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Super CRC
Bangkok 2016

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SKM HIGHLIGHTS

Issue #105

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www.skmaircon.com

S.K.M Air Conditioning LLC

SKM HAS BEEN AWARDED FARWANIYA HOSPITAL PROJECT IN KUWAIT



New Toll Free Number for
SKM After Sales Services
800 MYSKM (69756)

Also Inside

ISO 17025 Certification
for SKM Testing Lab

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SKM all set to Exhibit
@ The Big5 Show
Dubai 2016

Read more on P12





A WORD FROM THE COO

Dear Colleagues,

As we approach the end of the year, I want to remind you all of our main principles we started the year with. Our Customer focus, our Geographic / product portfolio expansion and the maximization of our long term profitability.

Our tactics of decentralization continues as we delegate responsibility and authority as far as possible, in order to take advantage of opportunities and solve problems ever they arise.

We believe in the inherent capabilities of our people, which is why everyone at SKM shall have the opportunity for growth based on personal and professional KPI's. As much as I am proud of a lot of improvements and achievements this year, as much as I see a lot more to do and improve as we move forward.

The partial face lift of the main production plant in the UAE was one of the great achievements this year as it was accompanied with the 5S improvements.

In addition to that, there has been a number of projects going on in parallel in particularly, procurement and R&D. Also new production lines will be commissioned to kick off by the end of this year while Manufacturing Operations continue pushing work-in-progress for billing on time. All business unit sales teams are also finalizing there plan Billings and bookings on the clock. Yes, we have been busy, and in fact we will continue to be busy till our goals are achieved.

Let's all believe that; "We will not stop when we are tired, however we will stop when we are done" and we are not done yet...

I am confident of our success as we all believe in SKM....

Abdul Karim Al Saleh

A handwritten signature in black ink, appearing to read 'Abdul Karim Al Saleh', with a long horizontal line extending from the end.

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A Word From The CFO

Dear Colleagues,

At this final quarter of the year, full force and focus is on the maximization of our intake bookings as we continue our challenges in all markets. Using different tactics and new market approaches by increasing customer reach, strengthening client data base and satisfying their contractual business needs for closing deals is an ongoing activity for our sales and commercial teams.

Markets like Saudi Arabia needed more focus from us than others this year as the market challenges grew. We expect a revenue and profitability growth in 2016 of around 15% however the challenge is to meet our Revenue and Profit plans. Also our return on capital employed continues to grow at steady DSO and liquidity levels.

As we enter the fourth quarter, our 2017 budget planning is also starting. The full three years budget and business plan process will stretch though the coming two months to be ready before end of year.

We continue to focus on our objectives, mission and vision without letting any market conditions blur our attention.

Hand in hand together and we have the sky as a limit..

Ahmed Fahmy



A Word From QHSE Director

SKM believes Safety is first; with Experience of Quality, Health, Safety and Environment Management (QHSE); establishment of QHSE Committee from all departments and sections.

Regular meetings are set to resolve, enhance and improve all safety procedures and rules. All members are working very hard toward achieving highest and safest working environment at production and eliminating unsafe conditions in order to have zero accident. Areas for QHSE improvements are noticed, identified and planned actions are set, SKM have no limit to implement the best practices. SKM thanks and appreciates to all who contributed in development and improvements processes to the procedures and/or products related.

Second crucial matter is high quality standard of products that SKM deliver to the customer and market, so SKM believe in no compromise in quality, and SKM improve the quality of the products continuously and many evidences are available recently. As a focused case as example the improvement of the design of the condenser coil endplate and embossing process; brazers qualification test done, all actions toward the improvement of the quality of products reliability to have leak free (zero leak) as set target. All other actions are agreed to that to process by design and production.

QHSE welcome and encourage any suggestion for improvements to the products and including QHSE procedures.

Mr. Ammar Abdulhameed

QHSE & Lab Director

SKM Sponsors SUPER CRC 2016



SKM sponsored Super CRC 2016 held in Bangkok from 30th September to 2nd October 2016. It was first joint CRC and first international ASHRAE board meeting. SKM also presented its product offerings and impart the information about its new energy efficient products and tailor made HVAC solutions for Oil & Gas Sector. Mr. Rajat Upadhyay (Sales Manager) also received appreciation award on behalf of SKM for being the silver sponsor of the event.



KLS GOGTE STUDENTS AND FACULTY MEMBERS VISITED SKM FACTORY



SKM organized an industrial visit for a group of 34 post-graduation students and three faculty members from KLS GOGTE INSTITUTE OF TECHNOLOGY - an All India Council for Technical Education approved university based in India.

