

Climate Control Guide & Directory 2010



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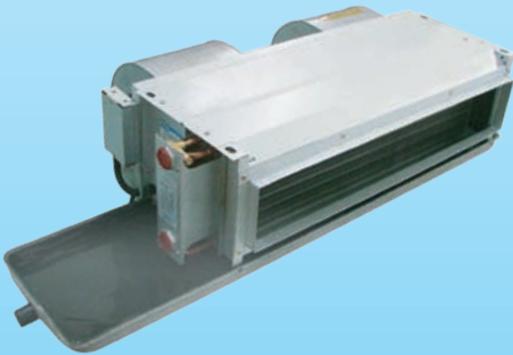


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Editor's Note

On behalf of CPI Industry, I welcome you to the 2010 edition of the *Climate Control Guide & Directory*.

While the book you hold in your hands may appear similar to the previous edition, which incidentally received an overwhelming response, it is quite a ramp-up. For one, it contains several new products and services categories. For another, it contains a new section, called Market-Watch, which is substantial in nature and attempts to explain the market for some key HVACR components.

The articles were written following extensive interviews with industry-folk and reflect their observations on how the market is behaving in the economic downturn, and on how it is likely to progress. The time-frame of writing the articles stretches from August to October 2009, and while the messages contained in them may hold true for the next few months, there is no telling whether they will be relevant or not, say, six months from now. But then, that could be the case with any article. In that context, the choice was to leave them out from a long-shelf-life publication like this book; but that would have been at the cost of sharing valuable information.

Okay, let's briefly talk navigation. This book has been structured in a manner that, we believe, will allow ease of reference. It contains a product/service-wise listing, followed by a company-wise listing. We have taken care to make the two sections as uncluttered and accessible as possible for quick reference.

Do send in your feedback on the contents and the presentation to vidya@cpi-industry.com. I look forward to them. One more point... please do take the time out to fill in the free-listing form for the 2011 edition, and send it to us (CCG&D 2011, CPI Industry, PO Box 13700, Dubai, UAE). That way, we will be able to have a head-start to the next edition.

Signing off with the fond hope that you will find this book useful.

Sri Vidya Surendar

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Countdown to a recovery?

Will the first year of a new decade signal a strong surge towards recovery?

By B Surendar

What a year we have been through!

At the time of writing the overview for the previous edition of The Climate Control Guide & Directory, the Lehman embers were still hot, and the GCC, in general, seemed relatively immune to the cataclysmic events that had mainly engulfed the United States, the United Kingdom, the euro zone and the wider European Union. As for Dubai, which had embarked on an ambitious real estate drive, the outlook ranged from optimism to mild hand wringing. But as November gave way to December and further to the first quarter, a disconcerting picture emerged – of project pipelines going dry and of retrenchments across several sectors of the economy. Dubai went on the backfoot, to use a cricketing term, and from an HVAC point of view, so did the district cooling industry, which was largely entrenched in the Emirate.

From a GCC perspective, oil, which had climbed to an unprecedented high of \$147.27 a barrel in July 2008 plummeted to sub-\$40 levels in January 2009. This had the region in a tizzy, especially considering that most of the entities had calculated oil price in their budget at less than \$50 dollars a barrel. At the time of writing, though, oil seems to have bucked the trend and, as the printer waits, hovers around the \$78 mark. There are sceptics, though, who say that the rally cannot sustain, owing to continued weak demand. It remains to be seen what the short-term impact of the present price levels will be like, and where it goes from here.

Globally speaking, as early as in May, the term, ‘green shoots of recovery’ started doing emphatic rounds. And in the beginning of the fourth quarter of the year, emboldened with nascent signs of recovery, several countries started hinting at withdrawing the stimulus packages they had introduced to bail out their economies. Australia and Norway, in fact, went a step further, and raised their benchmark interest rate. As I write this, the euro zone and the wider European Union have climbed out of recession, with Germany, France and Italy on sound ground but with Spain still struggling.

In the emerging markets, stocks began to surge from mid-2009, and the rally, though characterised by momentary dips, seems to be sustaining. The Dow Jones index also climbed well into the high 9K mark and, has remained there. And yet, the questions remain: “Is this a self-sustaining recovery”, “Are we staring at a false dawn?” “Is the pricing of stock markets dislocated from reality?” “Is another correction imminent?”

In the GCC, the construction sector has not recovered, though Qatar and Saudi Arabia seem to be plodding along – and in these times of near inertia, plodding can surely be regarded as something positive. So what of the HVACR market?

District cooling has not recovered, simply because from the inception, it has depended on new real estate construction. With construction projects contracting in numbers or in go-slow mode, and showing no signs of recovery, the number of district cooling assignments is dwindling by the day, to put it bluntly. So much so that the district cooling utility companies that were not too long ago installing plants and piping networks are largely handling O&M functions.

Nowhere was the dismal state of affairs more visible than at the 4th International District Cooling Conference & Trade Show by IDEA (International District Cooling Association), in Dubai in early October 2009, where attendance was down compared to past conferences and where the mood was anything but upbeat. The sessions, though well meaning, and conducted with the aims of injecting optimism and exploring solutions, were punctuated with disconcerting questions by members of the audience. One of them asked, 'What happens if the district cooling company cannot produce chilled water because it goes bankrupt?' The questioner wanted to know if a disruption in supply would force the developer to opt for standalone systems. If so, the questioner continued, the cost implications would be quite severe. Another attendee asked, 'Would Dubai's showing impact the reputation of district cooling in the GCC?'

One of the answers to the question by the first attendee was that rental chiller companies would move in to fill the vacuum, but this itself begged the question: What is the financial health of the rental companies like? Are banks lending to them, in the first place? Are they able to realise their receivables? As for the second question, IDEA President, Rob Thornton himself answered with an emphatic 'no'. He went on to say that district cooling ought not to be viewed in isolation but in the context of the overall economic showing of Dubai in the greater part of 2009. Once, the market picked up in Dubai, he said, it would be only a matter of time before the Emirate regained its momentum.

In early November 2009, Qatar hosted a district cooling conference, where Thornton's contention received vindication, though at least one attendee said that banks in Doha had become all the more cautious after surveying the scene in Dubai.

Unlike Dubai, the mood in the Doha event was markedly upbeat. The attendance was significantly better and even included developers like Qatari Diar and Barwa, and the buzz in the ballroom was reminiscent of the Dubai of 2006 and 2007. The message that was conveyed was a Qatar that had chosen to progress with caution from the onset, owing to which, it was reaping a steady and more certain market. And at least one utility provider, Marafiq Qatar said that it had enough market capitalisation to keep the district cooling flame burning.



District cooling plants in existing developments perhaps constitute a lifeline for the industry, but the regimen comes with its own set of challenges, in the forms of congested service corridors and lack of space.



Most notably, and from an HVAC interest point of view, the DIAC building will be over 21% more energy efficient than ASHRAE Std 90.1 (2004). Also, the facility enjoys 30% more fresh air compared to ANSI/ASHRAE 62.1 - 2004.

In the Doha event, speakers and panellists urged Qatar to continue with its phased approach to district cooling plants and also recommended a healthy focus on energy efficiency and O&M best practices. One of the speakers urged the authorities to not only focus on greenfield developments but also to explore district cooling in existing neighbourhoods.

In the face of a sharp reduction in real estate projects, district cooling plants in existing developments perhaps constitute a lifeline for the industry, but the regimen comes with its own set of challenges, in the forms of congested service corridors and lack of space. Proponents of distributed district cooling would, however, urge a bit of imagination and recommend that even roundabouts can be converted into plantrooms without affecting the aesthetics of the environment.

Another lifeline for the district cooling industry is to focus on industrial cooling, much like what Energy Central is doing in Hadeed, in Saudi Arabia. Qatar Cool itself has charted a course of focusing on single-customer projects. Its General Manager, Fayad Al Khatib during an October 2009 interview to *Climate Control Middle East*, said that while the company remained strongly committed to serving the West Bay community and The Pearl project, it was also working on district cooling projects that served malls, which typically required a smaller cooling load.

On the green building front, Dubai had a quiet year; but for the structured approach of an enlightened developer or two, like TECOM Investments, Dubai would not have added any green buildings to its roster. TECOM's sustainable community model, Enpark achieved a LEED certification for Commercial Interiors and a Silver LEED for Phase 3 of the TECOM entity, the Dubai International Academic City (DIAC).

Most notably, and from an HVAC interest point of view, the DIAC building will be over 21% more energy efficient than ASHRAE Std 90.1 (2004). Also, the facility enjoys 30% more fresh air compared to ANSI/ASHRAE 62.1 - 2004: Ventilation for Acceptable Indoor Air Quality standard requirements. It features enhanced levels of insulation and VSDs for AHUs.

Dubai in early 2009 had planned to unveil a legislative framework to support green building design for all buildings in the Emirate, but as the year wore on, it became clear that it would be some time before the document saw the light of the day. In Qatar, Barwa and Qatari Diar introduced the Qatar Sustainability Assessment System (QSAS) to implement green building principles in all future projects. Nevertheless, the pace of action could be quicker.

The intent is positive, be it in the UAE or Qatar, but the world has to recover before things begin to move at a reasonable pace. Will 2010 be the year?

The writer is the Editorial Director and Associate Publisher of CPI Industry, which brings out Climate Control Middle East, H2O and MEGAWHAT magazines. He can be reached at surendar@cpi-industry.com.



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With the emphasis on reduction of energy costs unabated, the controls market has continued to remain buoyant.

Story: Megha Merani

In control

Driven by an emphasis on energy management, as well as a shift towards building automation solutions, the market for HVAC controls has remained resilient through 2009, despite the slowdown in construction activity. The market for controls in the UAE is estimated to be worth Dh350 million, with Dubai still accounting for the majority of contracts. It is expected, however, that there will be a considerable shift in business volumes from Dubai to Abu Dhabi over the next year. Though prospects will, of course, be limited in comparison to post-crisis times, industry members attest that there are still opportunities available within the UAE, as well as the other GCC countries.

Considering the rapid increase in construction activity over the past five years, the region has offered clean-slate project opportunities to implement advanced controls solutions.

A necessity on every kind of project, controls serve to make environments more comfortable, reduce operating costs and save energy. Since energy costs for cooling applications account for a significant chunk of a building's operating costs, as costs continue to rise, owners are increasingly

looking for solutions that enable them to monitor and control consumption. Moreover, as the repercussions of the construction sector on the environment have gained considerable prominence and play key social and political roles in the industry, owners are also continually looking for ways to optimise efficiency, along with providing comfort.

"The market for controls in the Middle East is a growing one, as we see more focus from customers on energy efficiency and sustainability," says Kevin E Melton, Vice President, Controls – Middle East, for Johnson Controls International (JCI). "Sales volumes will continue to grow. All new buildings need controls."

Contrary to some industry perceptions, Melton says that the split between contracts in Dubai and Abu Dhabi is nearly the same, indicating a shift towards sustainability across both emirates. "Some projects are on hold, but there are still lots of projects in Dubai," Melton says and adds, "No orders for controls have been cancelled, though we did cancel some purchase orders in the case of some district cooling projects that were stopped. Some projects we bid for have been delayed or cancelled, but we have no cancelled orders."



Retro-commissioning initiatives, such as at the Empire State Building in New York City, point towards the tremendous opportunity to reduce carbon emissions from existing buildings through energy efficiency.

Arvind Rotiwar, Regional Director (Building Automation), Siemens, agrees when he says that Dubai is currently the predominant source of business volumes, owing to the on-going construction and owing to the projects nearing completion.

In spite of this, however, Rotiwar foresees a shift in the market outlook for 2010. “Next year, there will be a tremendous shift in volumes from Dubai to Abu Dhabi,” he says. “There will definitely be a reduction in Dubai, because lots of projects are being delayed or cancelled, but the construction in Abu Dhabi will compensate for the reduction in Dubai.”

While considering an overview of future prospects, while Melton remains optimistic and sees sales volumes continuing to grow, Rotiwar forecasts a more cynical outlook: “Overall, there will still be a dip in the market with about a 15-20% reduction in market volumes,” he says.

No matter what the forecast may be, there is no getting away from the fact that the cost factor has become more important than ever before. “Our customers are watching how they spend their money very closely in these times, so they want to make sure they get true value for their

money,” says Melton.

Will the crisis compel a compromise on the quality of solutions, though? Melton does not believe so. “More and more customers are looking for innovative solutions in their facilities, such as wireless,” he says. “Customers are looking for control and security systems that make their buildings easier to run. We don’t see any compromises with the requirements in the Middle East.” Melton also mentions that many existing customers, in fact, want to upgrade their controls system to the latest technology.

Although the retrofit market is relatively small due to the fact that the market is still young and price-sensitive, it is gaining popularity. Retro-commissioning initiatives, such as at the Empire State Building in New York City, point towards the tremendous opportunity to reduce carbon emissions from existing buildings through energy efficiency. “Existing buildings are competing with new buildings, to be just as energy-efficient,” Melton points out. So, the drive to upgrade and efficiently operate ageing facilities offers opportunities for advanced controls.

Rotiwar, too, agrees that retro-commissioning of buildings is fast becoming the norm. Building owners and operators are focusing

on the long-term lifecycle costs of owning and operating existing buildings. “Upgrades do take place,” he says. “Lifecycle management plays an important role in keeping buildings efficient, and so, many customers invest in upgrades.”

Also, the growing awareness of green-building concepts has created a greater appreciation for the role of controls. Although a majority of customers in the region are still extremely cost-oriented, and controls continue to be perceived as an expensive investment, energy-efficiency concerns and changing attitudes of end-users provide a strong basis for the development of the sector. “People are realising the impact of controls and BMS in green buildings,” Rotiwar says. “So they are willing to invest more, if it results in saving energy.”

However, this is not without exceptions. Rotiwar reveals that certain segments that do realise the impact of controls and BMS in green buildings, compromise due to cost factors. “There are cases where customers do cringe at the cost and opt for cheaper solutions that are not in line with green buildings, but it depends on the segment,” he says. “For instance, hospitals or hospitality projects would look to assign

“Hospitals or hospitality projects would look to assign greater importance to controls in terms of the long-term lifecycle impact, while some commercial projects are more concerned with the first-cost factor.”

greater importance to controls in terms of the long-term lifecycle impact, while some commercial projects are more concerned with the first-cost factor.”

Trends in the evaluation process also differ, based on whether customers have a stake in the lifecycle of the building. “Basically, some customers are not stakeholders in the lifecycle costs, so the decision is taken based on the initial cost,” Rotiwar says.

Speaking of lifecycle costs, it is important to recognise that selection of controls could impact the long-term lifecycle costs of owning and operating buildings. “Selecting the right type of controls can really help maintain a building over time,” Melton emphasises. Controls calibrate a building to use the right amount of energy, and prevent any waste. “If a building can turn things off when they are not in use, or set temperatures back when they are not in use, reset water temperature, and other such energy-saving mechanisms, then it can make the building 10-15% more efficient,” he says.

On the other hand, controls also play an important role in maintaining comfort-levels for the occupants. At the end of the day, the user simply wants to reduce the operating cost,

which comprises the facilities-management cost and the energy cost, believes Rotiwar. A reduction in cost, however, cannot warrant discomfort to the occupant. The challenge, therefore, lies in striking a balance between saving energy and retaining comfort levels.

“There is no one solution that fits all,” Rotiwar says. “Each building, based on usage, needs a different solution. Solutions have to be customised based on the type of building and the likely consumption patterns of its occupants. As an example, he says, a hospital operates differently from a hotel or an airport, for that matter, so the respective solutions have to be aligned with the way a building is used.

For the end user, Melton says that factors to consider when selecting controls include understanding how well the system fulfils the requirements, and how user-friendly the system is. “For the facilities manager, the main factor to consider would be wireless and remote access, while for the building owner, it all boils down to the operating cost savings he can depend on,” adds Melton.

The good news is that now it is possible to incorporate the concept of Adaptive Control Technology so that the controls

constantly calibrate and seek to achieve the most efficient setting, notes Melton. “Control systems need to provide information to the user and must be easy to use, and the information needs to be in a format that the customer desires, so that one can make data-driven decisions,” he says.

In contrast to traditional HVAC controls, new system solutions include tools that enable facilities managers to perform sophisticated business-intelligence analysis. It is now possible to base operational decisions on real-time performance data. The adoption of web services and Internet communication protocols has further extended the concept of smart buildings by including intelligent analysis of building data.

While the industry is perceived as being very receptive to new technologies, Melton stresses the need to select the right technology for the right application. “In the Middle East, we see consultants looking to put the best system into the building they are designing,” he says.

If one were to cite an example, several people in the Middle East want to use PLC- and SCADA-type process systems to do HVAC controls. “We believe that controls designed for building applications



The client will also have to make sure that he hires people with PLC experience, and typically, these people work in the process area rather than the building-automation area.

work much better and that Process Logic Controllers will work but are rather expensive to use, as well as being difficult for the owner to maintain,” Melton explains. “The client will also have to make sure that he hires people with PLC experience, and typically, these people work in the process area rather than the building-automation area.”

Rotiwar, too, believes that consultants and contractors are open and willing to consider new technologies, especially in cases where the technology proves more cost-effective. He adds that the assimilation and absorption of the merger between building and Information Technology also highlights the importance of competency for manpower.

He, however, emphasises the need to carefully evaluate each individual case requirement before prescribing the solution. “Controls should not be seen as just another product, but rather an engineered and customised solution,” he says.

He points out that the market still perceives controls as ‘commodities’ in many cases. “Controls are not like commodities sold by the kilo,” he says. “Customers need to realise there is tremendous value addition by way of engineering and planning for the exact usage.”

With this in mind, Rotiwar admits that the outlook is gradually changing, but there is still a need to educate customers to see controls as ‘solutions’ versus simply ‘products.’

On this forward-thinking note, despite the trying times, the controls industry is charting its course through the downturn by adopting a total-solution approach and focusing on other GCC markets.

Rotiwar believes the best strategy is to improve services. Adds Melton: “We are concentrating our efforts on providing the total solution to our customers. We are providing equipment with factory-packaged controls. This provides a quality solution at a great price.”

Both Rotiwar and Melton see Saudi Arabia and Qatar as the next boom-towns outside the UAE. Within the UAE, Abu Dhabi is a key focus area.

The writer is a Special Features Writer with Climate Control Middle East. She can be reached at megha@cp-i-industry.com.

PLUG AND PLAY

Why factory-packaged controls are appealing

A plug-and-play solution for controls – factory-packaged controls – offer a single point of accountability for a HVAC and control systems, believes Kevin E Melton, Vice President, Controls – Middle East, Johnson Control International (JCI). They offer increased reliability, because they are engineered, installed, tested and verified at the factory, Melton explains. This, in turn, provides improved quality, because segments are easily accessible. Factory installation of wiring entails minimal penetrations, and temperature and pressure probes are pre-engineered to determine best mounting location, ensuring accurate and reliable readings.

More importantly, says Melton, opting for factory-packaged controls results in significant time-saving due to the reduction in installation time compared to field installation. This allows for units to start running quicker after delivery, and the entire assembly is tight-wrapped to prevent damage and guarantee quality.

Since controls are the last to come on-site, opting for a factory-packaged solution reduces commissioning time-frames and could save two to three weeks on a typical project.

Pumping up the business

What challenges – downturn and otherwise – confront the pumps industry in the GCC as it attempts to push up the numbers?

By Megha Merani

The estimated worth of the GCC pumps industry is Dh1 billion, of which the UAE accounts for approximately Dh500 million. The other 50% is divided among Qatar, which accounts for about 20% of the market; Saudi Arabia, which accounts for about 15%; Bahrain; Kuwait and Oman.

As the volume of construction activity across the region witnessed multiple increases over the past five years, so did the market for pumps. According to a Proleads custom analysis report on pumps, the value of the market between 2004 and 2005 grew by approximately 76%. Moreover, the value of the market for pumps in the GCC has multiplied by almost 17 times since 2005.

For the most part, opportunities for new sales of pumps are visibly affected as a result of the slowdown in construction activity. However, key players in the pumps industry say they continue to maintain a sufficient backlog to see them through the turbulent times. While no one is completely immune to the current economic situation, the pumps industry, the players say, does not face any long-term or critical threats.

Members of the industry agree that while the market is undeniably more cautious now, pumps and other such low-end components in the construction industry have not been as hard hit. Of the overall

construction cost, on an average, pumps make up between one and two per cent of the total expenditure for the project. The majority share of the market comprises pumps that are used in the building service industry, petroleum applications and the industrial sector.

Despite the decline in construction activity, industry members believe that the market for pumps will continue to prosper. Although the pace of projects in Dubai has decreased, projects in Abu Dhabi and other GCC entities present a significant opportunity (see side-bar).

“In a downturn scenario, we are witnessing lower sales,” says Nidal Abi Fakhr, the Division Manager of IIT Pumps. “However, as we already are a well-established player in the market, the backlog of orders is keeping us busy. Abi Fakhr admits, though, that the future depends on how the construction industry develops in the upcoming years.

