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Through
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SKM HIGHLIGHTS

Issue #108

January 2018

www.skmaircon.com

S.K.M Air Conditioning LLC



SKM at The Big 5 Show Dubai 2017

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A Word From The CEO



Dear SKM Employees,

First of all, I want to thank you all for your efforts in 2017 which was no doubt a tough year. With all what last year threw at us, we were able to achieve a growth of 26% year-on-year. This was only possible because of our team of highly professional and knowledgeable individuals, who, through their hard work, passion, dedication and perceptiveness, continuously drive our firm forward.

As we are proud to acknowledge our success, we also take pride to recognise our weaknesses. That is the way to go forward. We look at knowing our gaps and fixing them as opportunities to grow further while we carefully work on what

makes us unique against our competition in the eyes of the market and our customers.

As we jump into 2018, let's focus on our plan as we have a lot to do. The growth in our existing products and markets, expansion in new markets, development of new products and services contributing to our client's success with our engineering and R&D capabilities continues to be our main focus. We also have other organic and non-organic plans we are working on as we move on which I believe we will achieve in the short term.

So gear up with me for our new year with the spirit of a team I am always used to

from you all.

Know that difficult roads lead to beautiful destinations, and we have to pass through "Hard work boulevard" and "Challenge avenue" to reach "Success land".

Happy new year SKM family...

Abdul Karim Al Saleh

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A WORD FROM THE CFO

Dear Colleagues,

Happy new year!

We have just closed SKM books, and we are proud to say that we have achieved a very healthy growth rate in 2017, but the real achievement we have done was that we doubled our business in 3 years. On the other hand, we do

not stop there as we still have a long way to go...

We still have a lot of challenges to face with the existing and new markets we are operating and intending to serve in. Market instabilities and internal improvements are still areas we are working on however we continue to make wise decisions as we move forward so we can mitigate these risks.

The 2018 plan and initiatives targeted are set, and we are ready to go. A lot of investments are also there for this year as we enhance our supply chain, Informa-

tion technology and Laboratory capabilities.

We are also focusing more on SKM's cash flow and liquidity ratios concentrating on healthier DSO's, DPO's and working capital with steady market share growth.

In addition to the above, we continue to invest in our SKM people as they are the main reason for our success and growth as we move forward to achieving our plans.

We will continue to work with a flexible strategy especially when we face uncertain circumstances putting in mind that "Even if a plan doesn't work, we can change it but we never change our final goal"

All the best to us all in 2018.

Ahmed Fahmy



SKM received upgrade to ISO 9001 & ISO 14001 Certifications

SKM is delighted to announce that it has successfully received upgraded certification ISO 9001:2015 & ISO 14001:2015 and recertification for OHSAS 18001:2007. The system certification has been accredited by TÜV SÜD Middle East LLC and received its certificate of registration on 11th October 2017.

ISO 9001:2015, ISO 14001:2015 and OHSAS 18001:2007 certifications not only attest to SKM's commitment to continual improvement, but also to provide its sales force and distributors with more opportunities to conduct business in the global marketplace.

We are happy to inform that SKM sales & aftersales offices in Dubai, Abu Dhabi and Kuwait are part of this vital certification as they are also granted these certifications.

To become certified under ISO

9001:2015, ISO 14001:2015 and OHSAS 18001:2007, SKM underwent a rigorous evaluation process which included the development and implementation of an Integrated Management System covering critical areas of Occupational Health and Safety, Quality Assurance and Environmental Protection.

The ISO 9001:2015, ISO 14001:2015 and OHSAS 18001:2007 Certifications provide a formal acknowledgement of the policies, practices and procedures

SKM adopts to ensure consistent standards in the product and services offered to its clients.

This certification further strengthens its commitment to adhere to its company policies for continually improving the products and services that will meet or exceed its customers' expectations. Our customers can be confident that SKM is dedicated to maintaining the highest effectiveness and responsiveness in achieving its goal of total customer satisfaction.



