamwork and focused approach increase our penetration in the market and grow our market share.



SKM Technical Seminar in Abu Dhabi, UAE 2017

WEDNESDAY April 12th 2017

SKM had a technical seminar on 12th April 2017 at Jumeirah at Etihad Towers Abu Dhabi stressing on the need of improving IEQ (indoor environment quality) and the role of hygienic air handling systems to achieve better air quality. It was attended by various HVAC professionals including ministries, government bodies, consultants and contractors.



SKM PARTICIPATES IN

5th Middle East VRF Conference

SKM participated and sponsored the 5th Middle East Annual Variable Refrigerant Flow (VRF) Conference held on 27th March 2017 at Roda Al Murooj Dubai. It was organized by CPI Industry with supporting association of Emirates Green Building Council and Eurovent Middle East.

SKM stressed on the need to understand the challenges of Variable Refrigerant Flow Air Conditioning Systems in commercial buildings while presenting technical aspect of VRF system.



MONDAY March 27th 2017

SKM Received QCC Certification for Split Ducted Series RX – DDP from Abu Dhabi Quality and Conformity Council



SKM Received QCC Certification for Split Ducted Series RX – DDP from Abu Dhabi Quality and Conformity Council. SKM products are also certified by various independent and globally recognized bodies such as AHRI, Eurovent, TUV and UL.

SUNDAY April 23th 2017

SKM Guests:



SKM Receives its honorable guests from DEWA / ABB / BEC

SKM Receives its honorable guests from DEWA / ABB / BEC, they visited SKM manufacturing facilities and praised the quality standards.

THURSDAY February 16th 2017

DRAKE & SCULL FACTORY VISIT



SKM Receives its honorable guests from Drake & Scull they visited SKM manufacturing facilities and praised the quality standards.

THURSDAY February 23th 2017



SKM Receives Sobha Engineering & Contracting Company

SKM Welcomes its honorable guests from Sobha Engineering & Contracting Company, they visited SKM manufacturing facilities and praised the quality standards.

WEDNESDAY February 22th 2017

SKM Welcomes its honorable guests from DAMAC and China Estate

SKM Welcomes its honorable guests from DAMAC and China Estate, they visited SKM manufacturing facilities and praised the quality standards.

SUNDAY March 12 2017



SKM at 24th HVAC R Expo Pakistan 2017



SKM participated at Pakistan HVACR 24th Expo & Conference 2017 held at Expo Center Lahore from 30th March to 1st April. SKM presented its Unitary and Applied product line including VRF and EC FCUs.

SKM has already supplied its products to various landmark projects across Pakistan including Bahria Icon Tower, Hyper Star, McDonald's, GIKI University and Convention Center Islamabad.



SKM SPONSORING AND SUPPORTING EMIRATI TALENT at The National Competition 2017, held at ADNEC Abu Dhabi

The National Competition is the UAE premier event that celebrates the outstanding Emirati talents in technical and vocational skills inspiring the young generation to get passionate about new trades and embrace technology based career pathways.

SKM supported the young Emirati talent through its active participation in the competition and also by being the “Have-a-go Sponsor”.

TUE, WED April 11th, 12th 2017





SKM Offers Internship to UAE University College of Engineering

SKM offering a unique opportunity to students from UAE University College of Engineering to gain hands on experience.

The training is designed to educate, guide and encourage the skilled younger generation.

University students got a chance to understand the manufacturing processes, practices and the working environment of one of the leading manufacturing companies in the Middle East.



Students from Rochester Institute of Technology Dubai Visit SKM Manufacturing Facilities

Students from Rochester Institute of Technology Dubai visited SKM Manufacturing Facilities in Sharjah. They were given a thorough factory tour to gain insight about production processes of various HVAC equipment such as air handling units and chillers.



THURSDAY April 27th 2017

A LINKEDIN TALENT SOLUTIONS SUCCESS STORY

How SKM Air Conditioning Amplified their Employer Brand by Partnering with LinkedIn

81% of talent leaders in MENA agree that employer brand has a significant impact on their ability to hire great talent. SKM Air Conditioning, a leader in heating, ventilation and air conditioning (HVAC) equipment in the Gulf, has been working on establishing its employer brand in the local and regional market for over 42 years. Despite having offices in 15 countries, supplying products to 30 countries, and sourcing talent from over 25 nationalities, they needed to strengthen their brand internationally. They therefore partnered with LinkedIn to amplify their employer brand, first regionally, and then globally.