Fotis Pouloupoulos, the General Manager of Grundfos Gulf Distribution, echoes Abi Fakhr when he talks of the impact of the downturn. Like every industry, the pumps industry is also facing the pinch of the downturn, he says, mainly due to the slowing down or cancellation of projects. However, Pouloupoulos, remains optimistic, owing to what he calls the essential nature of pumps. “The fact of the matter is that water is a necessity for



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human life, as well as at every stage of the construction industry, and pumps are required to make this water available,” Pouloupoulos says. “As long as everybody, every project or industry needs water, the market will need pumps to provide this water when and where required.”

Nadir Ilmas, Sales Manager for the ITT Pumps Division, waves the flag of confidence for the construction industry, which by extension, he says, will augur well for the pumps industry. Saying that the sales of pumps is directly proportional to the size of the construction industry, Ilmas says he believes it is only a matter of time before the market regains confidence and begins reinvesting in construction. “The future of the economy revolves around construction,” Ilmas says. “The main driver of an economy is construction, and the only way to expand is to invest in construction. The growth of any economy and all industries, for that matter, are dependent on construction.”

Given the challenging times, some in the pump industry see a solution in being open to the idea of supplying to all projects, without any reservations whatsoever. Sujith Nair of Flowserve is a votary of such an approach. While earlier, it was a matter of being choosy about what projects to supply to, the focus for some in the industry is to supply to all projects, Nair says.

Another challenge for the pumps industry, owing to the downturn, has

to do with contractors honouring payment terms, points out Rory McCarthy, Executive Director, Ahmed Ramadhan Juma. Inherent in his observation is the fact that only if contractors ensure timely payment will the industry be free from the threat of a cash-flow problem.

These things considered, some in the industry express a feeling that the downturn, strangely enough, is not without some positives. The overall situation is a healthy process for the economy, as well as for the quality of the pumps used in the market, says Ilmas. The current times will drive the importance of quality, efficiency and after-sales service, he says, adding that several smaller companies may not be able to survive and will die out. Adds Pouloupoulos: “With the current potential shown by these markets, the number of brands and competitors is outrageous.”

The emphasis for Ilmas and Pouloupoulos is on quality, downturn or no downturn. For long, the pumps industry has faced challenges owing to contractors compromising on quality, taking only costs into consideration. Also, wrong selection, bad design and poor maintenance have added to the litany of woes. And then, there are issues involving counterfeit or sub-standard products. All these factors, some in the industry feel, affect the overall life, reliability and energy efficiency of a system.

Seen as the heart of the HVAC

system, the pump is critical to the operation of chillers, boilers, cooling towers, domestic water systems and hydronic distribution systems. As a spokesperson for Wilo puts it, a pump is the “key chain link” in an HVAC system.

Pouloupoulos adds that while the pump, at the heart of the system, is a crucial investment, other elements of the system – such as piping, fixtures and coolants – are also important and, undoubtedly, contribute towards system costs. “But to ensure that these auxiliary resources work to their best, it is absolutely crucial that the pumps are of the highest quality,” Pouloupoulos adds.

Elaborating on the quality of a pump, Pouloupoulos says that the life-cycle cost (LCC) of a pump is, indeed, a critical factor in the selection process. In his opinion, over the life cycle of a pump, the initial purchase cost is a mere 20% of the total LCC. “Eighty per cent of the LCC is paid towards other costs, like operational costs, maintenance costs, downtime costs and energy costs. A pump might cost more at the purchase phase, but the benefits of this purchase will be experienced over the LCC of the pump, bringing down the COO (Cost of Ownership) of any system.”

In this context, the main item on the wish-list of established pump suppliers is an enlightened contractor. To a certain degree, contractors tend to care more about the price



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than efficiency, says Aftab Ahmed, Sales Support Manager at Ahmed Ramadhan Juma. Acknowledging that the downturn makes price an even more important factor, he says: “Pricing is bound to be a concern when there’s a squeeze on credit, but we live in an environment where water is critical, and it’s not interesting for a contractor to have pumps fail in 12 months.”

Says Abi Fakhr: “We feel that customers are quality conscious, but are not keen to pay for the quality of the product and the after-sales support. A major cost for a pump supplier goes towards providing efficient and high quality after-sales support, but unfortunately this does not score any merit in price negotiations.” Pouloupoulos adds that most seasoned contractors in the region realise the importance of selecting the right equipment for their projects; however, when they are faced with overall project costs, they tend to sacrifice on certain elements that are not most apparent until the project is in operation.

Many in the industry feel that it is precisely at this juncture that consultants ought to come into their own. Asserting that pumps are complex components and that interaction with the system is critical, they see consultants as being instrumental in adapting specifications and implementing the latest standards. “Manufacturers have the responsibility to provide all technical information; purchasers have to accurately compare all features and not only purchase price,” says the Wilo spokesperson.

Adds Abi Fakhr: “This is where we face our biggest challenge in convincing these purchasers to consider our concept of Life Cycle Cost of the pump and the Cost of Ownership of their system.” In his opinion, contractors tend to look for the best solution at the lowest price level.

A further issue is familiarity, which is likely to cloud judgement. Ahmed talks of how consultants tend to specify to a manufacturer with whom they are familiar. “The challenge is in winning a consultant’s confidence with the product with which he may not be wholly familiar,” he says.

Selection of low-quality pumps could lead to excess energy consumption, noise, lack of reliability and safety issues, owing to leakages and electric problems. Moreover, considering that the main purpose of such systems is to provide comfort to the inhabitants of buildings and facilities, sub-standard pumps, Pouloupoulos says, present the biggest threat towards the loss of this comfort, which impacts on the output and performance expected by the inhabitants of these buildings and facilities. “Imagine customers not willing to visit a portion of a mall that is not air conditioned, the reduction of output from a creative team forced to sit in a heated office floor or, even worse, imagine the failure of machines and equipment, owing to a drop in standard operating temperatures required by these machines,” Pouloupoulos says.

Abi Fakhr and Ilmas rate the HVAC market as being “quality-conscious”, though, owing to design consultants



To ensure that these auxiliary resources work to their best, it is absolutely crucial that the pumps are of the highest quality.

and clients. However, there is a divide, depending on the profile of the projects. Ibrahim El Serafi, Product and Strategy Manager at Ahmed Ramadhan Jumaa, says, “Most quality products would be supplied to high-rise buildings, while lower-end products would tend to have a large market share with villa applications.” Abi Fakhr agrees with El Serafi, noting that the domestic market for pumps has “not yet graduated to the same quality standards” as the pumps used in the HVAC segment. “The market for high quality products in domestic pumping is hardly 50% of the total volume,” says Abi Fakhr. The market for high-quality products is estimated to range between 70% and 80%.

The domestic sector is besieged by another issue – the genuineness of the products. “In the domestic building services segment, we face several challenges in the forms of counterfeits, look-alikes and fakes,” says Pouloupoulos. “However, these are in the ultra-price-conscious, end-user markets. In industrial and commercial segments, like HVAC and plumbing, where pumps are key to the efficiency of these systems, Pouloupoulos does not see this as a problem. “As long as project managers follow the specifications set by designers and engineers, there are little chances for counterfeit products to enter these professional market segments,” he adds.

Ilmas believes that while counterfeits are available, customers recognise the trade-off they are making. “Though counterfeits from China and India

are available in the market,” Ilmas says, “customers realise that they are compromising on after-sales service and support.” Serafi notes a significant volume of counterfeit products from the Chinese mainland. “We are working with our suppliers, their legal departments, and the Ministry of the Economy to put a stop to this,” he says.

Pouloupoulos is upbeat, despite the scourge of counterfeit products. In his view, the dawning of the Green era is likely to check the flow of counterfeits. Add to that the current recession, where energy savings are being viewed as a useful ally to cut costs. Green and the recession, Pouloupoulos says, have set the stage for investment in quality, as more and more governments and companies work towards protecting the environment, as well as towards achieving energy savings. “Most certainly, the easiest way being sought by everyone to journey out of this recession, is the path of cost cutting,” Pouloupoulos says. “This does come at a sacrifice of efficiency. However, with the recession leading to a drop in commodity prices, we have experienced that projects are rolling back into re-tendering stages. Here the savings from cheaper raw-materials are being transferred into more efficient and green solutions.”

Further, Pouloupoulos highlights the benefits of suppliers contributing inputs to the design of efficient systems, in conjunction with consultants and contractors. “After all, a sustainable future is only possible if we act together,” says Pouloupoulos.

“Energy-saving devices are becoming much more prevalent,” agrees Serafi. “An example of this is in the Masdar Institute, which is devoted to the study of sustainable technologies, while a different example comes in the use of a variable frequency device to regulate water demand with supply in the Burj Dubai.”

Abi Fakhr and Ilmas note an increasing trend in LEED consultants selecting higher-efficiency pumps. “It is very important to select an efficient pump, especially for the HVAC industry, as pumps run 24x7 in HVAC applications,” says Abi Fakhr. Moreover, a few percentage points of savings, he says, can generate savings of thousands of dollars in annual operating costs for the end user.

Pump efficiency is closely related to the shape of the impeller, and the choice of the impeller shape is usually dictated by the operating conditions and manufacturer design, explains Abi Fakhr. Surveys have shown that pump efficiencies can range between 60% and 90%, and testing also shows that smaller-capacity pumps exhibit lower efficiencies than higher-capacity designs, he adds.

However, Ilmas points out that while consultants do specify “highest efficiency”, contractors look for “highest efficiency, at the lowest price”. He explains that while a pump that achieves even a 2-3% higher efficiency can result in significant energy savings, the cost of the higher-efficiency pump is nearly double that of the one with efficiency that is two per cent lower.



Pricing is bound to be a concern when there's a squeeze on credit, but we live in an environment where water is critical, and it's not interesting for a contractor to have pumps fail in 12 months.

This is because of the very high percentage and quality of copper used to manufacture the pump.

Pump selection is a vital opportunity to improve the performance and reliability of an HVAC system. Says Pouloupoulos: "In simple words, any pump integrated into a system is expected to deliver a liquid to a particular head (height) at a particular flow. The efficiency of the pump is measured in its ability to deliver these parameters at the consumption of a particular amount of energy. A pump run by a motor can be measured for the efficiency of its pump end and its motor. With pump and motor efficiencies reaching high levels, such as 85%, there is certainly not much room for improvement. This puts the onus on designers and engineers to select the right pump for their applications." He reiterates that the best of pumps can fail or perform with low efficiency if expected to work outside the system design.

The efficiency, life and maintenance of a pump depend a great deal on the system's design and installation. A successful pump installation requires design and operating practices that will ensure the system operates as efficiently and reliably as possible.

Key factors to consider are: first, that the pump selected is the correct fit for the system, based on the design of the system; second, that the installation of the pump is correct; and third, that it is protected, based on the environment it is exposed to.

Says the spokesperson from Wilo: "The quality of pumps, by itself, is nothing, if used in incorrect conditions. Wrong selection will lead to lack or excess of performances, noise, excess energy consumption and, in the worst cases, to failure." Abi Fakhr agrees, adding that if the pump is selected rightly, the system will be quieter, more reliable and more energy efficient.

Another design factor that could lead to pump failure includes overdimensioning the pump. This can leave the pump operating well beyond its operational capacity, leading to severe failures. Says Pouloupoulos: "Pumps are also used for system flushing, which damages the shaft seals, which can become a minor failure. Also a big part played here is that of faulty installation issues related to foundation and pipe works."

However, no matter how good the design, pump systems can operate effectively and efficiently only if maintenance schedules are adhered to. Ilmas asserts that a major cause for pump failure in the region is poor maintenance and water quality. He highlights that it is common for equipment to wear out sooner due to design not accounting for protecting equipment against environmental factors. Not doing so will corrode the equipment, which will decrease the life of the pump and increase maintenance costs. "All exposed equipment need to be protected against corrosion," Ilmas says. "Contractors should be more liberal with using anti-corrosion

paint or corrosion-inhibitors to treat the water the pump is exposed to. It's a simple thing to do and doesn't cost very much, but many times even consultants don't bother with specifying this requirement, unless it is in their contract."

Pumps require routine service and maintenance, irrespective of size or application. Neglecting recommended maintenance schedules or failing to diagnose issues in time could result in having to replace an entire unit, in some cases. The cost of repair is only a fraction of the cost, when compared to the cost of a new pump "We see more pump repairs than replacement," says Abi Fakhr, "and the replacements are usually done once the pumps have crossed their life span and have irreversible damage to casted parts, such as the casing, impeller or bearing assembly."

Repair costs vary, depending on the size of the pump and the type of failure; generally, for bigger HVAC pumps, most minor repairs can cost up to five per cent of the cost of the pump, and major repairs can amount to around 15% - 20% of the actual cost. On an average, the life time of a pump ranges from 10 to 25 years, depending on the application. While the standard warranty provided by most suppliers is a year, it is possible to extend the warranty by as much as five years.

Too often, though, maintenance is ignored until something goes wrong.



With pump and motor efficiencies reaching high levels, such as 85%, there is certainly not much room for improvement. This puts the onus on designers and engineers to select the right pump for their applications.

Into the bargain, the resulting costs from pump repairs and disruption to building operations typically exceed the cost of ongoing pump maintenance. “Often, this maintenance is not managed professionally and is neglected, until failures occur,” says Pouloupoulos. Maintenance problems can range from improper alignment of a pump and motor to simple oversights, such as the insufficient greasing of the bearings. Says Abi Fakhr: “All pumps need periodical

re-alignment and lubrication, which are usually ignored by plant operators. A non-aligned pump will induce unbalanced forces, leading to premature failure of the bearing, mechanical seal, shaft and, sometimes, the complete bearing assembly.”

Key maintenance issues also include repeated mechanical seal failure, bearing failure, abnormal noise from bearing assembly, excessive vibration, excessive heat in bearing assembly, fluid leaks

and heat rise, owing to abnormal current. “Failure,” Serafi says, “can also be prevented by making sure customers have the proper training and correct information.”

In the larger scheme of things, customer training may be perceived as being insignificant to other business activities to generate business. With a downturn upon the industry, though, every small measure counts to drive up goodwill and revenues.

SPREADING THE WINGS

The market may be down in Dubai, but Qatar and Saudi Arabia hold the promise of opportunities

Considering how much more competitive the market is about to get, Nadir Ilmas, Sales Manager for the ITT Pumps Division, perceives the present as a time for bigger players to “consolidate and energise”. In addition to differentiation based on after-sales service and support, solution development and design assistance, and diversification, members of the industry are also focusing efforts in other GCC markets. “On a marketing and sales standpoint, our focus is diversifying,” says Ibrahim El Serafi, Product and Strategy Manager at Ahmed Ramadhan Jumaa. “Yes we are affected in building services, as is everyone, but our focus is shifting towards value-added solutions, fishing in more than just one pond.”

Fotis Pouloupoulos, the General Manager of Grundfos Gulf

Distribution, perceives all markets as being highly competitive, but says that different markets are targeting different prospects. He highlights opportunity with the fact that the UAE is focusing on Green Building standards, with the other markets following suit.

While the top players are represented across the GCC, some are looking to further expand presence and focus on other GCC markets. Nidal Abi Fakhr, the Division Manager of ITT Pumps, sees Qatar as being a very promising market for pumps. Agrees Ilmas, “The advantage with the way projects are managed in Qatar is that the money is in the bank before a project is announced.” This, he says, ensures the sustainability of the project. While Abu Dhabi, Oman, Bahrain and Kuwait all offer opportunity, Ilmas sees Saudi Arabia

as the next big market to focus on. In fact, as a part of its strategy owing to the downturn, ITT is in the process of setting up two offices in Saudi Arabia. Ilmas highlights that Saudi, is in fact, the biggest market in the GCC. With huge oil reserves, a population of approximately 35 million, as well as the fact that 70% of the population is below the age of 30, the development needs to keep pace with the growing population. Ilmas also says that Saudi Arabia is becoming more open in terms of its business approach.

At the end of the day, it’s all a “matter of confidence” in the market, Ilmas believes. “The market,” he says, “will recover, and people will start re-investing as they gain confidence based on positive indicators.” –MM

Pushed by a resolute district cooling industry, sub-metering has come of age in the Middle East.

Megha Merani reports...

Individual attention

In 2008, tenders for approximately 50,000 BTU meters were issued in the UAE. Taking into account the rise in construction activity, along with the increased focus on energy efficiency, the increased demand for district cooling in this region is what has created the demand for metering systems over the past four years.

Considering the soaring application of district cooling systems in the Middle East over the past decade, the utility is now applied as standard on new large-scale developments in the region. Implemented primarily for its efficiency of operation as compared to the use of traditional individual chiller systems, district cooling offers the ideal solution to reduce energy consumption for the region's cooling requirements.

Initially, district cooling applications relied on a bulk metering system, to determine usage of chilled water. This system measured the overall consumption of the building by connecting a single meter to the building's mains supply. In such cases, consumption costs were divided between end-users or tenants on a fixed-rate system, based on the square-foot area leased rather than energy consumed. This system, however, offered no motivation for users to be judicious about their consumption. Moreover, owing to the ambient weather conditions in the Middle East region, energy consumption for air conditioning has

become a serious as well as expensive problem. Not only are developers and facilities managers constantly under pressure to lower operational costs of their premises but so also are owners and tenants, who face the heavy charges. For this reason, it came about that the payments for utilities be based on measured-use.

Sub-metering offers the end-user incentive to conserve utility resources and a consequence for wasting them.

"Up until about four years ago, there was no requirement for BTU meters," says Najeeb Khanfer, Area Manager for Controls at Saif Middle East. However, with the rise in construction activity and the number of investors, the installation of meters to monitor energy consumption became a necessity, he adds. In Khanfer's view, installing meters in individual apartment units also provides clients a quicker route to earn quicker returns on the invested cost of air conditioning.

"All buildings now used chilled water for cooling," says Emceel Arnouk, Sales Engineer at Ambience Technology. With the rise in the number of investors of individual apartment units in multi-unit buildings, calculating energy consumption for each respective unit has become necessary, Arnouk says. "There are no other options and no other way to charge consumers," he says. "Moreover, giving consumers their own respective bills empowers



Sub-metering offers the end-user incentive to conserve utility resources and a consequence for wasting them.

them to take control of their usage patterns. Having a sub-meter makes consumers cautious, thus driving self-motivating change towards energy conservation.”

Moreover, receiving monthly bills for cooling, allows tenants to take steps towards lowering or managing their consumption more effectively. For example, tenants may raise their room temperature rather than keeping it below comfort level. Also, they may refrain from keeping their air conditioning on all the time. Says Heinz Keller, Technical Manager, Techem Energy Services Middle East: “All apartments in buildings, either under construction or already inhabited with a central air conditioning system (chilled water) should be billed according to consumption. The whole purpose of consumption-based billing is to create a financial incentive to save energy.” Therefore, metering is a good way of achieving awareness amongst end-users.

Installing separate meters in every property unit makes it possible to accurately measure and record the consumption of each area of the building. Further, with the sale of so many apartment units, the calculation of consumption for individual units is implemented not only for billing purposes but also for analytical purposes. The data obtained from monitoring energy consumption is useful to facilities managers and building owners in order to identify areas to improve energy and cost savings.

While BTU meters are a necessity now, it is important to understand that the meter is not a stand-alone product but rather a key component of an intelligent building system. Some of the other costs to consider for components of the system include cost of installation, cabling and software. Meters are supplied to projects as part of the system the project is implementing for its metering needs. A fact to note is that the cost of the meter gets distributed across the overall system cost, based on the number of meters required. For example, in case of the software installed to monitor and manage the readings from the sub meters, if the number of meters the program can track is 100, but the number of meters installed is only 10, then the distributed cost per meter would be higher than a case where more than 10 meters are installed. The average cost of an individual BTU meter ranges between approximately Dh750 and 2,500, depending on the type and the quality.

The efficiency of the installed meters is of critical importance to utility companies, as well. While it is important for end-users to be billed correctly, it is also a matter of revenue and profit for the utility providers who invoice the customers.

In terms of the technology itself, one of the major innovations in metering has been the automatic meter reading (AMR) system. In such a system, a communications bus collects

consumption readings from each meter, and saves it onto a computer. This data is, then, transmitted to a central control room for billing purposes. Earlier applications transmitted the data via fibre optic cables; however, today, wireless communication systems have been developed.

“As long as there is construction, there will be a demand for meters,” Khanfer says.

“The billing for the air conditioning, according to consumption, is a relatively new service in the UAE, so the expected growth rates are high.” Currently, of course, the metering industry is facing a slump in business, owing to the financial downturn. This, Arnouk says, is owing to the fact that business comes from the contractors, several of whom are affected in cases where projects have been put on hold or cancelled. However, since the rest of the region also experiences similar ambient weather conditions, the key players in the industry are optimistic that other GCC countries present business opportunities.

Qatar and Saudi Arabia are seen as the most active markets outside of the UAE. Their comparatively robust financial state should translate into steady prospects for the metering industry. The business opportunities there, it is believed, will help the industry tide over the slump in other areas.