Creating value Marketing

By Shahnam Ali

Marketing & Communications Manager

Creating and delivering value to our stakeholders is at the core of our marketing function. At SKM, we achieve it by listening carefully to them and implementing ethical marketing practices as we believe that this is the only way forward.



22076

Followers on SKM Facebook page



3576

Followers on SKM LinkedIn page

Through



“We believe that there is a balance to be struck between art and science while creating marketing collaterals.”

SKM Highlights

We ensure to continually align our marketing strategy with our corporate goals, thanks to the top management that digital transformation is a considerable part of it. It also reflects from our social media presence with 200,000+ followers on Facebook and 35,000+ followers on LinkedIn. We are also becoming a Click and Mortar Company. As a first step, we have listed our decorative air conditioning series on Souq.com

Since our products involve a great deal of engineering, we believe that there is a balance to be struck between art and science while creating marketing collaterals. From social media posts to product manuals and catalogues we always keep the information concise and easy to comprehend for our customers.

We launched SKM Highlights, our very own newsletter to keep our customers, business partners and colleagues updat-

ed with the ever-increasing happenings at SKM. We have also recently published our all-new corporate video to include and reflect the recent accomplishments which we all achieved as a team at SKM.

In 2017, we successfully participated in local & international exhibitions, conducted seminars in different locations, and had ad coverage in major industry-related magazines. Most importantly we launched new products at The Big 5 Show Dubai, and we take pride to say that our booth was one of the greatest in the entire show.

We are geared up for many exciting marketing activities regionally and internationally for 2018, and you will see SKM at various events in the Gulf and African countries.

We shall take this opportunity to thank you all for being our reader and wish all of you a happy and prosperous 2018.





Scan to socialize with us



SKM at The Big 5 Show Dubai 2017

ASIM A. HASHMI (Sales Director Applied) and Shahnam Ali (Marketing Manager) Welcome His Highness Sheikh Ahmed Bin Saeed Al Maktoum to SKM Booth as He Visits the Very First Booth at The Big 5 Show.

SKM participated at The Big 5 Show held at Dubai World Trade Center from 26th to 29th November 2017.

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 Inverter Packaged Unit APMR-V series.

SKM also showcased its ALL DC Inverter VRF system, PRO V5 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.

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





SKM hosted Dinner for Customers & Business Partners

TUESDAY November 28th 2017



SKM hosted a Dinner for Customers & Business Partners on 28th November 2017 at Ewaan Restaurant, Palace Downtown Dubai.



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.



Mr. Harshal Dhakad Regional Sales Manager GCC & Africa giving presentation to the visitors.



Visitors were given safety briefing for the factory visit.



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

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 sponsored and participated at 8th Middle East Regional Conference organised by PSME (Philippine Society of Mechanical Engineers) in Abu Dhabi on 10th and 11th November 2017.

It was attended by mechanical engineers from across the region including UAE, Bahrain and Saudi Arabia.



SKM Exhibits at ResidHydro Treat 2017

SKM participated and exhibited at ResidHydroTreat 2017, 1st International Symposium on Residue Hydrotreating held from 6th to 8th November 2017 at Hilton Resort, Kuwait. It was organised under the umbrella of KNPC.



Exclusive Distribution of SKM in Kuwait

MB Climate General Trading & Contracting Co



MB Climate General Trading & Contracting Co. is an organisation with the business carried out in Kuwait as well as in the international market such as KSA. MB Climate started as sole distributor for SKM unitary products. Starting January 2018, MB Climate Kuwait is the sole distributor for all SKM products including unitary, applied, oil & gas and spare parts.

This new structure provides MB with the strength and opportunity to

expand and deal with wide variety of products and services from HVAC products & accessories.

Our organisation earned the strength due to professionally equipped and trustworthy staff that have varied experience of Kuwait market with fresh knowledge of providing satisfaction to the clients.

It is further enhanced by the innovative and smart ideas of the SKM management who strive from time to time in

creating and keeping the company updated to the latest development of today's world.