The initial results have been outstanding:

- 1) 10x increase in followers in 1 year.
- 2) Took their brand from a regional

to a global audience.

3) Hired 31% of their senior roles through LinkedIn.

4) Saved hundreds of thousand dirhams.

The Challenge

SKM Air Conditioning was founded in Sharjah to produce air conditioning equipment in 1974. Today, the company employs over 1,500 multinational employees and has its own in-house research and development department (R&D).

As the company expanded, however, they found that both potential customers and employees did not know 'SKM' outside their main industry of work, which was primarily in the industrial and oil and gas sectors. This reality conflicted with their goal to be known in every

household and industry, and to be top of mind when cooling solutions are needed.

Another challenge was finding top-tier talent for SKM Air Conditioning – which meant they had to expand their reach worldwide. To find the right people for the job, they would also need to target passive candidates who are not familiar with their brand.

Here are some of their steps towards success:

1) Adopting a partner-centric approach.

SKM Air Conditioning believes that the key to success for any organization is through partnerships with others. By partnering with other organizations, such as LinkedIn, the company was able to meet their

To Be Continued
→



goals of reaching a global market through creating greater brand awareness, engaging employees and attracting a larger and more relevant pool of talent. "LinkedIn serves us from both a marketing and a recruitment perspective," said Mr Fahmy.

SKM also believes in partnering with their customers. By working closely with their customers to provide customized solutions, they

are able to differentiate themselves from competitors and provide a niche in the market.

2) Sharing SKM Air Conditioning's story, and evaluating user engagement.

As the world's largest professional network, LinkedIn was the perfect platform to showcase SKM Air Conditioning's company story and culture and portray what it feels like to work there.

By monitoring user engagement on postings on their company page, SKM Air Conditioning was able to create targeted communication that resulted in better engagement. They quickly identified the topics and themes that were gaining the highest engagement, such as employee events and testimonials, and built a content marketing strategy based on user engagement. "We want people to fall in love with SKM

Ahmed Fouda

— HR Manager —

"We could use LinkedIn to evaluate which candidates would be the right fit for an available role, and reach out to them directly. We can't do that with any other recruitment solution".



Abdul Karim Al Saleh

— CEO —

"Leaving 2016 and into 2017 we continue our mission to conquer more markets and industries equipped with all tools needed; and LinkedIn has been and will remain one of the main tools that we depend on for such expansion"



SKM Air Conditioning Sharjah Factory

Air Conditioning. We try to create content that says this is who we are; this is how we provide the best environment for our people – and we'd like you to join us," said Mr. Fahmy.

SKM Air Conditioning's employees also have a part in sharing their company's story on LinkedIn. They became brand ambassadors; "liking" and "sharing" company updates and making them visible to their networks; which expanded the company's reach and follower base.

3) Targeting passive candidates.

Skilled candidates are hard to find especially when it comes to engineering design or R&D, making it essential for SKM Air Conditioning to look

beyond the region to target passive candidates, who might not be actively looking for a new job. As the company is not located in countries that have highly-skilled candidates in these fields, SKM Air Conditioning needed a partner to help them expand their reach.

When they started using LinkedIn over 13 months ago, not only did their followers increase, they were able to identify the exact people they are looking for from a pool of passive candidates, and then recruit them.

The Results

10x increase in followers in 1 year. By working on creating an estab-

lished employer brand and promoting their company values and work environment, SKM Air Conditioning's followers increased from 1,600 in October 2015 to over 18,000, connecting them to 70 countries over six continents in just one year. "Our followers are already working in the industry, and as they began to learn more about the company, they started to approach us with job requests," said Mr. Fouda.

□ Taking their brand from a regional to a global audience.

By partnering with LinkedIn, SKM Air Conditioning was able to strengthen their employer brand, first in the region and then on a global scale. They launched target-

To Be Continued
→

ed media campaigns to reach international talent and showcase their employer brand. By doing so they were able to attract a new pool of talent that they couldn't reach before.