Evaluating with the times

In the case of valves, costs can often be reduced by using different approaches to traditional schemes and by utilising 'smart' solutions. Megha Merani reports on how the valves industry in the GCC is reacting to the extraordinarily challenging times that we find ourselves in.

The market for valves in the UAE is estimated to be worth Dh 400 million. Valves account for between three and five per cent of the total construction cost of a project, depending on the type and application. On an average, a single villa uses about 18 valves, while a typical high-rise building could use between 900 and 1,000 valves. The expenditure on valves for a single high-rise tower could be as much as Dh900,000, and on an average, the cost of valves ranges between a minimum of Dh300,000 and 400,000 per project.

Essential to virtually all manufacturing processes and every energy production and supply system, a valve is one of the most basic and indispensable components of an HVAC system. Without valve systems, there would be no fresh pure water or automatic heating in homes, nor would there be public utilities, and beyond coal and wood, almost no energy of any kind.

A critical component in construction projects, the market for valves has been fuelled greatly by the acceleration in construction expenditure, and, in particular, by a strong increase in residential construction spending over the past few years. "The market demand has been driven by the rapid growth experienced in the region over the last five years," says Colin Bridges, Technical Director (Middle East, Africa and India) at Tour and

Andersson (Middle East, Africa and India). Adds Ian Marshall, General Manager of Flowtech, Dubai: "There was a healthy demand for valves even five to 10 years prior to the construction boom, owing to the market for oil and gas projects. The valves market is flexible, as it is not necessarily limited to any particular industry or sector. Valves are a part of every construction, be it a factory, a refinery, a civil or commercial building, a beverage plant or a chemical facility."

However, taking into account the slowdown in construction activity, the market for valves is also affected. Members of the industry do admit that, at present, sales volumes are affected and feel that some suppliers may need to step-up sales efforts in other markets and to consider focusing on multiple sectors. On the other hand, however, there is also optimism that the current situation will help regulate the market as well as present industry members an opportunity to differentiate their respective product offerings and increase market share.

Quoting a recent Proleads market report, Marshall says: "In mid 2008, the UAE alone had over 1,200 construction projects underway valued at over \$1.4 trillion. Over 50% of these are now reportedly on hold or suspended. Yet as of August 2009, 900 billion dollars worth of projects are still planned or underway. The



The valves market is flexible, as it is not necessarily limited to any particular industry or sector.

markets will for sure follow the up and down trends related to the global economic crisis, but I would still be optimistic for the region and its growth in the long term.”

Concurring with this outlook, Royce Paul, the Regional Sales Manager of AVK Middle East, Dubai, says: “Of course, the valves industry has grown enormously during the past five to seven years; the construction boom had grown the valve business vertically, which no one could predict. It was a bonus for the industry. We do not predict a similar volume of business from the UAE in the coming two to three years. We can imagine that the entire construction-related sector right from infrastructure to inside the building in affected; thus, the valve suppliers to these market segment are affected.” However, Paul sees the economic crisis as simply being “a correction process” and believes that the market will stabilise shortly with projects picking up. Corroborates Fadi Alameddine of Flowline Controls, Dubai, “I would rather think of the markets as stabilising in Dubai, rather than in terms of a downturn, as the demand we saw from 2005 until Q3 of 2008 was extraordinary.”

“Certainly, volume sales will be affected in a market which has slowed down,” acknowledges Marshall. “If you had, let’s say, 10 large projects requiring ‘thousands’ of valves per project last year, and this year there are only three projects, then the

volume has shrunk drastically to maintain ‘enough market’ share for each manufacturer’s projections. Therefore, the focus market for the manufacturers may change away from construction, and more, towards oil and gas, or they may be forced to focus on other active markets or regions entirely.”

Bridges agrees it is true that there is less work about, as construction slows, so overall volumes will diminish in line with that reduction. However, he also perceives this to be an opportunity for companies to take market share from competitors who are failing to improve and develop their offer. “What is satisfying is that the demand for better value challenges us to justify and explain our offer,” he says. “Costs can often be reduced by using different approaches to traditional schemes and by utilising ‘smart’ solutions.” Mansour Bashar, Operations Manager at Belimo Automation, agrees with Bridges. “There is a need for the industry to change its approach in terms of selling the products,” he says. The post-economic crisis ‘sales culture’, as Bashar calls it, was a short-term, aggressive approach. “Such a culture does not offer commitment,” he says. “And it is not focused on building relationships and partnerships, but rather on simply “making an instant sale and delivering the product sold. It is important to recognise that a business must be based on long-term relationships, and trust, where

we educate the customer and work together to find the best solutions to match their budget and need. Sellers need to be proud of their products, not prices.”

Bashar believes that transferring an education and training culture to the customer will help the industry improve the quality of solutions implemented. “In fact, it is based on this very philosophy that we have launched a training centre to propagate awareness of new technologies and concepts in the HVAC industry,” Bashar says. “The centre advises customers on product selection and compatibility, and is open to consultants, contractors, as well as others in the industry, interested in obtaining advice or testing their products, regardless of whether they are Belimo product users or not.”

Marshall, too, sees customer service as a key area of importance. “The level of service we provide to our customers, in terms of support and backup, must not decline just because there is a downturn in the sector,” he says. “We are definitely looking to provide the same level of services that our existing customers have come to expect from us over the last decade in current and new markets.”

As a result of the slowdown, members of the industry are now looking to focus on other emerging markets across the GCC. Says Bridges: “Like many companies, we



If we are able to explain the real benefits of effective balancing, then the tiny cost (as compared to the build cost) of efficiently balancing and controlling the energy consumed by the HVAC system, will be seen as a very necessary and sensible investment.

have seen a global slowdown and are focused on realising growth where it exists. Saudi Arabia and some of the other GCC countries are less affected by the economic downturn, so clearly it makes sense to re-focus in these areas.” In his view, outside of the UAE, Saudi Arabia offers the most prospects. Concur Marshall, “I would say Saudi Arabia remains the biggest market and also the one with the most opportunities at this time.”

For now, however, the fact remains that sales volumes are visibly affected, and as the crunch continues to bite, the cost factor is extremely prevalent. In such a scenario, the general opinion in the industry is that while some clients will continue to give quality its due importance despite the financial climate, others have and are likely to compromise on quality. “There will always be a sector of the market that is entirely cost driven,” says Bridges. “However, if we are able, and the evidence is that we are, to explain the real benefits of effective balancing, then the tiny cost (as compared to the build cost) of efficiently balancing and controlling the energy consumed by the HVAC system, will be seen as a very necessary and sensible investment.” Adds Paul: “The approved list of manufacturers for this market segment does not include manufacturers who compromise on quality, and so the possibility of adding cheaper, lower-quality products to the list is very low at the moment. We do not think clients will compromise on quality for price.”

Bashar, however, is of the opinion that the mentality of several contractors in this market is purely

cost-driven. “Contractors are only concerned with the initial cost of construction,” he says. “The warranty on the construction is only for one year, so the contractors only require the buildings to operate for a year. Moreover, at the end of the day, the developer trusts the contractor, “but they don’t care about the operating or lifetime costs, or the expense associated with replacement and maintenance.” Agreeing with Bashar, Marshall asserts that it is fair to say that during any downturn in business, vendors will try to sell their products cheaper. That is the case with the valve industry, as well, he adds. “Buyers will also always look for ways to save money in the short term.”

However, doing so overlooks the importance of the valve as an integral part of the system being constructed. For this reason, it is imperative to understand what the key risk and cost factors associated with selecting poor or sub-standard quality valves are, and just how ineffective the lowest quality of valve products can be. What developers and contractors need to realise, Bashar says, is what counts at the end of the day. “If you compare two buildings – one that uses, say, low-quality materials and costs less to build, and the other that uses high-quality materials but cost more to build – you will find that when you operate both buildings, the energy consumption of the building that uses higher-quality materials, is lower. The fact of the matter is that energy means money, and using lower-quality products means you are consuming more energy and spending more on energy.” Moreover, a lower-quality



In selecting a poor quality valve, the pipe system is put at risk of underperforming.

product, Bashar adds, will also have a shorter life time and have higher maintenance costs associated with it, thus making it a more expensive option for the operators in the long term.

Concurring with Bashar, Paul says that in selecting a poor quality valve, the pipe system is put at risk of underperforming. Moreover, there can be enormous loss of time, money and man-hours due to valve failures in the system, he says. “The amount of money saved by procuring a poor-quality valve is negligible when compared to the financial losses incurred due to system failure,” Paul says. “In buildings where poor-quality materials are used, it follows that the risk of failure is greater.” Adds Bridges, “The integrity of the HVAC system is only as strong as its weakest component.” Further adds Marshall, “In the worst cases, a valve failure at a storage facility or a power plant could interrupt water or electricity supplies to housing.”

While the average lifetime of a valve ranges between 15 and 20 years, there have, in fact, been cases of projects in the UAE where consultants have rejected the valves used during even the testing and commissioning stages of the project. Bashar says that Belimo has come across cases where there have been problems on projects before they are even in operation. In such cases, there has been a need to retrofit the entire range of valves and actuators on a project, because the ones used prior to them were of such poor quality that they failed to operate properly. In this way, opting for poor quality resulted not only in additional

time taken to complete the project but also further addition to the initial cost. “Selecting quality is what will count in the future,” Bashar says. “Contractors and developers should calculate the energy consumption for 10 years, take into account the percentage of replacements and maintenance costs and add them to the initial cost. And this whole calculation is what should be considered as the final cost. Moreover, contractors need to look at the big picture and compare overall cost savings rather than just compare the cost of different valves.”

While some contractors do compromise on quality, based on a cost-driven rationale, in some cases, even though they opt for quality, poor selection based on cost factors, also presents an issue. “In some cases, customers use smaller or incorrect sizes to save on cost,” Bashar says. In some other cases, improper selection is owing to a lack of adequate knowledge, which is also a significant challenge to consider. Bridges explains that the right product can only be sourced when knowledge is applied to not just the selection but also to an understanding of the application. “Not asking the customer sometimes difficult technical questions is the most common cause of failure in this area,” he says. “For example, a balancing valve selected based on a line-size criteria, with no thought to the flow rate, can result in the valve being bought, installed and completely unable to be used to read the flow rate. Further, a differential pressure control valve, bought solely against flow rate and line-size data, without reference to the differential pressure it is being asked to control can have

disastrous and expensive results.” Adds Alameddine: “Improper valve sizing yields to inefficiencies. The problem with control valves is that sometimes, poor performance goes undetected, and so a valve may throttle yet completely miss the set point target.”

It is for this reason, Marshall says, that it is important to remember what the function of a valve is. “The valve is used to control the flow of fluids, gases or solids,” he says. “Irrespective of the application, the valve is an integral part of the system it is operating in. If the valve is used on a storage tank full of acid, the effect of using a cheap valve, which fails after a couple of weeks, could be catastrophic. A cheap valve that fails on a cement truck delivering cement to site would not be considered a disaster, but it would still result in wasted product and time and effort to re-supply.” For this reason, Marshall adds, it may not always be clear what is meant by ‘cheap’ but material selection is a key factor in any valve selection, and this should be backed up by a robust quality assurance system from the manufacturer and a similarly robust maintenance programme from the end-user. “A high quality valve that is not maintained correctly will also prove ineffective in the long term,” Marshall adds.

Moreover, valve selection factors could also affect the long-term lifecycle costs of owning and operating buildings. As a matter of fact, says Marshall, consultants and purchasers often ask about the lifetime and maintenance of a valve; however,



I would rather think of the markets as stabilising in Dubai, rather than in terms of a downturn, as the demand we saw from 2005 until Q3 of 2008 was extraordinary.

the answer depends entirely on the application that the valve is handling. “Let’s take a valve handling seawater, which opens and closes five times a day,” Marshall says. “If the valve is made of a material that corrodes in sea water, it might last a month or less! If it is made of materials that withstand seawater corrosion, it might last a year. Correct valve choice, in terms of design and materials for an application, directly influences maintenance frequency and the type of maintenance required.”

Furthermore, the overall system’s performance is dependent on the type and the quality of the valves selected as well as the design of the system. “Some attention must be made to the components that are interconnected,” Bridges says. “For example, it is not so good to have great balancing, control and the ability to compensate for differential pressure variations in a system, and then pay little or no attention to how the pump is going to be controlled.”

Several other factors must be considered when selecting a valve. Says Marshall, “The application and media type (liquid, gas) is the starting block, followed by the materials chosen to handle the product.” Agrees Bashar: “Understanding the application is most important. Then comes proper sizing, which is based on the flow rate and pressure drop, as well as the type of control (whether integrated or stand-alone). Adds Alameddine, “Overall, the factors to consider when selecting a valve are “maximum/ minimum flow rate, maximum inlet pressure, differential pressure across the valve, how

prominent are pressure changes on the line, actual valve duty, and how critical is the duty.”

Indeed, complexities abound while selecting a valve. And it is for this reason that many in the industry believe that the right people should be consulted. “If you are not sure, always consult an expert,” Bridges says. “The selection will, or should always be made after the duty and application are well understood. I often see cases of correctly sized valves incorrectly installed and unable to do the job they are there to do. So it’s really about getting all the information beforehand to ensure the job can be done correctly.” Bashar says it is a matter of raising awareness and educating the user. “Rather than send us an order for the valves requirement,” he says, “it would be better for buyers to discuss their requirements with us, so we help them through the selection process.” Bashar mentions coming across cases where sometimes, consultants specify a higher-end product when the application does not require it and could use a simpler and, in fact, more cost-effective alternative. “In such cases, we try and educate the customer and work together to find the best possible solution,” he says. Adds Bridges: “We now have very good software and people who will ensure the right products are sized and selected for the appropriate application. It is a good idea for users to always talk to a supplier or manufacturer who understands not just his own product but also has some knowledge of how it will work in their system.”

“There have, in fact, been cases of projects in the UAE where consultants have rejected the valves used during even the testing and commissioning stages of the project.”

In addition to a proper selection, it is crucial to understand how valves can contribute to energy efficiency. The role of the valve is crucial in water systems, because it controls flow and pressure, releases air and prevents backflow. According to Minimising Energy Consumption Through Valve Selection, a paper presented by Val-matic Valve and Manufacturing Corporation, at the American Water Works Association Conference in 2003, “One important characteristic of valves in water pumping systems that is often overlooked is the valve’s ability to minimise energy consumption. Most engineers are familiar with valve headloss calculations and how they can predict pumping costs but few are aware that the published headloss characteristics of valves presume optimum valve operation (that is, full-open), which can be affected by valve sizing and flow velocities. Further, studies have shown that the use of air valves can improve the flow efficiency of a water pipeline and, thereby, reduce energy consumption. With an understanding of the effect of various valves on the energy consumption of a system, engineers can calculate the life cycle costs of valve alternatives and make the best decision for the water utility.”

Energy efficiency has assumed added importance, what with the green building drive well upon us. Today, energy efficiency is not an option but a clear necessity. “Valves can contribute to green building by operating without leaks (fugitive emission) and by using low power operators,” Paul says. “A good quality valve would reap cost benefits for the system.”

Adds Bridges: “Using variable speed pumps and correct balancing are recognised for LEED accreditation. Having within the system devices and valves that can work well with a dynamically controlled network is essential for creating comfort conditions and realising the energy saving potential of variable volume systems. Matching demand with supply in a variable volume system is all about good balancing and control.” The more accurately a valve is chosen with regards to the application it is in, the more efficient it will be in terms of handling the product in the line, adds Marshall. “This, in turn, will affect the valve’s longevity and its ability to minimise any negative effects towards the sustainability of the building or construction it is used in,” he says.

Furthermore, Bridges says that although the awareness on energy issues was very small before the construction boom, the growth of the industry has brought about increased awareness. “The awareness will only grow,” he says. “However, the market has slowed and clients increasingly want better value from their investment, so the value of these types of products needs to be better explained and understood.” In addition, with the increasing cost of energy, Bashar sees an increasing demand for energy-efficient solutions. However, he believes that the implementation of ‘green solutions’ are still in the initial phases for this market. “It is a matter of education, and we are working towards increasing the awareness-levels and knowledge of how our products can contribute to efficiency,” he adds.

In Bashar’s opinion, consultants are interested in learning about new products and solutions. However, it does take them time to actually start using them. “Sometimes, the consultants are hesitant to implement newer, more efficient products, owing to the cost factor as well as the risk associated with trying it first,” he says. “The mentality is that because it is new they prefer to wait until they have seen it being used elsewhere.” Adds Bridges: “It has been my experience that the rate of change being seen in the HVAC industry today has never been so great. The HVAC market 10-15 years ago was always considered fairly conservative, but this is no longer the case. Knowledge-based solutions are more appreciated in a market looking for better value. However, time is usually the greatest constraint, and building trust through acting with integrity is key to our business. We need to better explain our proposals in order that the client can have faith in what we do.

Marshall feels that some consultants are more receptive to change than others. The general feeling is that if a specification has worked for many years, then “why change it?”. In his opinion, with modern materials, combined with computer-controlled accuracy of design, there can be several new avenues for consultants to explore, which are not necessarily any more expensive than what they already specify. The long-term benefits of correctly specified materials, Marshall believes, cannot be underestimated for a customer’s application.”

Alameddine sounds a note of caution,



A balancing valve selected based on a line-size criteria, with no thought to the flow rate, can result in the valve being bought, installed and completely unable to be used to read the flow rate.

though. “Manufacturers make many marketing assertions,” he says. “Many make perfect engineering sense, but a good bit of them are overstated claims. The thing to remember is that control valve fundamentals apply to all new innovations, and the proof of concept must be put on the shoulders of the manufacturers to support their statements technically.”

Paul, however, finds that consultants today are very specific about the selection of the valves for the applications, and are keen to know of new developments in technology, as well as whether it is advantageous to incorporate these in their design. “We are quite fortunate to have the presence of many well known international consultants here who are updated with all the latest technologies and are ready to accept better products for higher performance,” he says. In Paul’s view, a lot of new developments have taken place in the valve industry over the past few years. Developments in the form of lighter valves, like butterfly valves, instead of heavy gate valves; intelligent and smart positioners for optimum performance; zero-leakage, metal seated valves; low-torque designs and specialised packing against shaft leakage indicate that the industry is moving towards innovative designs with special emphasis on performance, quality, safety, ease of operation, online maintenance or maintenance-free designs. “A valve which can provide all these at a competitive price will be the dream of a valve supplier and will revolutionise the industry,” Paul says.

In addition, Bridges believes that as energy costs continue to rise and as awareness increases of the need to use it more efficiently for environmental as well as commercial reasons, products that maximise the use of energy will become vital. Energy is consumed by chillers and pumps, so it follows that balancing and control will remain key areas of interest for development. “Balancing and control will get better, and devices will be more accurate, control more efficiently,” Bridges says. “And I believe system designers will look more closely at how components dynamically interact with one another within a working system under all conditions, not just full load. Combining balancing and control, and an increased understanding of the important role of differential pressure control are recent and important developments.”

In Marshall’s view, more emphasis should be placed on ‘smart’ technologies. “While the technology itself is not new, the idea to use it is still relatively new to being taken up in the region,” he says. “By that I mean technologies that allow end-users to monitor the behaviour of their installed valves, cycled times, history of performance. That way, maintenance can be performed more accurately and when required instead of not at all or at the last minute. The long term benefits will show in reduced product losses and less downtime for irregular maintenance.”