Our Vision

To be viewed as the most reliable and worthiest engineering trading enterprise delivers solutions that avoid downtime and ensure an efficient and productive operation.

Our Mission

To satisfy our clients not only by meeting their needs but by exceeding their expectations through creating value and increasing their profitability by providing quality and price competitiveness in all the commodities and products we offer with reliable supply from the source promptly. Our desire to grow drives our passion for winning in the marketplace and remain competitive across every business and geographical region.

Our Goals

- Build an open and honest relationship with communications.
- Build a positive team and family spirit.
- Pursue growth.
- Customer focus.

Hani Timsah
General Manager

A handwritten signature in blue ink, appearing to read 'Hani Timsah', is written over a horizontal line.

SKM Annual Budget Meeting Dec 2017

The Management of SKM presented the company's performance.

SKM conducted its annual budget planning meeting at Radisson Blu Hotel Sharjah on Thursday, 14th December 2017.

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

2017 has been an excellent year for SKM registering a Substantial growth as compared to previous years, and SKM also Budgeted a promising Growth plan for 2018.





SKM Lab has been accredited by Saudi Standards (SASO)

SKM is very proud to announce that SKM Lab has been accredited by Saudi Standards, Metrology and Quality Organisation (SASO) and is now certified and capable of testing Energy Efficient products as per SASO 2874 and SASO 2663 standards.



The certification was issued on 18th October 2017 and is valid for three years from the date of issue.

SKM Lab has full capability to support requirements for testing, inspection, verification and certification services not only for SKM products but also for other clients in the region that requires SASO certification. SKM Lab is committed to expanding its services and aims to achieve technical excellence in the field of testing and certification.

The company's depth of experience is far-reaching and is complemented by a dedicated workforce, a robust system as well as thorough documentation which further demonstrates its desire to support customers throughout the region.



الهيئة السعودية للمواصفات والمقاييس والجودة
Saudi Standards, Metrology and Quality Org.



ATEX & IECEX Training

In line with the continuous product development for the growing market on Explosion proof products and the implementation of ECASEx regulation by ESMA, SKM QHSE Department organised a training program on explosion proof (ATEX / IECEX) on 22nd of November 2017 at Sharjah.

The training was attended by a group of selected Engineers from Engineering, QHSE, Sales, and Production Departments.

It aimed to widen the understanding of Ex products and provide the technical knowledge in design applications, assemblies, inspections, installation and maintenance. The training was facilitated by Mr. Arpad Veress, a certified Ex practitioner, Inspector, and Trainer from INDEX Middle East FZE. Due to the successful training turn-out, QHSE is hopeful to arrange future Ex trainings that will focus more on the technical aspects and development of our QC and Aftersales Technicians.



SKM Celebrates 46th UAE National day

SKM celebrated spirit of the union, 46th UAE National Day across all its offices in the UAE: Sharjah, Dubai & Abu Dhabi.



روح الاتحاد
46 SPIRIT OF THE UNION
اليوم الوطني
NATIONAL DAY
الإمارات العربية المتحدة UNITED ARAB EMIRATES

TRN registration page of VAT implementation in UAE

As UAE has implemented Value Added Tax (VAT) effective from 1st January 2018, SKM has provided a very friendly and easy tool for its business partners to register their Tax Registration Number (TRN) and other details related to VAT in doing business. The registration tool is available on our website and can be accessed by following this link:

www.skmaicon.com/websurvey/RegVAT.aspx

Country Focus: Algeria

By Tarik Hamidi

North Africa Director

After long years working on Algerian Market, SKM Air Conditioning opened a branch in Algeria early 2013 to assure local presence, close collaboration and efficient assistance to SKM Clients in Algeria and North African countries.



DOUERA Hospital



Reggane (RGN), SONATRACH Natural Gas complex

SKM strategy of proximity and efforts succeeded into regional growth and assured proper market share in the region.

Supplying Algerian Market for many years and specialised in Oil and Gas, energy, Health sector and other Government vital industries.