"Through LinkedIn, we were able to target candidates that met specific criteria in different regions such as the Asia Pacific and the United States. Many of these candidates were successfully recruited into our company" said Mr. Fouda.

❑ 31% of senior hires sourced from LinkedIn.

As a multi-level, multi-cultural organization, SKM Air Conditioning has employees that range from workers to technicians to upper management. Using traditional methods of recruitment to find senior employees incurred high commissions and fees. LinkedIn Talent Solutions, however, allowed SKM Air Conditioning to fill vacancies more efficiently.

By using LinkedIn to hire up to 31% of senior roles, the company was able to save hundreds of thousand dirhams annually. With savings like these, "LinkedIn has over-exceeded our expectations and next year we will raise the bar even more," said Mr. Fahmy.



Ahmed Fahmy

— CFO —

"It's not easy to convince your CFO to spend money. However, with LinkedIn your ROI will be very positive and it's convincing. We have tried it, and it works."

Emerson Team Visits SKM Head Quarter



Emerson team headed by Mr. Bob Sharp Executive President Commercial & Residential Solutions visited SKM head office, they were received by Mr. Abdul Karim Al Saleh CEO of SKM along with other senior directors.

On this occasion Mr. Abdul Karim Al Saleh also honored the strategic partnership between SKM and Emerson by presenting appreciation award.



SKM AND INFOR Collaboration For Technological ERP and Cloud Upgrade



SKM and Infor kickoff meeting to start a technological ERP and Cloud upgrade collaboration. It's one of SKM's multiple strategies partnering with Global organizations for future digitalization and use of state of the art technology in its manufacturing processes and other business requirements.

Mr. Ahmed Fahmy SKM CFO and Mr. Tarik Taman General Manager/MD of Infor MEA, South & North Asia lead the kickoff with the Management teams from both organizations.

THURSDAY November 24th 2016



AUMR+CADX-A 60HZ (7TR- 21TR) HAS EARNED THE TRUSTED AHRI CERTIFIED™ MARK, UNDER ULE PROGRAM AND THE FIRST COMPANY TO HAVE AHRI 340/360 FOR BOTH INTERNATIONAL (T3) AND AHRI CONDITIONS.

AUMR+CADXA- 60Hz has earned the trusted AHRI Certified™ mark, under ULE program 360/340, an assurance of the product's performance conformity to the published data, and a key requirement to penetrate the market.



SKM AUMR+CADXA Split Air Conditioners are designed and manufactured to meet the requirements of the Gulfs severe climatic conditions.

The AUMR+CADXA Split Air Conditioners are internally wired and all that is required to be done on site is ducting, refrigerant piping, power wiring for CADX-A motor from AUMR, thermostat wiring and power supply connection which reduces installation work and consequently keeps costs to a minimum. Two independent refrigeration circuits are provided when two compressors are used.

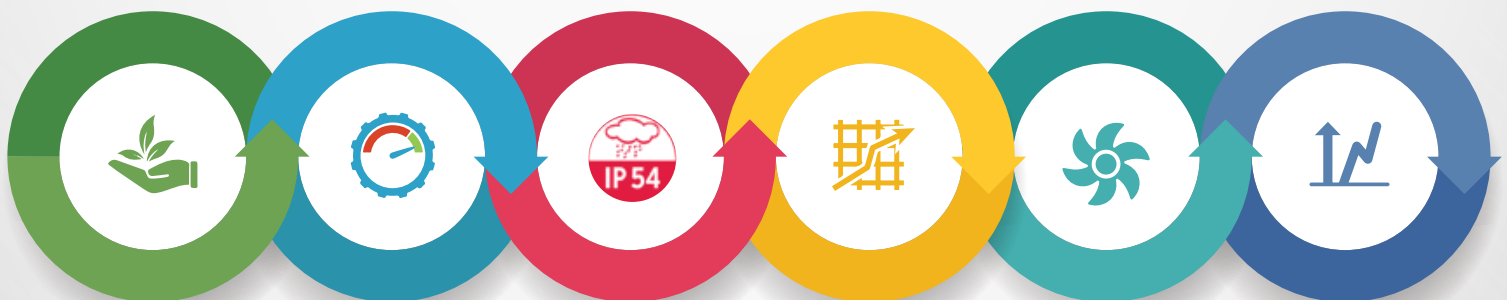


You can see the certificates @ AHRI online directory.