District Cooling
District Heating
Industrial Refrigeration
Renewable Energy Systems
Turbine Inlet Air Cooling
Combined Heat and Power



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Fax +971 4 341 9112

P. O. Box 4208
Abu Dhabi, UAE
Tel. +971 2 644 7892
Fax +971 2 644 8985

info@adcenergysystems.com
www.adcenergysystems.com

Absorbents

Jiangsu Shuangliang Airconditioning Equipment Co
 Soldia Corporation
 HMA Consulting

Access control

Al Futtaim Engineering
 Siemens Ltd Saudi Arabia
 SPX Cooling Technologies

Accessories and spares

Alfa Laval Middle East Limited
 ADEAREST
 Aspen Pumps
 Baltimore Gulf
 Dolphin Radiators & Cooling Systems LLC
 MAHY Khoory & Co
 Sameer Abbas General Trading
 UniGulf Development LLC

Accumulators

ADEAREST

Acoustics, acoustical covers

Rio Electromechanical LLC
 Warren Controls
 Inter Cool Central Air Conditioning
 SPP Pumps Ltd
 Al Futtaim Engineering
 FlowLine Controls
 ALDES Middle East FZE

Actuators

Belimo Automation
 FlowLine Controls
 SAV Systems
 Tour and Andersson (Middle East Africa & India) Limited
 Superior Pipeline Fittings FZE
 Uponor GmbH
 Siemens Ltd Saudi Arabia
 Econosto Mideast B V
 Flowtech LLC
 Tyco Valves & Control Middle East

Additives, oil refrigerant

Kemaya House International
 Sameer Abbas General Trading
 Heat Shield Air Conditioning and Accessories Trading Est

Adhesives

Bayer Middle East FZE

Bahwan Technical Contracting Co
 Heat Shield Air Conditioning and Accessories Trading Est
 Unigulf Development LLC
 Mariam Trading Establishment
 UniGulf Development LLC
 Ductmate Industries, Inc

Adhesive tapes – duct sealing

AFS Flexible Duct Co
 Bahwan Technical Contracting Co
 Focus Air Conditioning Industries
 Kemaya House International
 Mariam Trading Establishment
 Sameer Abbas General Trading
 Soldia Corporation
 UniGulf Development LLC
 Ramesh Hira LLC
 Ductmate Industries, Inc

After-coolers

Al Futtaim Engineering
 Dolphin Radiators & Cooling Systems LLC
 FlaktWoods LLC
 Heat Shield Air Conditioning and Accessories Trading Est
 SPP Pumps Ltd
 A+ Cleaning Services LLC
 Wesper
 VTS Clima LLC

Air-handling units

A Daikin McQuay Middle East FZE
 Airwell France SAS
 Al Arif Air Conditioning Systems LLC
 Al Futtaim Engineering
 Alfa Laval Middle East Limited
 Bahwan Technical Contracting Co
 Blue Star Middle East (Blue Star Limited)
 Bin Dasmal Air systems Industries
 CIAT Middle East
 Elta Fans Ltd
 Greenheck Fan Corporation
 IMEC Electro Mechanical Engineering
 Inter Cool Central Air Conditioning
 Johnson Controls Dubai
 Leminar Air Conditioning Co LLC
 Maxell Trading LLC
 McQuay International
 Nia Limited
 Nordyne International
 Nuaire Ltd
 Ramesh Hira LLC
 Refrigeration Components Ltd
 Rio Electromechanical LLC

Sameer Abbas General Trading
 Serck Service International
 SPC Heat Pipes FZC
 Swegon
 System air Middle East
 Trane

Air-cleaning equipment

Al Futtaim Engineering
 Aspen Pumps
 CIAT Middle East
 Dolphin Radiators & Cooling Systems LLC
 Dutco Tennant LLC
 Energy Saving Products Limited
 McQuay International
 Morex, Inc
 Sameer Abbas General Trading
 Samsung MEA HQ

Air-cleaning equipment; electronic

Al Futtaim Engineering
 Inter Cool Central Air Conditioning
 Energy Saving Products Limited
 Morex, Inc
 Sameer Abbas General Trading

Air conditioner covers

Al Futtaim Engineering
 Coolrich District Cooling Services
 Desiccant Rotors International Pvt Ltd
 Samsung Electronics Co Ltd
 Soldia Corporation
 SPC Heat Pipes FZC
 SPP Pumps Ltd
 Wesper

Air conditioning units

A Daikin McQuay Middle East FZE
 Airwell France SAS
 Al Arif Air Conditioning Systems LLC
 Al Futtaim Engineering
 Bahwan Technical Contracting Co
 Bin Dasmal Air Systems Industries
 BK Gulf
 Blue Star Middle East (Blue Star Ltd)
 CIAT Middle East
 Dolphin Radiators & Cooling Systems LLC
 Energy Saving Products Limited
 Inter Cool Central Air Conditioning
 Johnson Controls Dubai
 Leminar Air Conditioning Co
 MAF Dalkia Middle East
 MAHY Khoory & Co
 Maxell Trading LLC

McQuay International
Nia Limited
Nordyne International
Refrigeration Components Ltd
Rio Electromechanical LLC
Saeed Mohammed Ah Ghandi & Sons
Safario Cooling Factory LLC
Sameer Abbas General Trading
Samsung MEA HQ
Saudi Aircon Co
Thermo King
Trane

Air conditioning (aircraft)

CIAT Middle East
Iverna 2000 SL
Thermo King
Unigulf Development LLC

Air conditioning (automobile)

Al Futtaim Engineering
Dolphin Radiators & Cooling Systems LLC
Hawa-Munters, Riyadh
Iverna 2000 SL
SPP Pumps Ltd
Wesper

Air conditioning (computer room)

Airwell France SAS
Al Arif Air Conditioning Systems LLC
Baltimore Gulf
Bin Dasmal Air Systems Industries
Blue Star Middle East
CIAT Middle East
Dolphin Radiators & Cooling Systems LLC
Faisal Jassim Trading Co
Independent Technical Solutions
Inter Cool Central Air Conditioning
Iverna 2000 SL
Johnson Controls Dubai
Maf Dalkia Middle East
Maxell Trading LLC
Nia Limited
Refrigeration Components Ltd
Wesper

Air conditioning (data processing)

Airwell France SAS
Al Arif Air Conditioning Systems LLC
Baltimore Gulf
Bin Dasmal Air Systems Industries
Blue Star Middle East
CIAT Middle East

Dolphin Radiators & Cooling Systems LLC
Maxell Trading LLC
Nia Limited
Refrigeration Components Ltd

Air conditioning (hazardous environment)

A+ Cleaning Services LLC
Aggreko Middle East
Airwell France SAS
Al Arif Air Conditioning Systems LLC
Al Futtaim Engineering
CIAT Middle East
Faisal Jassim Trading Co
Greenheck Fan Corporation - USA
Hawa-Munters, Riyadh
Independent Technical Solutions
Inter Cool Central Air Conditioning
Iverna 2000 SL
Leminar Air Conditioning Co LLC
Rental Solutions & Services
Samsung MEA HQ
SPP Pumps Ltd
Unigulf Development LLC
Wesper

Air conditioning (industrial)

ADC Energy Systems
Airwell France SAS
Al Arif Air Conditioning Systems LLC
Al Futtaim Engineering
Al Shirawi Electrical & Mechanical
Engineering Co
Baltimore Gulf
Bin Dasmal Air systems Industries
Bitzer SE
Blue Star Middle East
CIAT Middle East
Danfoss FZCO
Dolphin Radiators & Cooling Systems LLC
Energy Central Company BSC
Faisal Jassim Trading Co
Inter Cool Central Air Conditioning
IVERNA 2000 SL
Jiangsu Shuangliang Airconditioning
Equipment Co
Johnson Controls Lebanon
Mahy Khoory & Co
Maxell Trading LLC
Nia Limited
Nordyne International
Refrigeration Components Ltd
Sameer Abbas General Trading
Samsung MEA HQ
Saudi Aircon Co

Tandex Private Ltd
Trane
UniGulf Development LLC
Warren Controls
Wesper

Air conditioning (leak repair)

Al Arif Air Conditioning Systems LLC
Al Shirawi Electrical & Mechanical
Engineering Co
Best Products Trading
Dolphin Radiators & Cooling Systems LLC
Refrigeration Components Ltd
Sameer Abbas General Trading
Wesper

Air conditioning (marine)

Airwell France SAS
Al Arif Air Conditioning Systems LLC
Al Shirawi Electrical & Mechanical
Engineering Co
Independent Technical Solutions
Best Products Trading
Bin Dasmal Air Systems Industries
Bitzer SE
CIAT Middle East
Dolphin Radiators & Cooling Systems LLC
Faisal Jassim Trading Co
Inter Cool Central Air Conditioning
Leminar Air Conditioning Co LLC
Maxell Trading LLC
MAF Dalkia Middle East
Saeed Mohammed Ah Ghandi & Sons
Samsung MEA HQ
Unigulf Development LLC
Warren Controls

Air conditioning (medical, health)

Airwell France SAS
Al Arif Air Conditioning Systems LLC
Al Futtaim Engineering
Al Shirawi Electrical & Mechanical
Engineering Co
Baltimore Gulf
Best Products Trading
CIAT Middle East
Bin Dasmal Air systems Industries
Dolphin Radiators & Cooling Systems LLC
Faisal Jassim Trading Co
Independent Technical Solutions
Inter Cool Central Air Conditioning
Maxell Trading LLC
Nia Limited
Refrigeration Components Ltd
Sameer Abbas General Trading
SPC Heat Pipes FZC

Air curtains/doors

AFS Flexible Duct Co
 Al Futtaim Engineering
 ALDES Middle East FZE
 Energy Saving Products Limited
 Maxell Trading LLC
 Morex, Inc
 Nia Limited
 Ramesh Hira LLC
 Refrigeration Components Ltd
 Ruskin Company
 Soldia Corporation
 Systemair Middle East
 Thermo King

Air displacement equipment

Al Futtaim Engineering
 Best Products Trading
 Hawa-Munters, Riyadh
 Inter Cool Central Air Conditioning
 Independent Technical Solutions
 IVERNA 2000 SL
 Morex, Inc
 Swegon
 Weathermaker Limited

Air distributions devices

Al Futtaim Engineering
 ALDES Middle East FZE
 Bahwan Technical Contracting Co
 Best Products Trading
 DuctSox Corporation
 Faisal Jassim Trading Co
 Independent Technical Solutions
 Inter Cool Central Air Conditioning
 Morex, Inc
 Refrigeration Components Ltd.
 Ruskin Company
 Sameer Abbas General Trading
 SPC Heat Pipes FZC
 Swegon

Air exchangers

Alfa Laval Middle East Limited
 CIAT Middle East
 Dolphin Radiators & Cooling Systems LLC
 Hutek (Asia) Co Ltd
 IVERNA 2000 SL
 Johnson Controls Dubai
 MAF Dalkia Middle East
 Warren Controls

Air filter components

A+ Cleaning Services LLC

Best Products Trading
 Hutek (Asia) Co Ltd
 Independent Technical Solutions
 Inter Cool Central Air Conditioning
 IVERNA 2000 SL
 Johnson Controls Dubai
 Morex, Inc
 Sameer Abbas General Trading

Air filter coating

Al Futtaim Engineering

Air-measuring and recording instruments
 IVERNA 2000 SL
 Ruskin Company
 Sameer Abbas General Trading
 UniGulf Development LLC

Air pollution control equipment

Best Products Trading
 Independent Technical Solutions
 Inter Cool Central Air Conditioning
 Sameer Abbas General Trading
 SPC Heat Pipes FZC

Air-purifying equipment

Best Products Trading
 CIAT Middle East
 Energy Saving Products Limited
 Independent Technical Solutions
 Inter Cool Central Air Conditioning
 Johnson Controls Dubai
 Leminar Air Conditioning Co
 Morex, Inc
 Sameer Abbas General Trading
 Samsung MEA HQ

Air-velocity regulators

ALDES Middle East FZE
 IVERNA 2000 SL
 Johnson Controls Dubai

Air and water balancing

MAF Dalkia Middle East
 Ruskin Company
 SAV Systems
 Warren Controls
 Flamco Middle East

Alarms

Al Futtaim Engineering
 Johnson Controls Dubai

Aluminium

Best Products Trading

Dolphin Radiators & Cooling Systems LLC
 General Trading LLC
 Mariam Trading Establishment
 Ruskin Company

Ammeters

Naser Al Sayer & Co LLC

Amp meters

Naser Al Sayer & Co LLC
 UniGulf Development LLC

Analysers

Samsung MEA HQ

Analysers; flue gas

Hotline Trading
 Naser Al Sayer & Co LLC

Anemometers

Heat Shield Air Conditioning and
 Accessories Trading Est
 Naser Al Sayer & Co LLC
 Sameer Abbas General Trading
 UniGulf Development LLC
 Weiss Instruments

Anti-vibration; products

AFS Flexible Duct Co
 Al Futtaim Engineering
 Aspen Pumps
 Inter Cool Central Air Conditioning
 Best Products Trading
 Leminar Air Conditioning Co
 Mariam Trading Establishment
 Morex, Inc
 Ramesh Hira LLC
 Refrigeration Components Ltd
 Sameer Abbas General Trading
 Soldia Corporation

Anti-vibration; specialists

Al Futtaim Engineering
 Inter Cool Central Air Conditioning
 Morex, Inc
 Ramesh Hira LLC
 Soldia Corporation

Associations, trade

Best Products Trading
 International District Energy Association
 Weathermaker Limited

Attenuators

Al Futtaim Engineering

Baltimore Gulf
Best Products Trading
Maxell Trading LLC
Morex, Inc
Rio Electromechanical LLC
Faisal Jassim Trading Co
Ruskin Company

Bacteria control

AFS Flexible Duct Co
Al Futtaim Engineering
Best Products Trading
CIAT Middle East
Dolphin Radiators & Cooling Systems LLC
Independent Technical Solutions
Inter Cool Central Air Conditioning
Samsung MEA HQ
Tandex Pty Ltd
Tour and Andersson (Middle East Africa & India) Limited

Barometric controls

Al Futtaim Engineering
UniGulf Development LLC

Bearings

MAHY Khoory & Co LLC

Benders

UniGulf Development LLC

Blowers

Best Products Trading
Bin Dasmal Air systems Industries
Independent Technical Solutions
Inter Cool Central Air Conditioning
Johnson Controls Dubai
Maxell Trading LLC
Morex, Inc
Ramesh Hira LLC
Refrigeration Components Ltd
Rio Electromechanical LLC
Greenheck Fan Corporation

Blower housings

Best Products Trading
Ramesh Hira LLC
Refrigeration Components Ltd

Blower shafts

A+ Cleaning Services LLC
Al Futtaim Engineering
Best Products Trading
Heat Shield Air Conditioning and

Accessories Trading Est
Ramesh Hira LLC
Refrigeration Components Ltd

Boiler water treatment

Econosto Mideast B V
Featherlite Industries
Tandex Pty Ltd
Tebodin Middle East Ltd

Boilers/boiler accessories and parts

A+ Cleaning Services LLC
Dolphin Radiators & Cooling Systems LLC
Faisal Jassim Trading Co
Hotline Trading
IMEC Electro Mechanical Engineering
Johnson Controls Dubai
Morex, Inc

Boiler cleaning products

A+ Cleaning Services LLC
Dolphin Radiators & Cooling Systems LLC
Dutco Tennant LLC
Heat Shield Air Conditioning and
Accessories Trading Est
Tandex Pty Ltd

Boilers (water treatment)

Dutco Tennant LLC
Faisal Jassim Trading Co
Featherlite Industries
Morex, Inc
Nalco Gulf Limited
Naser Al Sayer & Co LLC
Tandex Pty Ltd

Brazing alloys

Dolphin Radiators & Cooling Systems LLC
Kemya House International
Refrigeration Components Ltd
UniGulf Development LLC

Brushes

Al Futtaim Engineering
Kamstrup Middle East FZC
SPP Pumps Ltd

BTU meters

Danfoss FZCO
FlowLine Controls
Independent Technical Solutions
Onicon Incorporated
SAV Systems
Siemens Industry, Inc

Siemens Ltd Saudi Arabia
SPP Pumps Ltd

Building automation and controls/BMS

Econosto Mideast B V
FlowLine Controls
McQuay International
Rio Electromechanical LLC
Siemens Industry, Inc
Siemens Ltd Saudi Arabia
Warren Controls
CAREL

Burners

Hawa-Munters Riyadh
IMEC Electro Mechanical Engineering
IVERNA 2000 SL

Burners; gas

Hawa-MUNTERS Riyadh
IVERNA 2000 SL

Burners; oil

IVERNA 2000 SL

CAD systems

Al Futtaim Engineering

Caps

Naser Al Sayer & Co LLC

Capillary assemblies, capillary testers, capillary tube cleaners

Refrigeration Components Ltd
Soldia Corporation
UniGulf Development LLC

Central air conditioning

Al Arif Air Conditioning Systems LLC
Al Futtaim Engineering
Bahwan Technical Contracting Co
Baltimore Gulf
Best Products Trading
Bin Dasmal Air systems Industries
Bitzer SE
Blue Star Middle East
CIAT Middle East
Dolphin Radiators & Cooling Systems LLC
Energy Saving Products Limited
Inter Cool Central Air Conditioning
IVERNA 2000 SL
Jiangsu Shuangliang Airconditioning
Equipment CO
Johnson Control Lebanon

Maxell Trading LLC
 McQuay International
 Nia Limited
 Nordyne International
 Refrigeration Components Ltd
 Rio Electromechanical LLC
 Sameer Abbas General Trading
 Swegon
 Trane

Chilled beams

Al Futtaim Engineering
 Independent Technical Solutions
 Inter Cool Central Air Conditioning
 Morex, Inc
 Swegon
 Uponor GmbH

Certification programmes

Naser Al Sayer & Co LLC

Charging stations

A+ Cleaning Services LLC
 Al Futtaim Engineering
 Refrigeration Components Ltd
 UniGulf Development LLC

Chemicals

A+ Cleaning Services LLC
 Coolrich District Cooling Services
 Dolphin Radiators & Cooling Systems LLC
 FlowLine Controls
 Nalco Gulf Limited
 Tandex Pty Ltd
 SPP Pumps Ltd

Chiller-heaters, absorption

A+ Cleaning Services LLC
 Al Arif Air Conditioning Systems LLC
 Al Futtaim Engineering
 Best Products Trading
 Cooling Technologies by Natural Gas
 "Gas Chill"
 Dolphin Radiators & Cooling Systems LLC
 Energy Central Company BSC
 FlowLine Controls
 GTA Refrigeration Pvt Ltd
 Inter Cool Central Air Conditioning
 Jiangsu Shuangliang Airconditioning
 Equipment CO
 Johnson Controls Dubai
 McQuay International
 Nia Limited
 Refrigeration Components Ltd
 Sameer Abbas General Trading

SPP Pumps Ltd
 Tandex Pty Ltd
 Wesper

Chillers; liquid

A+ Cleaning Services LLC
 A Daikin McQuay Middle East FZE
 ADEAREST
 Airwell France SAS
 Al Arif Air Conditioning Systems LLC
 Al Futtaim Engineering
 Al Shirawi US Chillers LLC
 Bahwan Technical Contracting Co
 Best Products Trading
 Blue Star Middle East (Blue Star Limited)
 CIAT Middle East
 Dolphin Radiators & Cooling Systems LLC
 Energy Central Company BSC
 FlowLine Controls
 GEA GRDAE Grasso Adearest
 Inter Cool Central Air Conditioning
 Johnson Controls Dubai
 McQuay International
 Nia Limited
 Refrigeration Components Ltd
 Rental Solutions & Services
 Rio Electromechanical LLC
 Safario Cooling Factory LLC
 Siemens Industry Inc
 SPP Pumps Ltd
 Wesper

Chillers; packaged

A Daikin McQuay Middle East FZE
 Aggreko Middle East
 Airwell France SAS
 Al Arif Air Conditioning Systems LLC
 Al Futtaim Engineering
 Al Shirawi US Chillers LLC
 Bahwan Technical Contracting Co
 Best Products Trading
 Bitzer SE
 Blue Star Middle East (Blue Star Limited)
 CIAT Middle East
 Dolphin Radiators & Cooling Systems LLC
 Energy Central Company BSC
 Featherlite Industries
 FlowLine Controls
 GEA GRDAE Grasso Adearest
 Inter Cool Central Air Conditioning
 Johnson Controls Lebanon
 Nia Limited
 Refrigeration Components Ltd
 Rental Solutions & Services
 SAArmstrong Limited

Chillers; rental

Aggreko Middle East
 Al Arif Air Conditioning Systems LLC
 Al Futtaim Engineering
 Best Products Trading
 Johnson Control Lebanon
 Nia Limited
 Rental Solutions & Services

Chiller re-rating

Al Arif Air Conditioning Systems LLC
 Al Futtaim Engineering
 Al Shirawi US Chillers LLC

Circulators

Bitzer SE
 MAHY Khoory & Co LLC
 SA Armstrong Limited
 Technical Supplies and Services Ltd (TSSC)

Claddings

Al Futtaim Engineering
 Coolrich District Cooling Services
 Heat Shield Air Conditioning and
 Accessories Trading Est
 Rigidal Industries LLC
 UniGulf Development LLC

Cleaners

Al Arif Air Conditioning Systems LLC
 Dolphin Radiators & Cooling Systems LLC

Cleaning; tube

Al Arif Air Conditioning Systems LLC
 Al Futtaim Engineering
 Dolphin Radiators & Cooling Systems LLC
 Wesper

Closed-control units

Airwell France SAS
 Best Products Trading
 Blue Star Middle East (Blue Star Limited)
 CIAT Middle East
 Heat Shield Air Conditioning and
 Accessories Trading Est
 Independent Technical Solutions
 Inter Cool Central Air Conditioning
 Nia Limited
 Refrigeration Components Ltd
 SAV Systems

Coatings

Bayer Middle East FZE
 Dolphin Radiators & Cooling Systems LLC

Serck Service International
UniGulf Development LLC

Co-generation systems

Al Futtaim Engineering
Energy Central Company BSC
Jiangsu Shuangliang Airconditioning
Equipment CO
Naser Al Sayer & Co LLC

Coil cleaning

Al Arif Air Conditioning Systems LLC
Al Futtaim Engineering
Dolphin Radiators & Cooling Systems LLC
Dutco Tennant LLC
Leminar Air Conditioning Co
Nalco Gulf Limited
Serck Service International
Saudi Aircon Co
Tandex Pty Ltd