The objective of the industrial visit was to expose the students with new trends in management and understanding of production process in SKM.

The visit extended from 7th August 2016 to 10th August 2016. The Students along with their professors visited each section studying and identifying key procedures in the manufacturing process. The visit gave the students an insight into the importance of production process at international level.

SKM encourages empowering the new generations and inspire future leaders to make an impact at work, in our communities and on the world, and there is nothing more powerful than knowledge to empower our next generations. If this sounds like the place for you, why don't you join us?



RECENT LANDMARKS & MAJOR PROJECTS AWARDED TO SKM:

M/S CARREFOUR – DUBIOTECH, UAE

SKM has recently supplied its AHRI Certified Electronically Commutated (EC) Fan Coil Units to its reputed client M/s Carrefour for its DuBiotech branch. EC fan coil units have 60~70% energy saving as compared to standard 3 speed PSC motor FCUs. SKM has also supplied its air conditioning solution to various Carrefour stores across the UAE.



KOC NEW GATHERING CENTER GC 29 - KUWAIT

SKM has been awarded KOC New Gathering Center GC 29 to provide air conditioning solution. GC 29 will be capable of producing around 100,000 barrels of oil per day with associated water and gas.

KOC LOWER FARS HEAVY OIL DEVELOPMENT - KUWAIT



SKM has been awarded KOC Lower Fars Heavy Oil Development project to supply HVAC equipment.



AL MOUJ MUSCAT MULTI-PURPOSE COMPLEX - OMAN

SKM has recently got approval for its EC Fan Coil Units and Fresh Air Handling units in AL Mouj Muscat Project. The project involves mixed community development including high end residential and shopping complex.



KONOUZ MALL, DHAJEEJ – KUWAIT

SKM has recently supplied Fan Coil Units for Konouz Mall Dhajeej located in Kuwait.

EXPANSION OF SKM TESTING LABS

New SKM Testing Labs!

Performance testing is very critical in evaluating the efficiency of HVAC units and development of new products and technologies. Currently, SKM is expanding the testing lab capabilities to include many other test types and ranges.

SKM has started a new project to expand its testing capabilities by building new testing labs. The new plan includes building labs to cover the range from 1TR to 100TR and to build a state of the art sound test lab for acoustic measurements. In the first stage, SKM has signed a contract to build a 10 TR Psychrometric Test chamber by an American company which has expertise in building testing facilities for the leading HVAC manufacturing facilities around the globe.

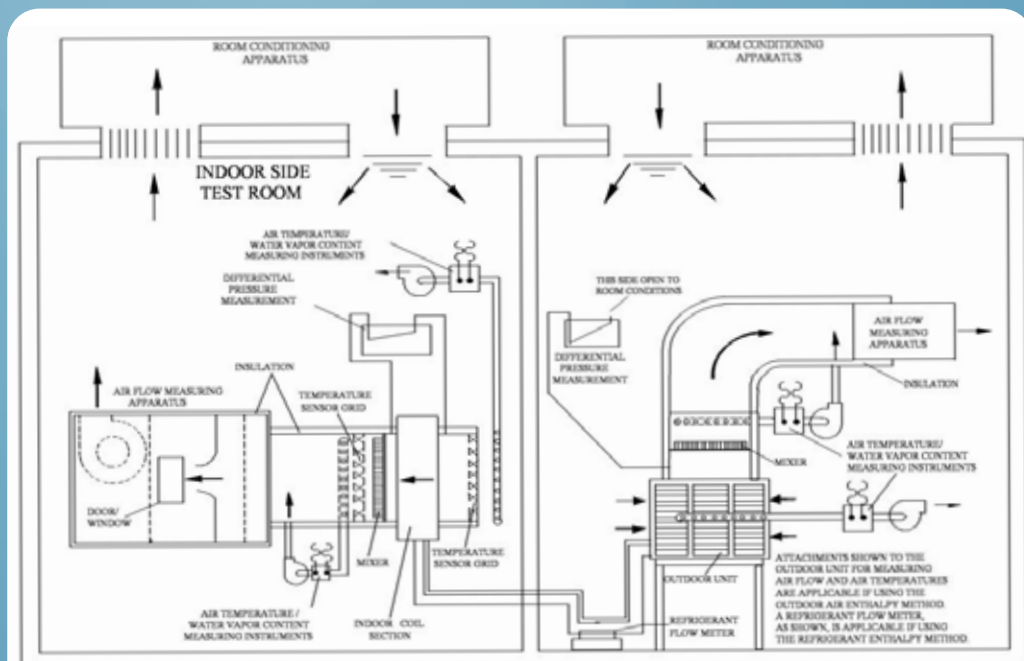
The Psychrometric Test Room is designed to evaluate the performance of fan coil units, air handling units, packaged and split systems. The test room will be capable of testing direct expansion (DX) based systems as well as chilled water based systems. The test facility consists of two rooms to simulate indoor and outdoor conditions.