SKM Today is close to all clients in the regions. Supplying Strategic Sharp industries such as SONATRACH Projects, SONELGAZ Power stations, Hospitals etc...; Today SKM Air conditioning is one of the top Professional companies handling projects from engineering stage till the handover and transfer of technological property.

In addition, of supplying high-grade HVAC industrial Equipment, SKM assures close collaboration with clients starting from design collaboration, installation supervision until the startup and transfer of the technical property to end



Biskra Power Station

users executing Algerian National Government strategy, SKM Philosophy contribute in reducing projects cost and assure direct procurement from factory to clients.

Supplying many projects in collaboration with local businesses, SKM has created local Knowhow by training local MEP Companies' engineers to undertake the maintenance and operational tasks .

SKM Trains Participant for the World Skills Competition

Roudha Bin Bahr, an Emirati undergraduate student specialising in Chemical Engineering at STS, Al Ain, speaks with Hannah Jo Uy of Climate Control Middle East on her participation as the first and only Arab woman in the World Skills Competition 2017, the importance of skills training and capacity building and her thoughts on the future the HVACR industry holds for Emirati youth. Excerpts...



‘It was a great experience presenting the UAE in the HVACR field’

Congratulations on your participation in the World Skills 2017 competition. Could you share with readers the preparation you had to undergo in the build-up to the event and your overall experience?

I started preparations for the competition on January 15, 2017. I spent around nine months training, five days a week. I started from zero, I didn't know anything about welding. Two weeks [were spent] just for training on brazing, [then] electrical installation, piping, cutting and testing. There was also some training for troubleshooting. And all of this was in nine months.

It was a great experience for me, representing the country in a new field that no one has entered before, [as well as] competing with 23 other countries that are leading in the air conditioning [sector], meeting experts in the field from all around the world, exchanging experience and knowing more about air conditioning. Being the only lady in the competition was [also] a very special thing.

Everyone was surprised because the competition [started] in 1950, around 60 or 75 years ago. At the time they started the refrigeration and air conditioning category, there were no ladies that participated; and overall as Arab countries, only Bahrain and Oman had participated a few times. There were no Arab countries around, so a Muslim lady from an Arab country... the organisers were waiting [to see me]. They had a list of those participating and pictures from all the competitors. On the day of the competition, they met me and said: "Hi! It's a new experience for us and for you also." I think after this experience, I'm going to open the chance [for more women to enter the industry].

What sparked your interest to enter the refrigeration and air conditioning category?

In the beginning, I had no interest. I just knew about the competition and wanted to participate. Since I'm a chemical engineer, I deal with cooling and heating processes. I also deal with refrigerants and thermodynamics. When I saw the category, I thought I had some knowledge in it. When I started with more technical work, I thought it was interesting, I didn't do it before. It was a new experience for me. From day one during training I started to become more interested. Now, I'm going to choose a future in refrigeration and cooling, because it has interesting, real-life applications. We all need it here in the Gulf countries. In the GCC [region], the weather is not [always] good, so air conditioning and refrigeration is the future for us.

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

Answer: "Once I decided to participate in HVAC category, SKM was the obvious choice as it is the leading air conditioning equipment manufacturer in the UAE. They trained me at their manufacturing facilities in Sharjah, and my mentor was Ahmed Aboud who is the Process Supervisor at SKM production facility and have 30+

years of experience in the industry.

SKM also sponsored me for the Emirates National Skills competition held at ADNEC on 11th & 12th April 2017, and they also sponsored me for World Skills Competition.

It was a very great experience, and I think that if SKM had not been there and not supporting me, I would not have gone on to reach that [level of] knowledge. SKM added something special. They sponsored me, and they gave [technical] support as well as emotional support. They encouraged me to choose HVACR as a future career."

Do you feel that with enthusiastic people, such as yourself, the UAE can eventually export its knowledge of best practices in HVACR?