Coil-production machinery

Al Futtaim Engineering
Dolphin Radiators & Cooling Systems LLC
Greenheck Fan Corporation USA

Coils

A Daikin McQuay Middle East FZE
Al Arif Air Conditioning Systems LLC
Al Futtaim Engineering
Baltimore Gulf
Bin Dasmal Air systems Industries
Blue Star Middle East (Blue Star Limited)
CIAT Middle East
Dolphin Radiators & Cooling Systems LLC
Energy Saving Products Limited
GEA GRDAE Grasso Adearest
Hawa-Munters Riyadh
Johnson Controls Dubai
Leminar Air Conditioning Co
Morex, Inc
Naser Al Sayer & Co LLC
Safario Cooling Factory LLC
Serck Service International
Technical Supplies and Services Ltd (TSSC)
UniGulf Development LLC

Cold store

ADEAREST
Al Shirawi Electrical & Mechanical
Engineering Co
Blue Star Middle East (Blue Star Limited)
GEA GRDAE Grasso Adearest

GTA Refrigeration Pvt Ltd
Johnson Controls Dubai
Refrigeration Components Ltd

Combined heat and power

Energy Central Company BSC
Morex, Inc

Compounds

Cosmoplast Industrial Co LLC

Compounds; pipe

Coolrich District Cooling Services
Naser Al Sayer & Co LLC
Wesper

Compressors

A Daikin McQuay Middle East FZE
ADEAREST
Al Arif Air Conditioning Systems LLC
Al Futtaim Engineering
Al Shirawi US Chillers LLC
Bitzer SE
BK Gulf
Dolphin Radiators & Cooling Systems LLC
GEA GRDAE Grasso Adearest
GTA Refrigeration Pvt Ltd
Inter Cool Central Air Conditioning
Johnson Controls Dubai
Refrigeration Components Ltd.
Sameer Abbas General Trading
Samsung MEA HQ
Saudi Aircon Co
Soldia Corporation
Suraj Air Flow Engineers
Trane

Compressors; centrifugal

ADEAREST
Al Arif Air Conditioning Systems LLC
Al Futtaim Engineering
Inter Cool Central Air Conditioning
Johnson Control Lebanon
Naser Al Sayer & Co LLC
Sameer Abbas General Trading

Compressors; hermetic

ADEAREST
Al Arif Air Conditioning Systems LLC
Al Futtaim Engineering
Inter Cool Central Air Conditioning
Naser Al Sayer & Co LLC
Refrigeration Components Ltd
Sameer Abbas General Trading
Samsung MEA HQ

Compressors; hermetic openers

ADEAREST
Al Arif Air Conditioning Systems LLC
Al Futtaim Engineering
Inter Cool Central Air Conditioning
Naser Al Sayer & Co LLC
Refrigeration Components Ltd
Sameer Abbas General Trading

Compressors; reciprocating, open

ADEAREST
Al Arif Air Conditioning Systems LLC
Al Futtaim Engineering
Bitzer SE
GEA GRDAE Grasso Adearest
GTA Refrigeration Pvt Ltd
Inter Cool Central Air Conditioning
Naser Al Sayer & Co LLC
Refrigeration Components Ltd
Sameer Abbas General Trading
Samsung MEA HQ

Compressors; rotary, hermetic

ADEAREST
Al Arif Air Conditioning Systems LLC
AL Futtaim Engineering
Inter Cool Central Air Conditioning
Naser Al Sayer & Co LLC
Refrigeration Components Ltd
Sameer Abbas General Trading
Samsung MEA HQ

Compressors; rotary, open

ADEAREST
Al Arif Air Conditioning Systems LLC
Al Futtaim Engineering
GTA Refrigeration Pvt Ltd
Inter Cool Central Air Conditioning
Naser Al Sayer & Co LLC
Sameer Abbas General Trading

Compressors; rotary, semi-hermetic

ADEAREST
Al Arif Air Conditioning Systems LLC
Al Futtaim Engineering
GTA Refrigeration Pvt Ltd
Inter Cool Central Air Conditioning
Naser Al Sayer & Co LLC
Refrigeration Components Ltd
Sameer Abbas General Trading
Samsung MEA HQ

Compressors; screw, open

ADEAREST
 Al Arif Air Conditioning Systems LLC
 Al Futtaim Engineering
 Bitzer SE
 GEA GRDAE Grasso Adearest
 GTA Refrigeration Pvt Ltd
 Inter Cool Central Air Conditioning
 Johnson Control Lebanon
 Naser Al Sayer & Co LLC
 Sameer Abbas General Trading
 Samsung MEA HQ

Compressors; screw, semi-hermetic

ADEAREST
 Al Futtaim Engineering
 Al Arif Air Conditioning Systems LLC
 Al Futtaim Engineering
 Bitzer SE
 Dolphin Radiators & Cooling Systems LLC
 GTA Refrigeration Pvt Ltd
 Inter Cool Central Air Conditioning
 Naser Al Sayer & Co LLC
 Samsung MEA HQ
 Soldia Corporation

Compressors; scroll

ADEAREST
 Al Arif Air Conditioning Systems LLC
 Al Futtaim Engineering
 Inter Cool Central Air Conditioning
 Naser Al Sayer & Co LLC
 Refrigeration Components Ltd
 Sameer Abbas General Trading
 Samsung MEA HQ
 Soldia Corporation

Compressors; semi-hermetic

ADEAREST
 Al Futtaim Engineering
 Bitzer SE
 GTA Refrigeration Pvt Ltd
 Inter Cool Central Air Conditioning
 Naser Al Sayer & Co LLC
 Refrigeration Components Ltd
 Sameer Abbas General Trading
 Samsung MEA HQ
 Soldia Corporation
 Wesper

Compressor parts (piston rings, rods, seals, shafts)

A Daikin McQuay Middle East FZE

ADEAREST

Airwell France SAS
 Al Arif Air Conditioning Systems LLC
 Al Futtaim Engineering
 Al Shirawi US Chillers LLC
 GEA GRDAE Grasso Adearest
 Johnson Control Lebanon
 Refrigeration Components Ltd

Condensate-removal systems

Al Arif Air Conditioning Systems LLC
 Aspen Pumps
 GEA GRDAE Grasso Adearest
 Refrigeration Components Ltd

Condensate return systems

Al Arif Air Conditioning Systems LLC
 GEA GRDAE Grasso Adearest

Condensate drain cleaners

Al Arif Air Conditioning Systems LLC
 GEA GRDAE Grasso Adearest
 Leminar Air Conditioning Co
 Naser Al Sayer & Co LLC
 Refrigeration Components Ltd

Condenser coil cleaners

Al Arif Air Conditioning Systems LLC
 Dolphin Radiators & Cooling Systems LLC
 GEA GRDAE Grasso Adeares
 Leminar Air Conditioning Co
 Nalco Gulf Limited
 Refrigeration Components Ltd

Condenser leak repair

Al Arif Air Conditioning Systems LLC
 Al Shirawi US Chillers LLC
 Dolphin Radiators & Cooling Systems LLC
 Leminar Air Conditioning Co
 Refrigeration Components Ltd
 Serck Service International

Condenser manifolds and headers

Dolphin Radiators & Cooling Systems LLC

Condenser pads

Al Futtaim Engineering
 Aspen Pumps
 Naser Al Sayer & Co LLC

Condensers

A Daikin McQuay Middle East FZE
 ADEAREST
 Al Futtaim Engineering

Al Shirawi Electrical & Mechanical Engineering Co
 Baltimore Gulf
 Best Products Trading
 CIAT Middle East
 Dolphin Radiators & Cooling Systems LLC
 Dutco Tennant LLC
 GEA GRDAE Grasso Adearest
 Inter Cool Central Air Conditioning
 Johnson Control Lebanon
 Johnson Controls Dubai
 Maxell Trading LLC
 Naser Al Sayer & Co LLC
 Refrigeration Components Ltd
 Safario Cooling Factory LLC
 Samsung MEA HQ
 Serck Service International
 SPX Cooling Technologies
 Swep

Condensers; air-cooled

ADEAREST
 Al Futtaim Engineering
 Al Shirawi Electrical & Mechanical Engineering Co
 Best Products Trading
 CIAT Middle East
 Dolphin Radiators & Cooling Systems LLC
 GEA GRDAE Grasso Adearest
 MAF Dalkia Middle East
 Maxell Trading LLC
 Naser Al Sayer & Co LLC
 Refrigeration Components Ltd
 Samsung MEA HQ
 Serck Service International
 Soldia Corporation
 Spig Spa

Condensers; brazed plate

A+ Cleaning Services LLC
 ADEAREST
 Al Futtaim Engineering
 CIAT Middle East
 Dolphin Radiators & Cooling Systems LLC
 GEA GRDAE Grasso Adearest
 Refrigeration Components Ltd
 Swep

Condensers; combination air- and water-cooled

ADEAREST
 Al Futtaim Engineering
 Al Shirawi Electrical & Mechanical Engineering Co
 CIAT Middle East

Dolphin Radiators & Cooling Systems LLC
GEA GRDAE Grasso Adearest
Refrigeration Components Ltd
Samsung MEA HQ
Serck Service International

Condensers; double-wall

A+ Cleaning Services LLC
ADEAREST
Al Futtaim Engineering
SPX Cooling Technologies
Sweep

Condensers; Evaporative

ADEAREST
Al Futtaim Engineering
Baltimore Gulf
Best Products Trading
BK Gulf
Dolphin Radiators & Cooling Systems LLC
GEA GRDAE Grasso Adearest
Johnson Control Lebanon
Naser Al Sayer & Co LLC
Refrigeration Components Ltd
Soldia Corporation

Condensers and evaporator tubing

High Performance Tube (Division of Valmet, Inc)

Condensers; shell & tube

ADEAREST
Al Futtaim Engineering
CIAT Middle East
Dolphin Radiators & Cooling Systems LLC
GEA GRDAE Grasso Adearest
Johnson Control Lebanon
Refrigeration Components Ltd
Samsung MEA HQ
Serck Service International

Condensers; static

Al Futtaim Engineering
Dolphin Radiators & Cooling Systems LLC
Naser Al Sayer & Co LLC

Condensers; water-cooled, co-axial

Al Futtaim Engineering
Alfa Laval Middle East Limited
GEA GRDAE Grasso Adearest
MAF Dalkia Middle East
Naser Al Sayer & Co LLC
Refrigeration Components Ltd

Condensers; water-cooled, double pipe

Al Futtaim Engineering
GEA GRDAE Grasso Adearest
MAF Dalkia Middle East
Refrigeration Components Ltd

Condensers; water-cooled, plate type

A+ Cleaning Services LLC
Al Futtaim Engineering
Alfa Laval Middle East Limited
Dolphin Radiators & Cooling Systems LLC
GEA GRDAE Grasso Adearest
Refrigeration Components Ltd
Serck Service International
Sweep

Condensers; water-cooled, shell and coil

A+ Cleaning Services LLC
Al Futtaim Engineering
Dolphin Radiators & Cooling Systems LLC
GEA GRDAE Grasso Adearest
Naser Al Sayer & Co LLC
Refrigeration Components Ltd
Serck Service International

Condensers; water-cooled, shell and tube

Al Futtaim Engineering
Alfa Laval Middle East Limited
Dolphin Radiators & Cooling Systems LLC
GEA GRDAE Grasso Adearest
Refrigeration Components Ltd
Serck Service International

Condensers; wire and tube

A+ Cleaning Services LLC
Al Futtaim Engineering
Dolphin Radiators & Cooling Systems LLC

Condensing units (air conditioning)

A+ Cleaning Services LLC
A Daikin McQuay Middle East FZE
Airwell France SAS
Al Futtaim Engineering
Bahwan Technical Contracting Co
Best Products Trading
Blue Star Middle East (Blue Star Limited)
CIAT Middle East
Dolphin Radiators & Cooling Systems LLC
Inter Cool Central Air Conditioning
Johnson Controls Dubai
Leminar Air Conditioning Co
McQuay International
Naser Al Sayer & Co LLC
Nia Limited
Nordyne International
Refrigeration Components Ltd
Safario Cooling Factory LLC
Samsung MEA HQ
Saudi Aircon Co
Soldia Corporation
Trane

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Best Products Trading
Blue Star Middle East (Blue Star Limited)
Dolphin Radiators & Cooling Systems LLC
GTA Refrigeration Pvt Ltd
Naser Al Sayer & Co LLC
Nia Limited
Soldia Corporation
Tandex Pty Ltd

Condensing units (household refrigeration)

Al Futtaim Engineering
Dolphin Radiators & Cooling Systems LLC
Nia Limited
Soldia Corporation

Conduits

Al Futtaim Engineering

Connectors

A+ Cleaning Services LLC
Al Futtaim Engineering
Dolphin Radiators & Cooling Systems LLC
Econosto Mideast B V
Focus air conditioning industries
HMA Consulting
Saudi Aircon Co
UniGulf Development LLC

Consulting engineers

Al Futtaim Engineering
Best Products Trading
BK Gulf
DC Pro Engineering
FlowLine Controls
Green Technologies FZCO
HMA Consulting
Proleed Engineering Consultants
Siemens Ltd Saudi Arabia
SNC-Lavalin Gulf Contractors LLC
Tebodin Middle East Ltd
The Cool Solutions Company
The MEP Consultancy
Uponor GmbH

Consulting services/HVAC/energy management

ADC Energy Systems
Best Products Trading
BK Gulf
Dc Pro Engineering

Dutco Tennant LLC
Energy Central Company BSC
FlowLine Controls
Green Technologies FZCO
HMA Consulting
Johnson Controls Dubai
Phase Change Material Products Limited
Proleed Engineering Consultants
Samsung MEA HQ
Saudi Aircon Co
SAV Systems
Serck Service International
Siemens Ltd Saudi Arabia
SNC-Lavalin Gulf Contractors LLC
Tebodin Middle East Ltd
The Cool Solutions Company
The MEP Consultancy
Thermo King
Trane
Uponor GmbH

Contractors

A+ Cleaning Services LLC
Al Futtaim Engineering
BK Gulf
Coolrich District Cooling Services
Dolphin Radiators & Cooling Systems LLC
GEA GRDAE Grasso Adearest
Hawa-Munters Riyadh
Nia Limited
Saudi Aircon Co

Controllers

CAREL
Econosto Mideast B V
GEA GRDAE Grasso Adearest
Johnson Controls Dubai
Rio Electromechanical LLC
Swegon

Tandex Pty Ltd
Trimac Inc

Controllers; standalone

Belimo Automation
BK Gulf
Siemens Ltd. Saudi Arabia
SPP Pumps Ltd
CAREL
Swegon
Econosto Mideast B V
Johnson Controls Dubai

Controllers with bus communication

Al Futtaim Engineering
Belimo Automation
CAREL
Econosto Mideast B V
Johnson Controls Dubai
Siemens Ltd Saudi Arabia
SPP Pumps Ltd
Swegon

Controls

Econosto Mideast B V
GEA GRDAE Grasso Adearest
Johnson Controls Dubai
McQuay International
Refrigeration Components Ltd
Siemens Ltd Saudi Arabia
Swegon
Trimac Inc
Uponor GmbH
Weiss Instruments.com

Control panels (heating, ventilation and air)

Al Futtaim Engineering
Best Products Trading



GEA Polacel Cooling Towers FZCO

Freezone Southzone 2, Warehouse AA04 (FZS2 AA04) Jebel Ali
PO Box 262513, Dubai, UAE

Ashwani Koul
Managing Director

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Mobile: +97150 6265275, Fax: +9714 8860031
ashwani.koul@geagroup.com
enquiry_polacelCT@geagroup.com, www.polacel.com

Elta Fans Ltd
Emerson FZE
Faisal Jassim Trading Co
Johnson Controls Dubai
Maxell Trading LLC
Naser Al Sayer & Co LLC
Ruskin Company
Siemens Ltd Saudi Arabia
Soldia Corporation

Controls; refrigeration

Al Futtaim Engineering
CAREL
Econosto Mideast B V
GEA GRDAE Grasso Adearest
Johnson Controls Dubai
Naser Al Sayer & Co LLC
Refrigeration Components Ltd
Trimac Inc
Weiss Instruments.com

Controls; temperature

Al Futtaim Engineering
CAREL
Econosto Mideast B V
Elta Fans Ltd
GEA GRDAE Grasso Adearest
Johnson Controls Dubai
Pentagon International Fzco
Trimac Inc
Uponor GmbH
Weiss Instruments.c om

Coolants

Refrigeration Components Ltd
Al Futtaim Engineering

Coolers

A+ Cleaning Services LLC
Al Futtaim Engineering
Dolphin Radiators & Cooling Systems LLC
Flowline Controls
GEA GRDAE Grasso Adearest
Hamon Cooling Towers Co
Rental Solutions & Services
Safario Cooling Factory LLC
SPX Cooling Technologies

Cooling towers

Al Futtaim Engineering
Bahwan Technical Contracting Co
Baltimore Gulf
Best Products Trading
Composite Cooling Solutions
FlowLine Controls

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Dolphin Radiators & Cooling Systems LLC
GEA GRDAE Grasso Adearest
GEA Polacel Cooling Towers FZCO
IMEC Electro Mechanical Engineering
Johnson Controls Dubai
Morex, Inc
Nia Limited
Refrigeration Components Ltd
Spig Spa
Tandex Pty Ltd

Copper cleaners

Al Futtaim Engineering
Naser Al Sayer & Co LLC
Unigulf Development LLC

Copper pipes

Airwell France SAS
Al Futtaim Engineering
Dolphin Radiators & Cooling Systems LLC
Mariam Trading Establishment
Refrigeration Components Ltd
UniGulf Development LLC

Cords

A+ Cleaning Services LLC
Wesper

Corrosion-control equipment

Airwell France SAS
Dolphin Radiators & Cooling Systems LLC
Econosto Mideast B V

FlowLine Controls
 Tandex Pty Ltd
 Victaulic

Couplings

Econosto Mideast B V
 FlowLine Controls
 Refrigeration Components Ltd
 Superior Pipeline Fittings FZE

Curbs

Ruskin Company

Cutters

Al Futtaim Engineering
 Naser Al Sayer & Co LLC
 UniGulf Development LLC

Cylinders (refrigerant recovery)

Al Futtaim Engineering
 Greenheck Fan Corporation
 Refrigeration Components Ltd
 UniGulf Development LLC
 Weathermaker Limited

Dampers

AFS Flexible Duct Co
 Al Futtaim Engineering
 ALDES Middle East FZE
 Bahwan Technical Contracting Co
 Best Products Trading
 Bin Dasmal Air systems Industries
 Duratite Systems
 Econosto Mideast B V
 Faisal Jassim Trading Co
 Greenheck Fan Corporation
 Independent Technical Solutions
 Maxell Trading LLC
 Morex, Inc
 Refrigeration Components Ltd
 Rio Electromechanical LLC
 Ruskin Company
 Swegon
 System air Middle East
 UniGulf Development LLC

Damper regulators/actuators

AFS Flexible Duct Co
 ALDES Middle East FZE
 Belimo Automation
 Best Products Trading
 Faisal Jassim Trading Co
 Greenheck Fan Corporation
 Johnson Controls Dubai

Mariam Trading Establishment
 Ramesh Hira LLC
 Refrigeration Components Ltd
 Ruskin Company
 Siemens Ltd. Saudi Arabia
 Swegon

Damp; consultants

Best Products Trading

Damp control

Best Products Trading
 Greenheck Fan Corporation

Damp penetration; treatment

Best Products Trading

Damp proofing; membranes

Best Products Trading

Damp proofing; products

Best Products Trading

Damp proofing; services

Best Products Trading

Damp; surveys

Best Products Trading
 Weathermaker Limited

Dampers/shutters

Al Futtaim Engineering
 Best Products Trading
 Maxell Trading LLC
 Morex, Inc
 Independent Technical Solutions
 Refrigeration Components Ltd
 Ruskin Company

Data loggers; humidity

Refrigeration Components Ltd

De-aerators

Econosto Mideast B V
 Flamco Middle East
 Tour and Andersson (Middle East Africa & India) Limited

Defrost equipment

Hawa-Munters, Riyadh
 Refrigeration Components Ltd
 SPC Heat Pipes FZC

Dehumidifiers

Best Products Trading
 GTA Refrigeration Pvt Ltd
 Hawa-Munters, Riyadh
 Hutek (Asia) Co Ltd
 Johnson Controls Dubai
 Maxell Trading LLC
 PoolPak International
 Rental Solutions & Services

Dehumidifiers; hire

A+ Cleaning Services LLC
 Hutek (Asia) Co Ltd

De-scalers

Dolphin Radiators & Cooling Systems LLC

Detectors

Siemens Ltd Saudi Arabia

Detectors; gas

UniGulf Development LLC
 Independent Technical Solutions
 Morex, Inc
 Siemens Ltd. Saudi Arabia