Dry bulb temperature and wet bulb/or relative humidity are independently controlled in each room.

Airflow measurements are made using ASHRAE specified Air Enthalpy Tunnels (AET) (airflow measurement tunnel). The Air Enthalpy Tunnel measurement system will enable precise measurement of capacity and efficiency of

air conditioners and heat pumps in accordance with the air enthalpy method described by ASHRAE 37.

Both the Indoor and Outdoor Room, have air-conditioning plenums. Each compartment is provided with complete air conditioning capability to compensate for the thermal loads presented by the UUT.



ASHRAE 37-2009

ISO 17025 CERTIFICATION FOR SKM TESTING LAB

SKM Testing Lab goes ISO 17025 Certified, The only lab in GCC to have this certification for capacity range of 1 to 380 TR.

SKM Testing Lab has been working on getting ISO17025 certification and it was audited by a team of assessors from Dubai Accreditation Center (DAC), Dubai Municipality from 9th to 11th August 2016. The assessment was based on technical competence and the newly developed quality management system by the lab.



Although the assessment was very tough in both technical and quality management scopes but having well prepared for it, SKM cleared the assessment in Grade B which means that SKM has a technically competent team and very successful quality management system ensuring the integrity and quality of testing. The official certification will be available by the end of October 2016.

This certification will benefit SKM in the following ways:

1. SKM Testing Lab will become the only testing lab in the GCC with ISO17025 certification for capacity range of 1 to 380 TR.
2. SKM will be able to do in-house testing for ESMA, MEW, SASO, QSASO etc. certifications witnessed by 3rd party for SKM products. This will save a lot of testing and shipment cost beside speeding up the process of product certifications.
3. SKM Testing Lab will function as a 3rd party testing service provider

and can test units from all manufacturers. This will provide SKM Lab tremendous opportunities to function as an independent center.

4. The certification will boost SKM sales since SKM will now have its own certified lab for all of its products.

Having this certification is in line with SKM vision to have a state of the art Independent Testing Laboratory that functions widely. Additionally SKM lab is already AHRI Certified.



SKM CHILLERS APCY-H SERIES IS NOW CERTIFIED BY ABU DHABI QUALITY AND CONFORMITY COUNCIL



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 received certification for its APCY-H series Chillers from Abu Dhabi Quality and Conformity Council (QCC), indicating that we are in line with the latest safety and environmentally friendly standards.

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.



SKM PRODUCTS RECEIVE **EQM CERTIFICATION**



علامة الجودة الإماراتية
Emirates Quality Mark

The Emirates Authority for Standardization and Metrology (ESMA) granted the certification upon SKM's successful compliance with ESMA's certification requirements after a series of tests and inspections.

SKM products will now be labelled with the EQM stamp in the UAE to certify that it complies with the safety and energy efficiency requirements of ESMA.

ESMA Certification covers following SKM products:



*Ducted Split
Units*



*Packaged Air
Conditioning Units*



*Air Cooled Water
Chillers*



*Mini Ducted Split
Units*

VISIT SKM @

THE BIG 5 SHOW DUBAI

SKM is all set to participate at The Big 5 Show Dubai being held at Dubai World Trade Centre from 21st to 24th November 2016. Show will open its doors daily from 11.00 to 19.00 daily. SKM will exhibit its new and energy saving EC-FCUs, Chillers and VRF along with other products. Don't forget to pre-register for free and fast track entry to the show.

Visit the link below to register:

<https://register.thebig5.ae/>



2A81 in HALL 2

From 21st to 24th November 2016

Timing from 11:00 to 19:00 Daily

DUBAI WORLD TRADE CENTRE



SKM SPONSORS WADHA RACING TEAM

ONE OF THE BEST PROFESSIONAL KUWAITI
RACING TEAMS IN THE MIDDLE EAST.