I think the UAE, in general, has started to have interest in air conditioning. Once we were done competing, [the questions rose on] how to open the opportunity to all ladies or young people [in the country]. The UAE is not just fast in terms of growing and expanding, we are also always leaders in innovation and technology. I think it is possible for the UAE to compete in air conditioning and refrigeration all over the world.

[The country] is showing interest, so we have support.



Courtesy Climate Control Middle East (CPI Industry)



I'm sure we will have big support and [be provided] everything. In perhaps a few years, we will be leaders. Maybe not worldwide so fast but certainly in the GCC region and in the Arab world.

How do you plan to align yourself to the larger cause of UAE Vision 2021 and help the country safeguard the environment?

As you know, some of the refrigerants used in air cooling systems are toxic. While I was having my training, I was wearing a mask. People the world over are doing research to come up with more environmentally friendly refrigerants. As a chemical engineer, I would like to conduct research on new types of refrigerants. It's interesting for me, because the UAE is showing interest in research [and development]. I think this will be a chance for me to contribute to the UAE by looking into new types of refrigerants.

What kind of leadership role in the HVACR industry would you like to take up in the coming years?

I really like the practical part of giving training to people, as what Ahmed is doing. I have had good support, and by continuing in this [field] I will have more support. I can

reach a number of people around the world. I already feel the importance of having a good trainer and a good expert that gives you all the information needed. I would like to be this trainer and expert that gives this information to people. I was suffering with connecting information and technical work, and when SKM came on the scene, all the issues were solved. I would like to be that kind of trainer for people around the world.

What are your plans? What do you hope to contribute to the HVACR industry?

I'm going to graduate in six months. After that, I would like to concentrate on different topics in refrigeration and air conditioning, not only related to split units. I was thinking of getting training in [working with] air conditioning in aircraft. I became interested in this, because my colleague from the World Skills Competition was doing some tests for aircraft maintenance. I really like this area and I see the possibility of entering it, having knowledge in air conditioning and applying that [towards aviation]. No one can travel without air conditioning. It's a bit unique, [I'm] just looking to combine my interests in a big way.

“

FROM DAY ONE

- Believe in the organisation you work in.
- Know it's strategy & relate it to what you do
- Have a mentor.
- & learn every day something new...

- Ahmed Fahmy
CFO



“

WHENEVER YOU FACE A PROBLEM,
INSTEAD OF
HIDING AWAY FROM IT,
FIND A SOLUTION
AS EVERY PROBLEM IS AN OPPORTUNITY
IN DISGUISE”

- NABIL ABOUSEIDO
- MARKETING & BUSINESS DEVELOPMENT DIRECTOR



Quotes to Inspire

“

KNOW
YOUR GOAL,
GO THE
EASIEST WAY
TO ACHIEVE,
YOU WILL
GET THAT
SMILE OF
VICTORY”

- Mohammed Nofal
- R&D Engineer



“Always have a positive
attitude towards your
work and deal with people
compassionately.”

- Ritta Ayoub
- Executive Secretary



“

The more you praise and
celebrate your life, the more
there is in life to celebrate.”

- Dana Awadallah
- Business Analyst



Bringing innovation to HVAC service industry

SKM Aftersales set to redefine and bring innovation to HVAC service industry.

In line with SKM's 2018 strategic objective to pursue services excellence and customer satisfaction, SKM Aftersales department will be leveraging SKM Smart Connect – a remote monitoring service for its air-conditioning equipment – by offering it as a part of its Annual Maintenance Contracts.

The aim is to empower Aftersales team to ensure maximum equipment run time by shifting the orientation of its services from preventive to a predictive; using analysis of real-time operating data acquired through SKM Smart Connect.

Harnessing the power of IoT at its

core, this will allow Aftersales team also to carry out analysis of equipment performance from the perspective of energy efficiency, provide customised energy conservation measures to its customers and to differentiate its services portfolio offering from the competition.