**EFFICIENT HERMETICALLY
SEALED SCROLL
COMPRESSORS.**

**EXCEPTIONAL PART LOAD
PERFORMANCE AND
RELIABILITY**

**WIDE OPERATING
RANGE (10°C TO
48.9°C)**



**RUNS WITH
ECO-FRIENDLY
REFRIGERANT R-410A**

**IP-54 CONTROL PANEL HOUSING
ALL OPERATIONAL CONTROLS.
(HIGHER IP RATINGS AVAILABLE
AS OPTION)**

**INDIVIDUAL COMPRESSOR,
CONDENSER FAN MOTOR AND
EVAPORATOR FAN MOTOR
CONTACTORS.**

APCY-H has earned the trusted AHRI Certified™ mark & UL Certification



Runs with Eco-friendly
refrigerant R-134a



Exceptional part
load performance
and Reliability



Low Noise Fans for
better Acoustic
sound performance



Wide Operating
Range (-4°C to 52°C).



Individual compressor
and condenser fan
motor starters.



Inter-operable protocol
systems (BACnet,
Modbus, etc.)



Efficient semi-hermetic
screw compressors.



IP-54 control panel housing all
operational controls. (Higher IP
ratings available as option)

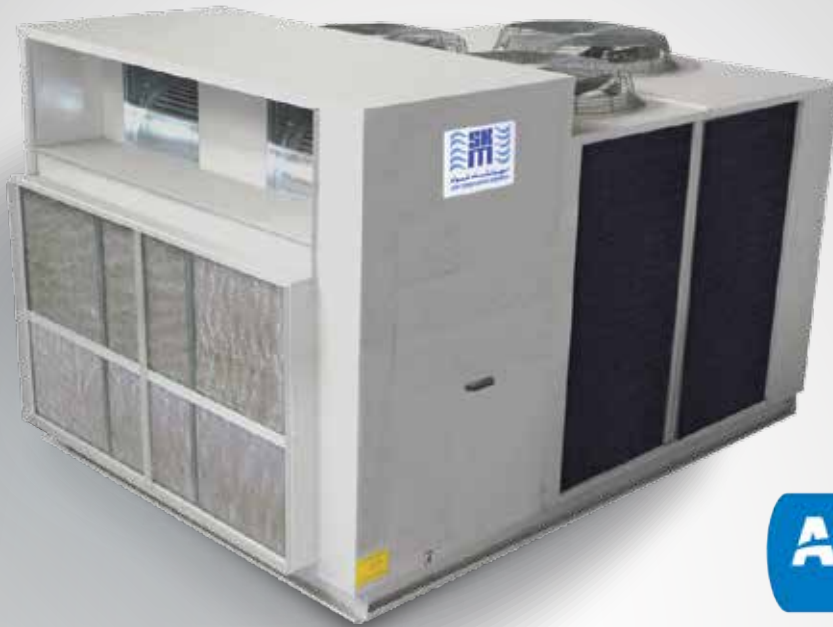


SKM APCY-H has earned the trusted AHRI Certified™ mark, an assurance of the product's performance additionally it has also received UL certification.

APCY-H Chillers are designed and manufactured as per SKM Quality, Environment, Occupational, Health and Safety Management Systems that conforms with ISO 9001, ISO 14001 and OHSAS 18001. It is also Certified in accordance with AHRI Standard 550/590 & it meets ASHRAE 90.1 Energy Efficiency requirements.



APMR- 60Hz has earned the trusted AHRI Certified™ mark, under ULE program 340/360



Wide Operating Range (°10C to °48.9C)



Runs with Eco-friendly refrigerant R410-A



Individual compressor, condenser fan motor and evaporator fan motor contactors.



IP54- control panel housing all operational controls. (Higher IP ratings available as option)



Efficient hermetically sealed scroll compressors.



Exceptional part load performance and Reliability

APMR- 60Hz has earned the trusted AHRI Certified™ mark, under ULE program 360/340, an assurance of the product's performance conformity to the published data, and a key requirement to penetrate the market, specially ARAMCO in KSA.

SKM APMR Series Packaged Air Conditioners are designed and manufactured to meet the requirements of the Gulfs severe climatic conditions and are built specifically for outdoor installations, either on ground or roof level.