Wadha Racing is a professional Kuwaiti racing team that aims to reach Le Mans 24. Their mission is to represent all Arabs and youth in their journey to the top of the motor sports pyramid, with their hard work, talent, and dedication. SKM is proud sponsor of Wadha Racing Team for the Radical Middle East Cup Series 2016/17. The race series visits three of the best race circuits in the region, Yas Marina, Dubai Autodrome and Losail Circuit in Qatar. It will be contested over six rounds as per below schedule.



Race Calender

The Radical calendar for the season 2016/17 will comprise of the following events:

Rounds	Date	Month	Location
Round 1	28 th 29 th	October	Yas Marina
Round 2	18 th 19 th	November	Dubai
Round 3	9 th 10 th	December	Losail (TBC)
Round 4	27 th 28 th	January	Dubai
Round 5	10 th 11 th	February	Yas Marina
Round 6	10 th 11 th	March	Yas Marina



SKM is Awarded IECEX QM CERTIFICATION

SKM philosophy is to lead the trail rather than to follow in the field of “design and manufacturing of airconditioning units” in general applications and to lead as well in manufacturing units suitable for explosive atmosphere environment and applications such as oil & gas and offshore unit installations.



From this concept, SKM decided to certify its quality system to meet the requirements of the International Electrotechnical Commission (IEC) reference to the international standard ISO/IEC 80079-34 “Application of quality systems for equipment in explosive atmospheres”

SKM has completed all the QMS system requirements and in August 25th, 2016 was awarded the IECEx QM certification and the company name is listed in the IECEx website.



SKM HAS BEEN AWARDED FARWANIYA HOSPITAL PROJECT IN KUWAIT



The expansion of the Al Farwaniya hospital is a multi-facility development, conceived to complement existing medical facilities within Al Farwaniyah medical district site. The new state of the art healthcare and support buildings are one of the major projects of the National Healthcare Expansion Plan that the Ministry of Health of the State of Kuwait has commenced.

SKM is proud to announce that this project has been awarded to SKM to supply air conditioning solution including Air Handling and Fan Coil Units.

*Top view of
the Hospital*





Now reaching SKM After Sales Services is even easier



800 MYSKM (69756)

SUNDAY TO THURSDAY

8:00 AM TO 5:00 PM

SKM WELCOMES

Its Honorable Guests from Ministry of Interior Kuwait

SKM welcomed its honorable guests from HVAC Department of Ministry of Interior Kuwait, they were received by Mr. Fady Nassar (Director Unitary Business). They visited SKM manufacturing facility and appreciated the quality management processes and production capabilities of SKM.





SKM WELCOMES ITS GUESTS FROM DUBAI ELECTRICITY & WATER AUTHORITY (DEWA)

SKM is pleased to welcome honorable guests from DEWA (Dubai Electricity and Water Authority). They visited SKM manufacturing facilities and praised the quality standards SKM is continuously improving to add efficiency to its product and deliver more value to its customers.

SKM WELCOMED GUESTS FROM UMM AL HOUL POWER COMPANY (QATAR ELECTRICITY AND WATER COMPANY)



SKM welcomed guest from Umm Al Houl Power Company (Qatar Electricity and Water Company) & from Hitz. They were received by Mr. Kamalakhya Deb (Country Manager for Applied Products) and Mr. Harinder Bhullar Singh (Sales Manager for Qatar).



SKM RECEIVED GUESTS FROM IFFCO

SKM received Guests from IFFCO, the leading FMCG company in the region. They visited SKM Sharjah Production facility and praised the quality standards.

SKM FACTORY NEW LOOK AND IMPROVED LAYOUT

With the new assembly lines for unitary and applied products, even better QHSE standards and improved production capacity and efficiency, have a look at SKM Sharjah Manufacturing Facility which is one of the largest air conditioned facilities of its kind in the entire gulf region.



Factory Entrance



Unitary Products Charging Station



Coils Tubes Preparation



Unitary Finished Products



Air Handling Unit Assembly Line



Coil Brazing Line



Unitary Products Assembly Line



Pipe Annealing



Unitary Finished Products Ready to Packing & Despatch



Unit Run Test

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

Visit us @



2A81 in Hall 2

21-24 Nov
Dubai World
Trade Centre



SKM Product Line



Packaged Units



Air Cooled
Condensing Units



Air Handling Units



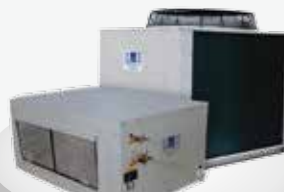
Chillers



Mini / Ducted Split Units



Fan Coil Units



Ducted Split Units



VRF



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