Now reaching SKM After Sales Services is even easier



800 MYSKM (69756)

SUNDAY TO THURSDAY
8:00 AM TO 5:00 PM



SKM Aftersales gears up to launch SKM Academy

SKM Academy is yet another essential foundational step taken towards achieving technical excellence in all the platforms connecting the company to the customers.

It will serve as an institution that will provide training to SKM Service team, Sales Reps, Dealers, Distributors and End users.

Along with enhancing our technical and service capabilities, it will improve the intermediate support provided to the customers by our distributors/dealers and also familiarise end users with SKM equipment.

SKM Aftersales ready to open new Spare Parts Showroom in Abu Dhabi

SKM will be opening a new showroom in Abu Dhabi during the first quarter. Our presence will not only boost the parts sales revenue by making SKM more accessible to the customers of Abu Dhabi and Western Region but also play a synergetic role to benefit the whole organisation by strengthening the company's market presence and brand visibility.

SKM after sales attended the BIG 5 show during the event our team made cash transaction for more than hundred thousand dirham's which remarkable achievement is.

SKM After-sales introduced new product line for Refrigeration Compressor; Refrigerant gases R-22 & R-134A with a value of more than one and a half million for the year 2017.





APMR-V SERIES

NEW BLDC-INVERTER PACKAGED UNITS

APMR-V BLDC Inverter packaged units are designed and manufactured as per SKM Quality, Environmental, Occupational, Health and Safety Management Systems that conforms with ISO 9001:2015, ISO 14001:2015, OHSAS 18001: 2007, and Exceed latest ASHRAE 90.1 requirement.

APMR-V series are quiet, most efficient and self-contained units ideal for a vast range of applications including Schools, Restaurants, stores, Office buildings, Hospitals and Data centre.



*Product Range: 5 TR
TO 30 TR (16 KW to 105 KW)
50HZ & 60HZ*



*Heavy duty condenser
and evaporator coils*



*Exceptional part load & full
load performance and
Reliability*



*High Efficiency and
Reliable DC-INVERTER
Compressors.*



*Precise Temperature
Control With Electronic
Expansion Valve*



*SKM CONNECT optional open
remote monitoring system
using web portal and mobile
application design*



*High Efficiency EC
Condenser Fans*



*Optional Touch-screen
interface designed to provide
user with both graphics and
service mode access.*



*Rated in accordance with
ESMA / ESTIDAMA / MEW
/ SASO / AHRI*



*Totally enclosed, Class F
insulated for condenser and
evaporator fan motors.*

SKM Cricket Team

SKM is participating at the JPL Cricket tournament 2017, which is being held at Al Batayeh Cricket Ground Sharjah.

SKM proudly won the very first match with an excellent lead of 85 runs under the captaincy of Sajeer Shahudeen. Kamalakhya Deb and Nirmal were the men of the match for allround performance.



SKM COMMITTED TO CSR PROGRAM PROVIDES ASSISTANCE TO HEFEI INSTITUTE, CHINA



As a responsible organisation committed to advancement in learning and education, SKM Air Conditioning participated in addressing the problems faced by educational institutions in enriching the educational development of students and members of the faculty. SKM is humbled to do corporate social responsibility programs.

On 5th December 2017, SKM Air Conditioning donated 2 Air Handling Units to Hefei Institute of General Professional Technology in Changjiang, China. These units will be used to support the development of University education enterprise. Representing SKM Air Conditioning is Mr. Ammar Abdulateef (QHSE & Lab Director) and Mr. Mathew Thomas (Product Manager – Airside). The agreement ceremony was attended by AHRI representative to witness the signing of the contract on both parties.

DAC CERTIFICATION

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SKM and **infor** has successfully completed technological **ERP** and Cloud upgrade.

It's one of SKM's multiple strategies partnering with Global organisations for future digitalization and use of state of the art technology in its manufacturing processes and other business requirements.



A COOL CHANGE

Combining technical expertise, certified laboratories, and an extensive product range, SKM Air Conditioning is an industry leader

Before Eng Abdulkarim Al-Saleh became CEO of SKM Air Conditioning, one of the Middle East's leading firms in its field, he had the ideal preparation for the role as the company's COO.