The APMR Series Packaged Air Conditioners are ideal for warehouses, large halls, schools, mosques, or wherever the requirement is for a heavy duty unit with a hermetic compressor.

APMR Series Air cooled package (hermetic scroll) are available in 16 models covering nominal capacity ranges from 6 TR – 54 TR (21kW to 190 kW) in 60Hz.

You can see the certificates @ AHRI online directory.

SKM LAUNCHES SKM FAN COIL SERIES

"SKM FAN COIL SERIES" are yet another premium international product from SKM. It has a compact and slim design and covers the wide air flow range with improved performance. SKM Fan Coil Units from SKM are available in varied configurations with many options and accessories.

✦ SKM fan coil series has earned the trusted AHRI 440 Certification™ mark as an assurance of the product's performance conformity to the published data, and a key requirement to penetrate the market. SKM is one of the few manufacturers in the World which

has an AHRI 440 certified Fan coil units for both Standard and District cooling applications.

✦ SKM fan coil series is ideal for apartment complexes, Hospitals and clinics, shopping malls, airports, Schools and libraries

where high sensible heat ratio, durability and minimum maintenance is required.

✦ SKM fan coil series are available in 12 models covering nominal airflow 2000-200 cfm.

Salient Features



Wide Operating Range

- Air flow range: 200 cfm – 2000 cfm
- ESP: 100-0
- Capacity: 21.4 – 2.8 kW



Available in Standard & District Cooling Series

- Standard Application - D series. Water Temperature Rise 10 oF
- District Cooling Application - DC series. Water Temperature Rise 16 oF



Hi-Efficiency Fan & Motor IP 20 Class B

(Higher IP & insulation classes are available as Option)



Compact and Slim Design



ISO 9001
ISO 14001
OHSAS 18001
BUREAU VERITAS
Certification



Sharjah

SKM Staff Iftar Party

SKM hosted its iftar party for all of its staff on Sunday 16th June at Radisson Blu Hotel Sharjah to celebrate the spirit of the Holy month of Ramadan.

SKM management also awarded certificates to Employees of the Quarter at this event.



Mr. Mohammed Jamal, (DMD) speech to SKM staff.



SKM Staff at the Iftar Party



SKM Directors and Senior Management at the Iftar



Mr. Ahmed Fahmy (CFO) awarding Certificates to employees.



Mr. Mohammed Jamal (DMD) and Mr. Ahmed Fahmy (CFO) awarding the Cost Control & Planning Team.

Sharjah

SKM Held Iftar Party for Workers



SKM held its iftar party for its workers on Thursday 8th June in Sharjah to celebrate the spirit of the Holy month of Ramadan.



Certificate OF RECOGNITION

Presented to SKM “Spare Parts” Department from M/S Kulthorn Kirby Co.

Now we are offering customers better value, faster delivery, a larger range, better quality to build a strong long term customer relationship.

SKM promotes the importance of quality parts, compared to low cost alternatives that may fail early and cause safety problems.

“SKM” Spare parts Dept is focusing on obtaining a distribution of supplying original equipment manufacturers spare parts from a reputable brand name parts manufacturer to enhance our image for quality.

As per the high demand from our valued customers for spare parts which are Generic. We have introduced products with SKM brand name on it & successfully marketed and sold it in the todays competitive market.

Once again keeping in mind the needs & feedback of customers “we want more” we are planning to have a huge store – standalone for spare parts where we will be able to serve and satisfy our customer needs in a prompt way and delivering the goods to their area of

requests.

The plan will be executed within the first quarter of 2017.

Not to end without stating that this is the first time in the history of SKM “Spare Parts” Department has received the Outstanding Performance and Valued Contribution Award from one of the leaders in Manufacturing of compressor Motors – M/S Kulthorn Kirby Co. Moreover, we call it as an achievement and promise to receive more recognitions in the future.





عيد مبارك

اس كي ام تتهنی لکم عید فطر مبارک
SKM Wishes you Eid Mubarak



SKM PRODUCT LINE



Packaged Units



Air Cooled
Condensing Units



Air Handling Units



Chillers



Mini / Ducted Split Units



Fan Coil Units



Ducted Split Units



VRF



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