Detectors; leak

Al Futtaim Engineering
 Siemens Industry, Inc
 Siemens Ltd Saudi Arabia
 UniGulf Development LLC

Differential pressure switches

Al Futtaim Engineering
 Siemens Ltd Saudi Arabia

Differential pressure transmitters

Al Futtaim Engineering
 Siemens Ltd Saudi Arabia

Diffusers

Al Futtaim Engineering
 ALDES Middle East FZE
 Al Mana Establishment
 Bahwan Technical Contracting Co
 Best Products Trading
 Faisal Jassim Trading Co
 Independent Technical Solutions
 Maxell Trading LLC
 Morex, Inc
 Refrigeration Components Ltd
 Soldia Corporation

Suraj Air Flow Engineers
System air Middle East

Dissipaters; water

Al Futtaim Engineering
SNC-Lavalin Gulf Contractors LLC
Stellar Group LLC

District cooling

ADC Energy Systems
Advanced Technical Solutions
Al Futtaim Engineering
Alfa Laval Middle East Limited
Amana Group
Bahwan Technical Contracting Co
Baltimore Gulf
CIAT Middle East
City Cool
Cooling Technologies by Natural Gas "Gas Chill"
Coolrich District Cooling Services
CoolTech Gulf
Danfoss FZCO
DC Pro Engineering
Dolphin Radiators & Cooling Systems LLC
Econosto Mideast B V
Emicool
Energy Central Company BSC
FT ENE
IMEC Electro Mechanical Engineering
Jiangsu Shuangliang Airconditioning Equipment Co
Johnson Controls Dubai
KSB Middle East FZE
MAHY Khoory & Co LLC
Qatar Cool
Sameer Abbas General Trading
Stellar Group LLC
Swep
Tebodin Middle East Limited
The Cool Solutions Company
Tranter Heat Exchangers Middle East (Cyprus) Limited
Uponor GmbH

Doors

A+ Cleaning Services LLC
Best Products Trading
Unigulf Development LLC
Weathermaker Limited

Doors; duct access

Best Products Trading
Ductmate Industries, Inc
Maxell Trading LLC

Ruskin Company

Draught inducers

Hawa-Munters, Riyadh

Drift eliminators

Best Products Trading
FlowLine Controls

Drivers

FlowLine Controls

Dryers

Al Futtaim Engineering
UniGulf Development LLC
Unigulf Development LLC
weathermaker limited

Ducts

A+ Cleaning Services LLC
Al Arif Air Conditioning Systems LLC
Al Futtaim Engineering
ALDES Middle East FZE
Dolphin Radiators & Cooling Systems LLC
Ductmate Industries, Inc
DuctSox Corporation
Refrigeration Components Ltd
Duratite Systems
Energy Saving Products Limited
Faisal Jassim Trading Co
Focus air conditioning industries
Rio Electromechanical LLC
Sameer Abbas General Trading
Soldia Corporation
UniGulf Development LLC
Universal Weathermaker Factory LLC

Duct cleaning

Al Arif Air Conditioning Systems LLC
Al Futtaim Engineering
Dolphin Radiators & Cooling Systems LLC

Duct-cleaning machines

Al Futtaim Engineering
Unigulf Development LLC
Weathermaker Limited

Duct fittings

AFS Flexible Duct Co
Al Futtaim Engineering
Dolphin Radiators & Cooling Systems LLC
Ductmate Industries, Inc
Duratite Systems
Flamco Middle East
Heat Shield Air Conditioning and

Accessories Trading Est
Refrigeration Components Ltd
Sameer Abbas General Trading
Saudi Aircon Co
Unigulf Development LLC
Weathermaker Limited

Duct; flexible

AFS Flexible Duct Co
Al Arif Air Conditioning Systems LLC
Al Futtaim Engineering
Best Products Trading
Dolphin Radiators & Cooling Systems LLC
Energy Saving Products Limited
Focus air conditioning industries
Mariam Trading Establishment
Ramesh Hira LLC
Refrigeration Components Ltd
Sameer Abbas General Trading
Soldia Corporation
UniGulf Development LLC
Universal Weathermaker Factory LLC
Weathermaker Limited

Duct; pre-insulated

AFS Flexible Duct Co
Al Arif Air Conditioning Systems LLC
Al Futtaim Engineering
Dolphin Radiators & Cooling Systems LLC
Faisal Jassim Trading Co
Mariam Trading Establishment
Ramesh Hira LLC
Sameer Abbas General Trading
Saudi Aircon Co
Soldia Corporation
Technical Supplies and Services Ltd. (TSSC)
UniGulf Development LLC
Universal Weathermaker Factory LLC
Weathermaker Limited

Duct; spiral or oval

Al Arif Air Conditioning Systems LLC
Al Futtaim Engineering
ALDES Middle East FZE
Ductmate Industries, Inc
Sameer Abbas General Trading
UniGulf Development LLC
Universal Weathermaker Factory LLC

Duct-liner

Al Arif Air Conditioning Systems LLC
Al Futtaim Engineering
Focus air conditioning industries
Mariam Trading Establishment
Sameer Abbas General Trading

Universal Weathermaker Factory LLC
 Weathermaker Limited

Ducting; exhaust extraction

Al Arif Air Conditioning Systems LLC
 Al Futtaim Engineering
 Sameer Abbas General Trading
 UniGulf Development LLC
 Universal Weathermaker Factory LLC
 Weathermaker Limited

Ducting; fire-rated, manufacture

Al Arif Air Conditioning Systems LLC
 Al Futtaim Engineering
 Faisal Jassim Trading Co
 Refrigeration Components Ltd
 Sameer Abbas General Trading
 Universal Weathermaker Factory LLC

Ducting; flat oval

Al Arif Air Conditioning Systems LLC
 Al Futtaim Engineering
 Refrigeration Components Ltd

Ducting; flexible

Al Arif Air Conditioning Systems LLC
 Al Futtaim Engineering
 ALDES Middle East FZE
 Dolphin Radiators & Cooling Systems LLC
 Energy Saving Products Limited
 Ramesh Hira LLC
 Refrigeration Components Ltd
 Sameer Abbas General Trading
 Soldia Corporation
 UniGulf Development LLC

Ducting; flexible, fume and dust extraction

AFS Flexible Duct Co
 Al Arif Air Conditioning Systems LLC
 Focus air conditioning industries
 Sameer Abbas General Trading
 UniGulf Development LLC

Ducting; plastic

AFS Flexible Duct Co
 Al Arif Air Conditioning Systems LLC
 Al Futtaim Engineering

Ducting; PVC, bending

AFS Flexible Duct Co
 Al Arif Air Conditioning Systems LLC
 Al Futtaim Engineering

Dolphin Radiators & Cooling Systems LLC
 Soldia Corporation
 UniGulf Development LLC
 Weathermaker Limited

Ducting; spiral wound

AFS Flexible Duct Co
 Al Arif Air Conditioning Systems LLC
 Al Futtaim Engineering
 Sameer Abbas General Trading
 UniGulf Development LLC
 Weathermaker Limited

Ducting; stainless steel

AFS Flexible Duct Co
 Al Arif Air Conditioning Systems LLC
 Al Futtaim Engineering
 Dolphin Radiators & Cooling Systems LLC
 Weathermaker Limited

Ducting; thermal

AFS Flexible Duct Co
 Best Products Trading
 Al Arif Air Conditioning Systems LLC
 Al Futtaim Engineering
 Dolphin Radiators & Cooling Systems LLC
 UniGulf Development LLC

Ducting kits

Al Arif Air Conditioning Systems LLC

Dust-collecting equipment

Al Arif Air Conditioning Systems LLC
 Al Futtaim Engineering
 Morex, Inc

Duct-making machines

Al Arif Air Conditioning Systems LLC
 Al Futtaim Engineering
 Glass Master Corporation
 Sameer Abbas General Trading

Education

Tour and Andersson (Middle East Africa & India) Limited

Electrical components/fuses

Al Arif Air Conditioning Systems LLC
 Faisal Jassim Trading Co
 MAHY Khoory & Co
 Maxell Trading LLC

Electrical equipment

Al Arif Air Conditioning Systems LLC
 Jiangsu Shuangliang Airconditioning

Equipment Co
 MAHY Khoory & Co
 Maxell Trading LLC

Enclosures

Maxell Trading LLC

Enclosure cooling

Best Products Trading
 Kamstrup Middle East FZC
 Phase Change Material Products Limited

Energy-management systems

Best Products Trading
 Bitzer SE
 Econosto Mideast BV
 FlowLine Controls
 CAREL
 Greenheck Fan Corporation
 Johnson Controls Dubai
 SAArmstrong Limited
 SAV Systems
 Siemens Industry, Inc
 SPC Heat Pipes FZC

Energy recovery/ventilators

AFS Flexible Duct Co
 ALDES Middle East FZE
 Best Products Trading
 Faisal Jassim Trading Co
 FlowLine Controls
 Greenheck Fan Corporation
 Hutek (Asia) Co Ltd
 IMEC Electro Mechanical Engineering
 McQuay International
 Morex, Inc
 Ramesh Hira LLC
 Rental Solutions & Services
 Ruskin Company
 Serck Service International
 Swegon
 System air Middle East

Equipment rental

Johnson Controls Dubai
 Naser Al Sayer & Co LLC
 Siemens Industry, Inc

Evaporators

Alfa Laval Middle East Limited
 Best Products Trading
 Bin Dasmal Air systems Industries
 CIAT Middle East
 Dolphin Radiators & Cooling Systems LLC

GEA GRDAE Grasso Adearest
Hutek (Asia) Co Ltd
Koolfog, Inc
Morex, Inc
Serck Service International
Swep
Unigulf Development LLC

Exhaust; ducting

Al Arif Air Conditioning Systems LLC
Al Futtaim Engineering
Greenheck Fan Corporation
Maxell Trading LLC
Sameer Abbas General Trading

Exhausters; roof

Al Arif Air Conditioning Systems LLC
Best Products Trading
CIAT Middle East
Greenheck Fan Corporation
IMEC Electro Mechanical Engineering
Independent Technical Solutions
Inter Cool Central Air Conditioning
Maxell Trading LLC
Morex, Inc
Ramesh Hira LLC
Swegon
System air Middle East

Extractors; air

Al Arif Air Conditioning Systems LLC
Al Futtaim Engineering
CIAT Middle East
Inter Cool Central Air Conditioning
Maxell Trading LLC
Morex, Inc
Ramesh Hira LLC

Expansion joints

Econool Mideast B V
Inter Cool Central Air Conditioning
Morex, Inc

Fabric air ducts

Al Futtaim Engineering
Best Products Trading
Faisal Jassim Trading Co
Focus air conditioning industries
IMEC Electro Mechanical Engineering

Fabric ducting

Al Futtaim Engineering
DuctSox Corporation
Faisal Jassim Trading Co
Focus air conditioning industries

IMEC Electro Mechanical Engineering
Saudi Aircon Co
The Ceiling Fan Company LLC

Fan (AC/DC)

AFS Flexible Duct Co
ALDES Middle East FZE
Elta Fans Ltd
IMEC Electro Mechanical Engineering
Independent Technical Solutions
Inter Cool Central Air Conditioning
IVERNA 2000 SL
Maxell Trading LLC
Ramesh Hira LLC
Sameer Abbas General Trading
UniGulf Development LLC

Fan; axial

AFS Flexible Duct Co
Al Futtaim Engineering
Best Products Trading
Dolphin Radiators & Cooling Systems LLC
Elta Fans Ltd
Greenheck Fan Corporation
IMEC Electro Mechanical Engineering
Independent Technical Solutions
Inter Cool Central Air Conditioning
IVERNA 2000 SL
Leminar Air Conditioning Co
Maxell Trading LLC
Morex, Inc
Nuair Ltd
Sameer Abbas General Trading
System air Middle East
UniGulf Development LLC

Fan blades

AFS Flexible Duct Co
Best Products Trading
Elta Fans Ltd
Greenheck Fan Corporation
Ramesh Hira LLC

Fan-coil units

Advanced Technical Solutions
Airwell France SAS
Al Futtaim Engineering
Best Products Trading
Bin Dasmal Air systems Industries
BK Gulf
CIAT Middle East
Dolphin Radiators & Cooling Systems LLC
Energy Saving Products Limited
Faisal Jassim Trading Co
Greenheck Fan Corporation

IMEC Electro Mechanical Engineering
Inter Cool Central Air Conditioning
Leminar Air Conditioning Co
Maxell Trading LLC
McQuay International
Morex, Inc
Nia Limited
Nordyne International
Ramesh Hira LLC
Safario Cooling Factory LLC
SAV Systems

Fans; extractor

Airwell France SAS
Al Futtaim Engineering
ALDES Middle East FZE
Best Products Trading
Bin Dasmal Air systems Industries
CIAT Middle East
Elta Fans Ltd
IMEC Electro Mechanical Engineering
Independent Technical Solutions
Inter Cool Central Air Conditioning
IVERNA 2000 SL
Maxell Trading LLC
Morex, Inc
Nuair Ltd
Ramesh Hira LLC
Sameer Abbas General Trading
System air Middle East
Independent Technical Solutions

Fans; ventilating

AFS Flexible Duct Co
Airwell France SAS
Al Futtaim Engineering
ALDES Middle East FZE
Best Products Trading
Bin Dasmal Air systems Industries
CIAT Middle East
Elta Fans Ltd
Greenheck Fan Corporation
IMEC Electro Mechanical Engineering
Inter Cool Central Air Conditioning
IVERNA 2000 SL
Leminar Air Conditioning Co
Maxell Trading LLC
Morex, Inc
Nuair Ltd
Ramesh Hira LLC
Sameer Abbas General Trading
System air Middle East
Trimac Inc
UniGulf Development LLC

Fan guards

Al Futtaim Engineering
 Dolphin Radiators & Cooling Systems LLC
 Greenheck Fan Corporation
 IMEC Electro Mechanical Engineering
 Nuairc Ltd
 Ramesh Hira LLC
 SPP Pumps Ltd

Fans

AFS Flexible Duct Co
 Al Futtaim Engineering
 ALDES Middle East FZE
 Best Products Trading
 Bin Dasmal Air systems Industries
 CIAT Middle East
 Elta Fans Ltd
 Greenheck Fan Corporation
 Heat Shield Air Conditioning and
 Accessories Trading Est
 IMEC Electro Mechanical Engineering
 Independent Technical Solutions
 Inter Cool Central Air Conditioning
 Maxell Trading LLC
 Morex, Inc
 Nuairc Ltd
 Ramesh Hira LLC
 System air Middle East
 Trimac Inc
 UniGulf Development LLC

Fasteners

Al Futtaim Engineering
 Ductmate Industries, Inc
 Mariam Trading Establishment
 UniGulf Development LLC

Fastening tools

Al Futtaim Engineering
 Ductmate Industries, Inc
 Naser Al Sayer & Co LLC

Filter dryers

Al Futtaim Engineering
 Leminar Air Conditioning Co
 Refrigeration Components Ltd
 UniGulf Development LLC

Filter media

A+ Cleaning Services LLC
 Al Futtaim Engineering
 Best Products Trading
 Hutek (Asia) Co Ltd
 Leminar Air Conditioning Co
 Mariam Trading Establishment

Morex, Inc
 Refrigeration Components Ltd.
 Weathermaker Limited

Filters

A Daikin McQuay Middle East FZE
 Al Futtaim Engineering
 Best Products Trading
 Bin Dasmal Air systems Industries
 Inter Cool Central Air Conditioning
 LAKOS
 Morex, Inc
 UniGulf Development LLC
 Wesper

Filters; air

A Daikin McQuay Middle East FZE
 Al Futtaim Engineering
 Best Products Trading
 Bin Dasmal Air systems Industries
 Inter Cool Central Air Conditioning
 Morex, Inc

Filtration

Al Futtaim Engineering
 Best Products Trading
 Bin Dasmal Air systems Industries
 Independent Technical Solutions
 Inter Cool Central Air Conditioning
 LAKOS
 Morex, Inc

Fins

Al Futtaim Engineering
 UniGulf Development LLC

Flexible ducting

AFS Flexible Duct Co
 Al Arif Air Conditioning Systems LLC
 Al Futtaim Engineering
 Al Futtaim Engineering
 Atco ME, Sharjah, UAE
 Best Products Trading
 Energy Saving Products Limited
 Focus air conditioning industries
 Leminar Air Conditioning Co
 Mariam Trading Establishment
 Ramesh Hira LLC
 UniGulf Development LLC

Flexible hose; ventilation, domestic

AFS Flexible Duct Co
 Al Futtaim Engineering
 Victaulic

Fire protection

Al Futtaim Engineering
 ALDES Middle East FZE
 Bitzer SE
 Econosto Mideast B V
 Maxell Trading LLC
 Morex, Inc
 SA Armstrong Limited

Fireplaces

Al Futtaim Engineering
 Heat Shield Air Conditioning and
 Accessories Trading Est
 Victaulic

Fittings

Al Futtaim Engineering
 Alfa Laval Middle East Limited
 Econosto Mideast B V
 FlowLine Controls
 Tyco Water Middle East
 UniGulf Development LLC
 Uponor GmbH
 Wesper

Floor-cooling systems

Al Futtaim Engineering
 Econosto Mideast B V
 FlowLine Controls
 Johnson Controls Dubai
 Nia Limited
 Uponor GmbH

Floor-heating systems

A+ Cleaning Services LLC
 Al Futtaim Engineering
 Econosto Mideast B V
 FlowLine Controls
 Johnson Controls Dubai
 Uponor GmbH
 Wesper

Flow-control devices

Al Futtaim Engineering
 Econosto Mideast B V
 FlowLine Controls
 Independent Technical Solutions
 Siemens Industry, Inc
 Tour and Andersson (Middle East Africa &
 India) Limited

Flow switches

Al Futtaim Engineering
 Kamstrup Middle East FZC

MAHY Khoory & Co

Flow meters

Coolrich District Cooling Services
Econosto Mideast B V
Onicon Incorporated
Siemens Industry, Inc
Uponor GmbH

Frames

Aspen Pumps

Freezers

GEA GRDAE Grasso Adearest
MAHY Khoory & Co

Frequency inverters

Bitzer SE
Econosto Mideast B V
Emerson FZE
Johnson Controls Dubai
MAHY Khoory & Co
SA Armstrong Limited

Furnaces

Nordyne International

Gaskets

Al Futtaim Engineering
Alfa Laval Middle East Limited
Ductmate Industries, Inc
Econosto Mideast BV
Focus air conditioning industries
Mariam Trading Establishment
Superior Pipeline Fittings FZE

Gauge protection devices

Al Futtaim Engineering
Unigulf Development LLC

Gauges

Econosto Mideast B V
MAHY Khoory & Co
Rental Solutions & Services
Soldia Corporation
UniGulf Development LLC

Generators

Emerson FZE
Featherlite Industries
MAHY Khoory & Co
Saeed Mohammed Ah Ghandi & Sons
SAGE Electrochromics, Inc

Glass and films

Emirates Glass LLC
Novomatrix Pte Ltd
Pentagon International Fzco

Green Buildings

Best Products Trading
Bin Dasmal Air systems Industries
Dc Pro Engineering
Econosto Mideast BV
Emirates Glass LLC
Green Technologies FZCO
Nuair Ltd
UniGulf Development LLC

Grille clips

Al Futtaim Engineering

Grilles

Al Arif Air Conditioning Systems LLC
ALDES Middle East FZE
Al Mana Establishment
Bahwan Technical Contracting Co
Best Products Trading
Greenheck Fan Corporation
Energy Saving Products Limited
Faisal Jassim Trading Co
Independent Technical Solutions
Maxell Trading LLC
Morex, Inc
Refrigeration Components Ltd
Ruskin Company
System air Middle East

Hangers

Amana Group
Aspen Pumps
Mariam Trading Establishment
Ramesh Hira LLC
Ductmate Industries, Inc
Flamco Middle East
UniGulf Development LLC

Headers

A+ Cleaning Services LLC
Al Futtaim Engineering
Naser Al Sayer & Co LLC

Heat exchangers

Al Futtaim Engineering
Alfa Laval Middle East Limited
Best Products Trading
Bin Dasmal Air systems Industries
Bitzer SE
CIAT Middle East

Dolphin Radiators & Cooling Systems LLC
Energy Central Company BSC
Faisal Jassim Trading Co
GEA GRDAE Grasso Adearest
Hutek (Asia) Co Ltd
Independent Technical Solutions
Morex, Inc
Naser Al Sayer & Co LLC
Paul Mueller Company
SA Armstrong Limited
Safario Cooling Factory LLC
SAV Systems
Serck Service International
Swep
Tandex Pty Ltd
Tranter Heat Exchangers Middle East
(Cyprus) Limited

Heat exchangers; air-cooled

Alfa Laval Middle East Limited
Best Products Trading
CIAT Middle East
Dolphin Radiators & Cooling Systems LLC
Hutek (Asia) Co Ltd
IVERNA 2000 SL
Morex, Inc
Naser Al Sayer & Co LLC
Serck Service International