Without a CEO in place at the time, Abdulkarim explains that being COO was a matter of semantics. "I was actually doing the CEO's work. It was just a matter of taking the title," he says.

Prior to being SKM COO, Abdulkarim accumulated extensive industry experience. He spent 10 years as the general manager of a company with exclusive distribution rights for SKM products across Kuwait and Iraq, a background that made the move to SKM a natural progression. "I had quite a long time to study the company from an outside perspective," he says. "I knew a lot about SKM and the exciting potential that was there for the company. I also had a good relationship with the owners of the business."

A portrait of a man with a beard and mustache, wearing a white thobe and a white ghutra with a black agal. He is smiling and looking slightly to the left. He is sitting in a blue chair. The background is a blurred indoor setting with wooden paneling.

**“ One of the best things we have
done as SKM Air Conditioning has
been to recruit a lot of hardworking
pioneers and leaders.”**

The opportunity to draw on his knowledge of the air-conditioning market and to continue working in a growing industry was appealing, as was SKM's status as one of the region's strongest air-conditioning manufacturers. It has extensive capacity, with the largest of its factories occupying a site of 43,000 square metres. It also has an in-house engineering and R&D centre. This allows SKM the scope to offer a full range of air-conditioning products, from standard air-conditioning offerings to unique devices such as explosion-proof units, condensing units, swimming pool units, and TUV-certified Hygienic Air Handling units.

The company is also a market leader in customised products and can tailor units for specific industries and applications. A key example of this is in the oil and gas sector, in which SKM maintains one of the biggest market shares.

Abdulkarim says that quality suppliers are crucial to this capacity to work across industries. "Our approach is that our suppliers are partners. We've been working with our suppliers for a long time, 15-20 years in many cases. We have continuous interaction with them on a regular basis. Yes, there are ups and downs, but through the bad times and good times, we're always together."

There are a number of benefits that flow from SKM's close connections with its suppliers. "We get an insight into what's going on in the future. For example, if you're talking about compressors or

air-conditioning gases, they will tell you exactly what is coming in the next 10-20 years and you add that as a criterion in your R&D process. When the time comes, you have a product that is ready for the market."

SKM's laboratory is one of the few to have gained certification from the Air-Conditioning, Heating and Refrigeration Institute. It is also ISO 17025 certified, meaning that it meets stringent requirements to show it can carry out calibrations and tests across a variety of methods. "We're very focused on technology, and specifically on keeping up with the multiple power efficiency standards in the region," Abdulkarim says.

"One of the best things we have done as SKM Air Conditioning has been to recruit a lot of hardworking pioneers and leaders in the company's different business lines. That has allowed us to have very focused specialised divisions across our organisation.

"We also shifted the company from a centralised style of management to more of a distributed leadership style. Instead of having one manager deal with sales, for example, we separated the sales into specialised business units and put directors in to handle each unit."

Abdulkarim says SKM's organisational structure, partnerships with international firms and institutes, and commitment to innovating within air-treatment technology has allowed it to successfully work





with governments on major government initiatives. An example of this was its recent agreement to produce energy-efficient chillers for the UAE Ministry of Energy and the renewable energy company Masdar.

As for the future, Abdulkarim says SKM will continue to refine its processes and

keep innovating across its product range to ensure it stays at the forefront of the air-conditioning industry. Asked what the end goal of all this endeavour is, Abdulkarim's answer is ambitious yet succinct: "Total customer satisfaction as we grow from a regional to a global player in the air-conditioning market."

RECENT LANDMARKS & MAJOR PROJECTS AWARDED TO SKM



ADAN HOSPITAL - KUWAIT

SKM recently supplied air conditioning solution to Adan Hospital (Ministry of Health) Kuwait comprising Air side Equipment Standard and Hygienic.



MAMSHA AL SAADIYAT - ABU DHABI, UAE

SKM recently won the project to supply Air Handling Units and Fan Coil Units to Mamsha Al Saadiyat Abu Dhabi, UAE.



WESGREEN SCHOOL - SHARJAH, UAE

SKM recently supplied air conditioning solution to Wesgreen School Sharjah, UAE comprising Chillers, Air Handling Units and Fan Coil Units.



COMMUNITY COLLEGE, TAIBA UNIVERSITY- KSA

SKM recently supplied air conditioning solution to Community College, Taiba University KSA comprising Chilled water Air Handling Units and Hi Static Fan Coil Units.



AFAR RESORT - SEMERA , ETHIOPIA

SKM recently provided air conditioning solution to Afar Resort, Semera, Ethiopia comprising chillers, packaged units and fan coil units.

MZIZIMA TOWERS, DAR ES SALAM, TANZANIA



SKM recently supplied VRFs, Chillers, FCUs and Packaged Units to Mzizima Towers, Dar es Salaam, Tanzania, one of the tallest buildings in the country.



N2 MALL - JEDDAH, KSA

SKM recently supplied air conditioning solution to N2 Mall in Jeddah, Saudi Arabia comprising packaged units.



NASHAMA PROJECT - DUBAI

SKM recently provided air conditioning solution to Nashama Project Dubai, UAE comprising Air Handling Units and Condensing Units.

SKM ANNUAL STAFF PARTY 2017

SKM arranged its annual staff party on 14th December 2017 at Radisson Blu Hotel Sharjah to celebrate the achievements of 2017 and to appreciate the loyalty and excellent work of the employees who have been serving in the company as long as 35 years.





SKM Up coming Events



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SKM Guests visits



SKM RECEIVES ITS HONOURABLE GUESTS FROM TAIF UNIVERSITY SAUDI ARABIA

SKM welcomed its honourable guests from Taif University Saudi Arabia, they visited SKM manufacturing facilities and admired the production capabilities of SKM.

WEDNESDAY Dec 27th 2017



DESIGN CENTER CONSULTANT VISIT

SKM Business Development Manager Raid Obeidat received honourable guest from Design Center Consulting Dubai, he visited SKM factory and appreciated the latest manufacturing technologies which SKM uses for its products.

TUESDAY October 31st 2017



SKM RECEIVES ITS HONOURABLE GUESTS FROM ARIF & BINTOAK CONSULTING

SKM Sales Director (Applied) ASIM A. HASHMI and Business Development Manager Raid Obeidat received honourable guests from Arif & Bintoak Consulting.

THURSDAY October 19th 2017

SKM WELCOMES ITS HONOURABLE GUESTS FROM DAMAC AND CHINA ESTATE

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

MONDAY Dec 25th 2017





Ducted Split Units



Packaged Units



Mini / Ducted Split Units



Fan Coil Units



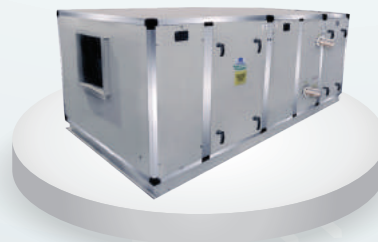
VRF



Chillers



Centrifugal chiller



Air Handling Units



Air Cooled Condensing Units



أرامكو السعودية
saudi aramco



LB-254-TEST



APCZ SERIES


NEW SCREW R1234ze CHILLER




 Product Range: 65TR - 280TR (229kW - 985kW).

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

 Semi-hermetic screw compressors.


 Exceptional part load & full load performance and Reliability.


 Low Noise Fans.

 Individual compressor and condenser fan motor starters.

 BMS Connectivity through major protocols - Modbus/BACnet/Lonworks/Johnson N2.

 SKM Connect Optional open remote monitoring system using web portal and mobile application design.

 Optional Touch-screen interface designed to provide user with both graphics and service mode access.

 All compressor are with Star-Delta start.

 Optional Micro-Channel Condenser coil for improved galvanic corrosion resistant due to single material and reduced unit weight & refrigerant charge.

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