Heat exchangers; plate

Al Futtaim Engineering
Alfa Laval Middle East Limited
Best Products Trading
CIAT Middle East
Danfoss FZCO
Dolphin Radiators & Cooling Systems LLC
Faisal Jassim Trading Co
Independent Technical Solutions
Morex, Inc
Paul Mueller Company
Serck Service International
Swep
Tranter Heat Exchangers Middle East
(Cyprus) Limited

Heat exchangers, plate-and-frame

Alfa Laval Middle East Limited
Best Products Trading
Bitzer SE
CIAT Middle East
Dolphin Radiators & Cooling Systems LLC
Faisal Jassim Trading Co
Morex, Inc
Serck Service International

SA Armstrong Limited
 Independent Technical Solutions
 Al Futtaim Engineering

Heat exchangers, re-tubing

Al Futtaim Engineering
 CIAT Middle East
 Dolphin Radiators & Cooling Systems LLC
 Serck Service International

Heat exchangers; tubular

Al Futtaim Engineering
 Alfa Laval Middle East Limited
 Bitzer SE
 CIAT Middle East
 Dolphin Radiators & Cooling Systems LLC
 SA Armstrong Limited

Heat extractors

Al Futtaim Engineering
 IVERNA 2000 S.L
 SPC Heat Pipes FZC
 Wesper

Heat pipes

Al Futtaim Engineering
 Desiccant Rotors International Pvt Ltd
 FlowLine Controls
 IVERNA 2000 SL
 Serck Service International
 SPC Heat Pipes FZC
 Uponor GmbH

Heat pumps

A Daikin McQuay Middle East FZE
 Airwell France SAS
 Al Futtaim Engineering
 Bahwan Technical Contracting Co
 CIAT Middle East
 GEA GRDAE Grasso Adearest
 Nia Limited
 Nordyne International
 Phase Change Material Products Limited

Heat-recovery units

A Daikin McQuay Middle East FZE
 Al Futtaim Engineering
 Best Products Trading
 Bin Dasmal Air systems Industries
 CIAT Middle East
 Elta Fans Ltd

FlowLine Controls Hutek (Asia) Co

McQuay International
 Nia Limited

Serck Service International
 Swegon

Heat-recovery wheels

A Daikin McQuay Middle East FZE
 Al Futtaim Engineering
 Best Products Trading
 Bin Dasmal Air systems Industries
 Desiccant Rotors International Pvt Ltd
 Elta Fans Ltd
 Faisal Jassim Trading Co
 Flowline Controls
 Greenheck Fan Corporation
 Hutek (Asia) Co
 Serck Service International Swegon

Heat recovery; ventilation systems

Al Futtaim Engineering
 ALDES Middle East FZE
 Best Products Trading
 BK Gulf
 Blue Star Middle East (Blue Star Limited)
 CIAT Middle East
 Desiccant Rotors International Pvt Ltd
 Elta Fans Ltd
 Energy Central Company BSC
 FlowLine Controls
 Greenheck Fan Corporation
 Hutek (Asia) Co
 IMEC Electro Mechanical Engineering
 IVERNA 2000 SL
 McQuay International
 Nuair Ltd
 Ramesh Hira LLC
 SPC Heat Pipes FZC
 Swegon

Heat-recovery equipment

Bin Dasmal Air systems Industries
 Blue Star Middle East (Blue Star Limited)
 Elta Fans Ltd
 Greenheck Fan Corporation
 Hutek (Asia) Co
 McQuay International
 Nia Limited
 PoolPak International
 Swegon
 Trane

Heat-recovery systems

ADC Energy Systems
 AFS Flexible Duct Co
 Best Products Trading
 Bin Dasmal Air systems Industries
 Blue Star Middle East (Blue Star Limited)
 FlowLine Controls

Greenheck Fan Corporation
 McQuay International
 Morex, Inc
 Nia Limited
 Phase Change Material Products Limited
 Swegon

Heat shields (soldering/brazing)

FlowLine Controls

Heat-transfer fluids

Dolphin Radiators & Cooling Systems LLC
 Hawa-Munters, Riyadh
 Phase Change Material Products Limited

Heaters

CIAT Middle East
 Dolphin Radiators & Cooling Systems LLC
 Faisal Jassim Trading Co
 IVERNA 2000 SL
 MAHY Khoory & Co
 Morex, Inc
 Nia Limited

Heaters; convection

Maxell Trading LLC
 Morex, Inc

Heaters; duct

Energy Saving Products Limited
 Independent Technical Solutions
 Maxell Trading LLC
 Morex, Inc

Heaters; electric

Faisal Jassim Trading Co
 Flamco Middle East
 Maxell Trading LLC
 Morex, Inc
 Unigulf Development LLC

Heating accessories

A+ Cleaning Services LLC
 Faisal Jassim Trading Co
 Morex, Inc
 Uponor GmbH
 Wesper

Heating systems

Al Futtaim Engineering
 Energy Saving Products Limited
 Faisal Jassim Trading Co
 Hawa-Munters, Riyadh
 Johnson Controls Dubai
 Morex, Inc



UNIQUE PUMP SUPPLIER FOR DCP INDUSTRY

COMPLETE RANGE TO SERVE THE HVAC & DISTRICT COOLING INDUSTRIES

Axial & Radial Split Case Pumps: Flows to 225,000 USGPM; Heads to 1,250 feet

End Suction Pumps: Flows to 6,160 USGPM; Heads to 820 feet.

Vertical Turbine Pumps (VTP): Flows to 500,000 USGPM; Heads to 820 feet.

Vertical Inline Pumps: Flows to 2,200 USGPM; Heads to 900 feet.

Brand Names: FLOWSERVE, WILO, MONOFLO, ABB, WESTINGHOUSE



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E-mail: info@arisongulf.com

www.arisongulf.com

**DEDICATED FOR
BEST QUALITY
& SERVICE**

Nia Limited
 Samsung MEA HQ
 Unigulf Development LLC
 Uponor GmbH
 Victaulic

Heating and ventilation

AFS Flexible Duct Co
 Al Shirawi Electrical & Mechanical Engineering Co
 Best Products Trading
 CIAT Middle East
 Dolphin Radiators & Cooling Systems LLC
 Elta Fans Ltd
 Faisal Jassim Trading Co
 Energy Saving Products Limited
 IVERNA 2000 SL
 Johnson Controls Dubai
 Maxell Trading LLC
 Nuair Ltd
 System air Middle East
 Uponor GmbH

Heating elements; duct

Maxell Trading LLC

Heavy equipment

Greenheck Fan Corporation

Hoods

Al Futtaim Engineering
 Greenheck Fan Corporation
 Independent Technical Solutions

Hoses

AFS Flexible Duct Co
 Al Futtaim Engineering
 Unigulf Development LLC

Hose; ventilation

AFS Flexible Duct Co
 Al Futtaim Engineering
 Desiccant Rotors International Pvt Ltd
 Hawa-Munters, Riyadh
 Heat Shield Air Conditioning and Accessories Trading Est
 Ramesh Hira LLC

Humidifiers

Al Futtaim Engineering
 Best Products Trading
 CAREL
 Hawa-Munters, Riyadh
 Hutek (Asia) Co
 Johnson Controls Dubai

Maxell Trading LLC
 Morex, Inc
 SPP Pumps Ltd

Humidistats

Al Futtaim Engineering
 CAREL
 Econosto Mideast B V
 Hawa-Munters, Riyadh
 Refrigeration Components Ltd.
 Weiss Instruments

Humidity control

Al Futtaim Engineering
 CAREL
 Hawa-Munters, Riyadh
 SPC Heat Pipes FZC
 Trimac Inc

Humidity; control equipment

Al Futtaim Engineering
 CAREL
 Econosto Mideast B V
 Energy Central Company BSC
 Johnson Controls Dubai
 Maxell Industries LLC
 Uponor GmbH

Humidity; controllers

Al Futtaim Engineering
 CAREL
 Trimac Inc
 Weiss Instruments

Humidity; dewpoint hygrometers

Al Futtaim Engineering
 UniGulf Development LLC
 Weiss Instruments

Humidity; equipment

Al Futtaim Engineering
 CAREL
 Hutek (Asia) Co
 Koofog, Inc
 Maxell Industries LLC
 UniGulf Development LLC

Humidity; indicator cards

Al Futtaim Engineering

Humidity; measurement

Al Futtaim Engineering
 CAREL
 Econosto Mideast B V
 Trimac Inc
 Weiss Instruments

Humidity; measurement equipment

Al Futtaim Engineering CAREL
 Econosto Mideast B V
 UniGulf Development LLC

Humidity; monitoring

Al Futtaim Engineering
 CAREL
 Econosto Mideast B V
 Trimac Inc

Humidity; recording instruments

Al Futtaim Engineering
 CAREL
 Econosto Mideast B V
 Trimac Inc

Humidity; testing

Al Futtaim Engineering

Hydronic; heating equipment

Best Products Trading
 Flamco Middle East
 Morex, Inc
 Uponor GmbH

Ice makers

GEA GRDAE Grasso Adearest
 Phase Change Material Products Limited

Ice storage

Baltimore Gulf
 Best Products Trading
 CIAT Middle East
 Energy Central Company BSC
 Featherlite Industries
 GEA GRDAE Grasso Adearest
 Morex, Inc
 Phase Change Material Products Limited

Indicators

Weiss Instruments

Indicators; humidity

UniGulf Development LLC

Induction units

Desiccant Rotors International Pvt Ltd
 Greenheck Fan Corporation
 Morex, Inc
 SPC Heat Pipes FZC
 SPP Pumps Ltd
 Swegon

Indoor air quality (IAQ) equipment and products

ALDES Middle East FZE
Best Products Trading
Blue Star Middle East (Blue Star Limited)
CIAT Middle East
Ductmate Industries, Inc
Energy Saving Products Limited
Faisal Jassim Trading Co
Greenheck Fan Corporation
Independent Technical Solutions
Inter Cool Central Air Conditioning
Johnson Controls Dubai
Leminar Air Conditioning Co
Maxell Trading LLC
McQuay International
Morex, Inc
Nordyne International
Ruskin Company
Sameer Abbas General Trading
Samsung MEA HQ
Serck Service International
Swegon

Information systems

Johnson Controls Dubai

Instrument cases

Naser Al Sayer & Co LLC

Instruments; recording and indicating

CAREL
Econosto Mideast B V
Johnson Controls Dubai
Tour and Andersson (Middle East, Africa & India) Limited
Weiss Instruments

Insulated clothing and accessories

Best Products Trading
Uponor GmbH

Insulated covers and blankets

Best Products Trading
Naser Al Sayer & Co LLC
Resolco Insulation LLC

Insulated piping systems

Al Futtaim Engineering
Aspen Pumps
Best Products Trading
Coolrich District Cooling Services
Cosmoplast Industrial Co
Heat Shield Air Conditioning and Accessories Trading Est

Mariam Trading Establishment
Naser Al Sayer & Co LLC
Sameer Abbas General Trading
SAV Systems
Soldia Corporation

Insulation

Al Futtaim Engineering
Aspen Pumps
Best Products Trading
Cosmoplast Industrial Co
Faisal Jassim Trading Co
Focus air conditioning industries
Heat Shield Air Conditioning and Accessories Trading Est
Mariam Trading Establishment
Ramesh Hira LLC
Sameer Abbas General Trading
Soldia Corporation
UniGulf Development LLC

Insulation coatings

Heat Shield Air Conditioning and Accessories Trading Est
Mariam Trading Establishment
UniGulf Development LLC

Insulation seals

Best Products Trading
UniGulf Development LLC

Insulators; electric

SAGE Electrochromics, Inc

Intelligent Building Systems

Energy Central Company BSC
Siemens Ltd Saudi Arabia

Intelligent Building Systems; consulting

Siemens Ltd Saudi Arabia

Junction boxes

Greenheck Fan Corporation
Maxell Trading LLC
Technical Supplies and Services Ltd (TSSC)
Weathermaker Limited

Kitchen ventilation systems

ALDES Middle East FZE
Best Products Trading
Bin Dasmal Air systems Industries
Greenheck Fan Corporation
Independent Technical Solutions
Maxell Trading LLC
Morex, Inc
Nuair Ltd

Refrigeration Components Ltd
Sameer Abbas General Trading
Systemair Middle East

Ladders

Al Futtaim Engineering
IVERNA 2000 SL
Maxell Trading LLC

Leak repair kits

Superior Pipeline Fittings FZE

Light meters

Siemens Ltd Saudi Arabia

LON field devices

Econosto Mideast B V
Greenheck Fan Corporation
Weathermaker Limited

Louvres

ALDES Middle East FZE
Best Products Trading
Greenheck Fan Corporation
Independent Technical Solutions
Maxell Trading LLC
Morex, Inc
Ruskin Company

Lubricants, production

Al Futtaim Engineering
Naser Al Sayer & Co LLC

Lubricants, refrigeration

GEA GRDAE Grasso Adearest
Kemya House International
UniGulf Development LLC

Machines

Greenheck Fan Corporation
Heat Shield Air Conditioning and Accessories Trading Est
Jiangsu Shuangliang Airconditioning Equipment Co

Make-up air units

Al Futtaim Engineering
Best Products Trading
Maxell Trading LLC
McQuay International
Morex, Inc
Naser Al Sayer & Co LLC
Ramesh Hira LLC
Greenheck Fan Corporation

Mainfolds

Al Futtaim Engineering
 SAV Systems

Anomometers

Tour and Andersson (Middle East, Africa & India) Limited

Metal, perforated

Heat Shield Air Conditioning and Accessories Trading Est

Metal, sheet (alloy, brass, coated, copper, galvanised, stainless steel)

Al Futtaim Engineering
 Kamstrup Middle East FZC
 UniGulf Development LLC

Meters

Al Futtaim Engineering
 Econost Mideast B V
 Kamstrup Middle East FZC
 Siemens Industry, Inc.
 UniGulf Development LLC
 Vexve Oy

Metering equipment

Al Futtaim Engineering
 Alfa Laval Middle East Limited
 Siemens Industry, Inc
 UniGulf Development LLC

Mist eliminators

Best Products Trading
 Hutek (Asia) Co
 Independent Technical Solutions
 Morex, Inc
 Ruskin Company

Mixing boxes

Best Products Trading
 Inter Cool Central Air Conditioning
 Swegon

Moisture eliminators; chemicals

Best Products Trading

Moisture indicators

Al Futtaim Engineering
 UniGulf Development LLC

Mould/mildew – control

Best Products Trading
 Hawa-Munters, Riyadh

Mould/mildew; control, removal

Best Products Trading
 Hawa-Munters, Riyadh

Mould prevention products

AFS Flexible Duct Co
 Al Futtaim Engineering
 Best Products Trading

Monitors

Al Futtaim Engineering

Motorised impellers

Al Futtaim Engineering

Motor kits

Al Futtaim Engineering
 Emerson FZE
 MAHY Khoory & Co

Motor mounts

Al Futtaim Engineering
 Naser Al Sayer & Co LLC

Motor overload protectors

Al Futtaim Engineering
 Emerson FZE
 Naser Al Sayer & Co LLC

Motors

A O Smith FZE
 Al Futtaim Engineering
 Arison Gulf LLC
 Emerson FZE
 MAHY Khoory & Co
 Ramesh Hira LLC

Motor soft starts

Al Futtaim Engineering
 Emerson FZE

Motor start relays

Al Futtaim Engineering

Motor testers

Al Futtaim Engineering

Mufflers

Al Futtaim Engineering

Multi-zone units

Al Futtaim Engineering
 CIAT Middle East
 Energy Saving Products Limited
 Naser Al Sayer & Co LLC
 SAV Systems

Multimeters

Kamstrup Middle East FZC
 Siemens Ltd Saudi Arabia
 UniGulf Development LLC

Noise abatement

Best Products Trading
 Inter Cool Central Air Conditioning

Noise absorbers

Inter Cool Central Air Conditioning
 UniGulf Development LLC

Noise control

Best Products Trading
 Inter Cool Central Air Conditioning
 Maxell Trading LLC
 Ruskin Company
 UniGulf Development LLC

Noise and vibration meters

FlowLine Controls

Nozzles

Best Products Trading
 CAREL
 FlowLine Controls
 Naser Al Sayer & Co LLC

Ohmmeters

UniGulf Development LLC

Oil-burner equipment

Hawa-Munters, Riyadh

Oils

Al Futtaim Engineering
 FlowLine Controls

Outdoor cooling

Best Products Trading
 Phase Change Material Products Limited
 Uponor GmbH

Packaged central plants

A Daikin McQuay Middle East FZE
 Al Futtaim Engineering
 Al Shirawi Electrical & Mechanical Engineering Co
 Best Products Trading
 Bitzer SE
 Blue Star Middle East (Blue Star Limited)
 CIAT Middle East
 Energy Central Company BSC

FlowLine Controls
FlowLine Controls
GEA GRDAE Grasso Adearest
Leminar Air Conditioning Co
SA Armstrong Limited
Saudi Aircon Co
Wesper

Packaging

Bitzer SE
SA Armstrong Limited
Wesper

Package units

A Daikin McQuay Middle East FZE
Airwell France SAS
Arison Gulf LLC
Best Products Trading
Bitzer SE
CIAT Middle East
Dolphin Radiators & Cooling Systems LLC
Featherlite Industries
Johnson Controls Dubai
Leminar Air Conditioning Co
Maxell Trading LLC
Nia Limited
Nordyne International
SA Armstrong Limited
Safario Cooling Factory LLC
Samsung MEA HQ
Saudi Aircon Co
SPP Pumps Ltd
Wesper

Panels

Al Mozannab Electrical & Installations Co
Johnson Controls Dubai
MAHY Khoory & Co
Maxell Trading LLC
Ruskin Company
UniGulf Development LLC

Particle controls

Naser Al Sayer & Co LLC
Wesper

Parts; air conditioner and compressor repair

Al Arif Air Conditioning Systems LLC
Cosmoplast Ind Co LLC
Dolphin Radiators & Cooling Systems LLC
MAHY Khoory & Co
Sameer Abbas General Trading
Saudi Aircon Co
Soldia Corporation

SWEF
Naser Al Sayer & Co LLC
Victaulic
Wesper

Pipes

Al Arif Air Conditioning Systems LLC
Alfa Laval Middle East Limited
Amana Group
BK Gulf
Cosmoplast Industrial Co
Econosto Mideast B V
Naser Al Sayer & Co LLC
Sameer Abbas General Trading
SAV Systems
Soldia Corporation
Superior Pipeline Fittings FZE
Tyco Water Middle East
Tyco Water Middle East
UniGulf Development LLC
Uponor GmbH

Pipe benders

Dolphin Radiators & Cooling Systems LLC
Naser Al Sayer & Co LLC
Sameer Abbas General Trading
SAV Systems
Soldia Corporation
UniGulf Development LLC
Uponor GmbH

Pipe-cutting and thread machines

Sameer Abbas General Trading
Soldia Corporation
Uponor GmbH

Pipe supports

Alfa Laval Middle East Limited
Flamco Middle East
Independent Technical Solutions
Leminar Air Conditioning Co
Ramesh Hira LLC
UniGulf Development LLC
Uponor GmbH

Plastics

Cosmoplast Industrial Co

Plastic caps and plugs

Cosmoplast Ind Co LLC
UniGulf Development LLC

Plumbing tools and products

Cosmoplast Industrial Co

Econosto Mideast B V
Flamco Middle East
Sameer Abbas General Trading
UniGulf Development LLC
Uponor GmbH

Plugs

Cosmoplast Ind. Co. LLC
UniGulf Development LLC

Pre-insulated pipes

Best Products Trading
Cosmoplast Industrial Co
Naser Al Sayer & Co LLC
Sameer Abbas General Trading
SAV Systems
Soldia Corporation
Tyco Water Middle East
Tyco Water Middle East
Uponor GmbH

Pressure gauges

Econosto Mideast B V
Leminar Air Conditioning Co
MAHY Khoory & Co
Sameer Abbas General Trading
UniGulf Development LLC
Weiss Instruments

Pricing services

Naser Al Sayer & Co LLC

Psychrometers

UniGulf Development LLC

Pumps

Al Arif Air Conditioning Systems LLC
Alfa Laval Middle East Limited
Arison Gulf LLC
Bitzer SE
BK Gulf
Faisal Jassim Trading Co
Featherlite Industries
Koolfog, Inc
KSB Middle East FZE
MAHY Khoory & Co
Morex, Inc
SA Armstrong Limited
Soldia Corporation
Wilo Middle East FZE

Pumps; de-scaling, acid

Dolphin Radiators & Cooling Systems LLC

Pumps; oil charging, oil removal

Alfa Laval Middle East Limited

Purgers

GEA GRDAE Grasso Adearest

Radiators

Best Products Trading
 Dolphin Radiators & Cooling Systems LLC
 Morex, Inc
 Safario Cooling Factory LLC
 Serck Service International
 SPX Cooling Technologies

Radiant cooling

Al Futtaim Engineering
 Swegon
 Uponor GmbH
 Wesper

Radiant floor-heating systems

SAV Systems
 Uponor GmbH
 Wesper

Radiant-heating equipment

Swegon
 Uponor GmbH

Receivers

Alfa Laval Middle East Limited
 Serck Service International

Recorders

CAREL
 Naser Al Sayer & Co LLC

Recorders; humidity

CAREL
 Naser Al Sayer & Co LLC
 UniGulf Development LLC

Refrigerant-charging equipment

Al Futtaim Engineering
 Naser Al Sayer & Co LLC
 Sameer Abbas General Trading

Refrigerant recovery/reclaim

Al Futtaim Engineering
 Naser Al Sayer & Co LLC
 Sameer Abbas General Trading
 UniGulf Development LLC

Refrigerants

Kemaya House International

Leminar Air Conditioning Co
 Sameer Abbas General Trading
 Technical Supplies and Services Ltd (TSSC)

Refrigerated showcases, freezers

Phase Change Material Products Limited
 Technical Supplies and Services Ltd (TSSC)
 Thermo King

Refrigerated trucks

Aggreko Middle East
 Featherlite Industries
 Naser Al Sayer & Co LLC
 Phase Change Material Products Limited
 Thermo King

Refrigerating equipment

Alfa Laval Middle East Limited
 GTA Refrigeration Pvt Ltd
 Jiangsu Shuangliang Airconditioning
 Equipment Co
 Johnson Control Lebanon
 Johnson Controls Dubai
 Naser Al Sayer & Co LLC
 Phase Change Material Products Limited
 SWEP
 Thermo King
 UniGulf Development LLC

Refrigerating machinery

GTA Refrigeration Pvt Ltd
 Naser Al Sayer & Co LLC
 Thermo King
 UniGulf Development LLC

Refrigeration

ADC Energy Systems
 Baltimore Gulf
 Dolphin Radiators & Cooling Systems LLC
 Energy Central Company BSC
 GTA Refrigeration Pvt Ltd
 GTA Refrigeration Pvt Ltd
 Johnson Control Lebanon
 Johnson Controls Dubai
 Phase Change Material Products Limited
 Soldia Corporation
 Thermo King
 Trimac Inc
 UniGulf Development LLC

Regulators

Naser Al Sayer & Co LLC

Relays

Rental Solutions & Services
 Johnson Controls Dubai

Rental equipment

Aggreko Middle East
 Johnson Controls Dubai
 Rental Solutions & Services
 Siemens Industry, Inc

Rings

A+ Cleaning Services LLC
 Hawa-Munters, Riyadh

Roof-cooling systems

Greenheck Fan Corporation
 Hawa-Munters, Riyadh
 Wesper

Rooftop heating/cooling equipment

A Daikin McQuay Middle East FZE
 Best Products Trading
 CIAT Middle East
 Greenheck Fan Corporation
 Johnson Controls Dubai
 Leminar Air Conditioning Co
 McQuay International
 Samsung MEA HQ
 Trane

Sealants

Al Futtaim Engineering
 Bayer Middle East FZE
 Ductmate Industries, Inc
 Heat Shield Air Conditioning and
 Accessories Trading Est
 Mariam Trading Establishment
 UniGulf Development LLC

Seals

Energy Central Company BSC

Seawater-intake systems

IMEC Electro Mechanical Engineering
 Morex, Inc

Seismic parts and equipment

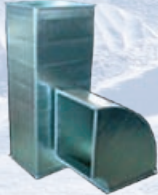
Inter Cool Central Air Conditioning

Sensors

Econosto Mideast B V
 Hawa-Munters, Riyadh
 Onicon Incorporated
 Siemens Industry, Inc
 Weiss Instruments

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Tel: +971 4 8816752, Fax: +971 4 8816934

E-mail: sales@weathermakeruae.com



UNIVERSAL WEATHERMAKER FACTORY L.L.C.

P.O. Box: 25513, ICAD-I, Musaffah, Abu Dhabi, UAE

Tel: +971 2 5502232, Fax: +971 2 5502234

E-mail: uwf@eim.ae

www.weathermakeruae.com

Sensors; humidity

Johnson Controls Dubai
 Trimac Inc
 Uponor GmbH

Separators

Alfa Laval Middle East Limited
 Econosto Mideast B V
 Flamco Middle East
 IMEC Electro Mechanical Engineering
 LAKOS
 Morex, Inc
 Ramesh Hira LLC

Sheet metal working machines

Ductmate Industries, Inc

Shutters; automatic

Maxell Trading LLC
 Weathermaker Limited

Silencers

AFS Flexible Duct Co
 Maxell Trading LLC
 Morex, Inc
 Nuair Ltd
 Ruskin Company
 Swegon

Sleeves

AFS Flexible Duct Co
 SPP Pumps Ltd
 Weathermaker Limited

Smoke detectors

Johnson Controls Dubai
 Kamstrup Middle East FZC
 Morex, Inc
 Ruskin Company

Software

Elite Software
 Wesper

Solar applications

Energy Central Company BSC
 General Trading LLC
 IMEC ElectroMechanical Engineering
 Johnson Controls Dubai
 Nia Limited
 Nuair Ltd
 Phase Change Material Products Limited
 UniGulf Development LLC
 Uponor GmbH
 Wesper

Solar equipment

Faisal Jassim Trading Co
 Flamco Middle East
 General Trading LLC
 IMEC Electro Mechanical Engineering
 Inter Cool Central Air Conditioning
 Jiangsu Shuangliang Airconditioning
 Equipment Co
 Johnson Controls Dubai
 Naser Al Sayer & Co LLC
 Nia Limited
 Nuair Ltd

Solder and fluxes

Naser Al Sayer & Co LLC
 UniGulf Development LLC

Soldering, welding and brazing equipment

Heat Shield Air Conditioning and
 Accessories Trading Est
 UniGulf Development LLC

Sound absorbers

Ruskin Company

Sound attenuators

ALDES Middle East FZE
 Baltimore Gulf
 Maxell Trading LLC
 Morex, Inc
 Ruskin Company

Spares

Alfa Laval Middle East Limited
 Johnson Controls Dubai
 UniGulf Development LLC

Split-unit systems

Airwell France SAS
 Dolphin Radiators & Cooling Systems LLC
 Inter Cool Central Air Conditioning
 Johnson Controls Dubai
 Leminar Air Conditioning Co
 Maxell Trading LLC
 Nia Limited
 Nordyne International

Stacks

Technical Supplies and Services Ltd (TSSC)

Steel/steel service

FlowLine Controls

Strainers

Econosto Mideast B V
 LAKOS
 Morex, Inc

Surface; finned

Best Products Trading

Switchgear

Al Mozannab Electrical & Installations Co
 Faisal Jassim Trading Co
 Featherlite Industries
 Maxell Trading LLC

Systems integration

Bitzer SE
 Econosto Mideast B V
 Johnson Controls Dubai
 SA Armstrong Limited

Tachometers

Al Futtaim Engineering
 Naser Al Sayer & Co LLC

Tanks/tank accessories

Alfa Laval Middle East Limited
 Amana Group
 Dolphin Radiators & Cooling Systems LLC
 Faisal Jassim Trading Co
 Flamco Middle East
 Heat Shield Air Conditioning and
 Accessories Trading Est
 Morex, Inc
 UniGulf Development LLC
 Wilo Middle East FZE

Tape

Leminar Air Conditioning Co
 Naser Al Sayer & Co LLC
 Sameer Abbas General Trading
 UniGulf Development LLC

Test equipment

NALCO Gulf Limited
 Sameer Abbas General Trading
 Naser Al Sayer & Co LLC
 Tandex Pty Ltd

Thermal energy storage

ADC Energy Systems
 Amana Group
 CIAT Middle East



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New and stronger organisation in the Middle East Region:

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E-mail: jjh@kamstrup.com

Suneer Manal Peedikayil – *Right*
Mobile: +971 50 62 49 737
E-mail: smp@kamstrup.com



FT ENE

IMEC Electro Mechanical Engineering
 Morex, Inc
 Phase Change Material Products Limited
 Siemens Industry, Inc.
 The Cool Solutions Company

Thermistors

Al Futtaim Engineering

Thermocouples

Al Futtaim Engineering
 Naser Al Sayer & Co LLC
 Weiss Instruments.com

Thermometers

Al Futtaim Engineering
 Econosto Mideast B V
 Naser Al Sayer & Co LLC
 SPP Pumps Ltd
 Trimac Inc
 UniGulf Development LLC
 Weiss Instruments.com

Thermostats

Al Futtaim Engineering
 Belimo Automation
 CAREL
 Econosto Mideast B V
 Naser Al Sayer & Co LLC
 PSG Controls, Inc
 Refrigeration Components Ltd
 Trimac Inc
 Uponor GmbH
 Weiss Instruments.com

Timers

Al Futtaim Engineering
 Naser Al Sayer & Co LLC
 Refrigeration Components Ltd
 Trimac Inc

Tools

Al Futtaim Engineering
 Dolphin Radiators & Cooling Systems LLC
 Glass Master Corporation
 Naser Al Sayer & Co LLC
 Refrigeration Components Ltd
 Rental Solutions & Services
 Sameer Abbas General Trading
 UniGulf Development LLC
 Uponor GmbH

Transformers

Al Futtaim Engineering
 Econosto Mideast B V

Transmitters

Al Futtaim Engineering
 Naser Al Sayer & Co LLC

Tube benders

Al Futtaim Engineering
 Dolphin Radiators & Cooling Systems LLC
 Naser Al Sayer & Co LLC
 Sameer Abbas General Trading
 Soldia Corporation
 UniGulf Development LLC
 Uponor GmbH

Tube cleaners

Dolphin Radiators & Cooling Systems LLC

Tube-forming equipment

Naser Al Sayer & Co LLC

Tubes

Alfa Laval Middle East Limited
 CIAT Middle East
 Dolphin Radiators & Cooling Systems LLC
 Sameer Abbas General Trading
 UniGulf Development LLC
 Uponor GmbH

Tubing

Uponor GmbH

Turbine inlet air cooling

ADC Energy Systems
 Energy Central Company BSC
 Hutek (Asia) Co Ltd
 Jiangsu Shuangliang Airconditioning
 Equipment Co
 Morex, Inc
 The Cool Solutions Company
 Trane

Under-floor air conditioning

Best Products Trading
 Ciat Middle East
 Dolphin Radiators & Cooling Systems LLC
 Econosto Mideast B V
 Greenheck Fan Corporation
 IMEC Electro Mechanical Engineering
 Johnson Controls Dubai
 Morex, Inc

UV fixtures and equipment

Independent Technical Solutions
 Inter Cool Central Air Conditioning
 Sameer Abbas General Trading
 SPC Heat Pipes FZC

Vacuum indicators

UniGulf Development LLC

Vacuum leak detecting systems

Sameer Abbas General Trading

Vacuum preventers

Naser Al Sayer & Co LLC
 Al Futtaim Engineering

Vacuum refrigerant transfer systems

FlowLine Controls
 Jiangsu Shuangliang Airconditioning
 Equipment Co
 Naser Al Sayer & Co LLC
 Siemens Ltd Saudi Arabia
 Victaulic

Valves

Advanced Technical Solutions
 Al Futtaim Engineering
 Alfa Laval Middle East Limited
 Belimo Automation
 Danfoss FZCO
 Econosto Mideast B V
 Faisal Jassim Trading Co
 Featherlite Industries
 Flow Control Industries, Inc
 Flowtech LLC
 GEA GRDAE Grasso Adearest
 Independent Technical Solutions
 Inter Cool Central Air Conditioning
 KSB Middle East FZE
 MAHY Khoory & Co
 Morex, Inc
 Sameer Abbas General Trading
 SAV Systems
 Superior Pipeline Fittings FZE
 Tour and Andersson (Middle East, Africa & India) Limited
 Tyco Valves & Control Middle East
 Uponor GmbH
 Vexve Oy

Valves; purge

GEA GRDAE Grasso Adearest
 Sameer Abbas General Trading
 Soldia Corporation

Valves; saddle

FlowLine Controls
 Sameer Abbas General Trading
 Superior Pipeline Fittings FZE

Valves; zone control

Belimo Automation
FlowLine Controls
GEA GRDAE Grasso Adearest
Superior Pipeline Fittings FZE

Vapour recovery systems

Al Futtaim Engineering
FlowLine Controls
Siemens Ltd Saudi Arabia

Variable frequency drives

Al Futtaim Engineering
Bitzer SE
Econosto Mideast B V
Emerson FZE
Energy Saving Products Limited
Faisal Jassim Trading Co
FlowLine Controls
Greenheck Fan Corporation
Johnson Controls Dubai
MAHY Khoory & Co
SA Armstrong Limited
Trimac Inc

Variable refrigerant flow equipment

Airwell France SAS
BK Gulf
Faisal Jassim Trading Co
Nia Limited
Samsung MEA HQ
Weathermaker Limited

VAV equipment

ALDES Middle East FZE
Belimo Automation
Faisal Jassim Trading Co
Greenheck Fan Corporation
Independent Technical Solutions
Inter Cool Central Air Conditioning
Johnson Controls Dubai
Maxell Trading LLC
Morex, Inc
Systemair Middle East
The Ceiling Fan Company LLC

Ventilators

Al Futtaim Engineering
ALDES Middle East FZE
Bin Dasmal Air systems Industries
Greenheck Fan Corporation
IMEC Electro Mechanical Engineering
Independent Technical Solutions
Inter Cool Central Air Conditioning
Leminar Air Conditioning Co LLC

Maxell Trading LLC
Morex, Inc
Ramesh Hira LLC
SPP Pumps Ltd
System air Middle East
Trimac Inc

Ventilation

AFS Flexible Duct Co
ALDES Middle East FZE
Bahwan Technical Contracting Co
Best Products Trading
BK Gulf
CIAT Middle East
Elta Fans Ltd
Greenheck Fan Corporation
Energy Central Company BSC

IMEC Electro Mechanical Engineering

Independent Technical Solutions
Inter Cool Central Air Conditioning
Johnson Controls Dubai
Maxell Trading LLC
Morex, Inc
Nuair Ltd
Ramesh Hira LLC
Sameer Abbas General Trading

Ventilation; cooker hood

ALDES Middle East FZE
Greenheck Fan Corporation
Independent Technical Solutions
Nuair Ltd
Ramesh Hira LLC
Sameer Abbas General Trading
UniGulf Development LLC
Weathermaker Limited

Ventilation; ducting

AFS Flexible Duct Co
ALDES Middle East FZE
DuctSox Corporation
Elta Fans Ltd
Sameer Abbas General Trading
Weathermaker Limited

Ventilation; ducting, flexible

AFS Flexible Duct Co
IVERNA 2000 S.L
ALDES Middle East FZE
Energy Saving Products Limited
Greenheck Fan Corporation
Ramesh Hira LLC
Sameer Abbas General Trading
SPC Heat Pipes FZC
UniGulf Development LLC

Ventilation; energy saving

AFS Flexible Duct Co
ALDES Middle East FZE
Bin Dasmal Air systems Industries
Energy Saving Products Limited
FlowLine Controls
Greenheck Fan Corporation
Greenheck Fan Corporation
IMEC Electro Mechanical Engineering
Nuair Ltd
Phase Change Material Products Limited
SPC Heat Pipes FZC
Swegon

Ventilation – heat recovery

AFS Flexible Duct Co
ALDES Middle East FZE
Best Products Trading
Bin Dasmal Air Systems Industries
FlowLine Controls
Elta Fans Ltd
Greenheck Fan Corporation
IMEC Electro Mechanical Engineering
McQuay International
Nuair Ltd
Swegon

Ventilation; installation

Maxell Trading LLC
UniGulf Development LLC

Ventilation; manufacture and installation

ALDES Middle East FZE
Elta Fans Ltd
Greenheck Fan Corporation
Greenheck Fan Corporation
Maxell Trading LLC
Nuair Ltd
Sameer Abbas General Trading

Ventilation; mechanical

ALDES Middle East FZE
Best Products Trading
Elta Fans Ltd
Greenheck Fan Corporation
Greenheck Fan Corporation
IMEC Electro Mechanical Engineering
Independent Technical Solutions
Inter Cool Central Air Conditioning
Maxell Trading LLC
Ramesh Hira LLC

Ventilation; natural

Inter Cool Central Air Conditioning
Independent Technical Solutions
Weathermaker Limited

Ventilation; stainless steel

Best Products Trading
 Elta Fans Ltd

Ventilation; systems

AFS Flexible Duct Co
 ALDES Middle East FZE
 IMEC Electro Mechanical Engineering
 Elta Fans Ltd
 Greenheck Fan Corporation
 Independent Technical Solutions
 Maxell Trading LLC
 McQuay International

Ventilation – units

AFS Flexible Duct Co
 ALDES Middle East FZE
 Best Products Trading
 Bin Dasmal Air systems Industries
 Elta Fans Ltd
 IMEC Electro Mechanical Engineering
 Leminar Air Conditioning Co
 Maxell Trading LLC
 Nuair Ltd
 Ramesh Hira LLC
 Swegon
 Weathermaker Limited

Ventilation and ductwork

AFS Flexible Duct Co
 Elta Fans Ltd
 Nuair Ltd
 ALDES Middle East FZE
 DuctSox Corporation
 Greenheck Fan Corporation

Vents

Energy Saving Products Limited
 Greenheck Fan Corporation
 Naser Al Sayer & Co LLC
 Ramesh Hira LLC

Vibration absorbers

AI Futtaim Engineering
 Best Products Trading
 Ductmate Industries, Inc
 Inter Cool Central Air Conditioning
 Leminar Air Conditioning Co
 Ramesh Hira LLC

Vibration control

Inter Cool Central Air Conditioning
 Ramesh Hira LLC

Vibration – control equipment

Inter Cool Central Air Conditioning
 IVERNA 2000 SL

Vibration – control services

Inter Cool Central Air Conditioning
 Ramesh Hira LLC

Vibration control solutions

Inter Cool Central Air Conditioning
 Ramesh Hira LLC

Vibration; testing services

AI Futtaim Engineering

Voltmeters

Trimac Inc

Voltmeters

Sameer Abbas General Trading

Water cooling

A+ Cleaning Services LLC
 AI Futtaim Engineering
 AI Futtaim Engineering
 Alfa Laval Middle East Limited
 Baltimore Gulf
 Best Products Trading
 Blue Star Middle East (Blue Star Limited)
 Dolphin Radiators & Cooling Systems LLC
 Econosto Mideast B V
 Energy Central Company BSC
 GEA GRDAE Grasso Adearest
 IMEC Electro Mechanical Engineering
 Johnson Control Lebanon
 Johnson Control Lebanon
 MAF Dalkia Middle East
 Morex, Inc
 Refrigeration Components Ltd
 Saudi Aircon Co
 Tandex Pty Ltd
 Technical Supplies and Services Ltd (TSSC)
 Uponor GmbH

Water heaters

AI Futtaim Engineering
 AI Huraiz Establishment for Industry
 Dolphin Radiators & Cooling Systems LLC
 Energy Central Company BSC
 Faisal Jassim Trading Co
 Flamco Middle East
 General Trading LLC
 IMEC Electro Mechanical Engineering
 MAHY Khoory & Co
 Morex, Inc

Water treatment

A+ Cleaning Services LLC
 AI Futtaim Engineering

AI Futtaim Engineering
 Alfa Laval Middle East Limited
 Coolrich District Cooling Services
 CoolTech Gulf
 Dutco Tennant LLC
 Econosto Mideast B V
 Energy Central Company BSC
 Featherlite Industries
 IMEC Electro Mechanical Engineering
 MAF Dalkia Middle East
 NALCO Gulf Limited
 Saeed Mohammed Ah Ghandi & Sons
 Sameer Abbas General Trading
 Tandex Pty Ltd
 Tebodin Middle East Ltd

Water Chillers

Safario Cooling Factory LLC

Wattmeters

AI Futtaim Engineering
 Sameer Abbas General Trading

Welding equipment

AI Futtaim Engineering
 Dolphin Radiators & Cooling Systems LLC

Wheels, blowers

AI Futtaim Engineering
 Refrigeration Components Ltd

Wires & cables

AI Futtaim Engineering

Wire products; fabricated

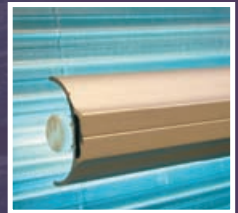
AI Futtaim Engineering
 Siemens Ltd Saudi Arabia
 SPP Pumps Ltd

Wireless controls

CAREL
 Johnson Controls Dubai
 Soldia Corporation
 Uponor GmbH

Zone-control systems

AI Futtaim Engineering
 CAREL
 Econosto Mideast B V
 Energy Saving Products Limited
 Maxell Industries LLC
 Ruskin Company
 SAV Systems
 Siemens Ltd Saudi Arabia
 Uponor GmbH



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SPC Heat Pipes FZC, Tel: +9714 3341178 E-mail: spcoils@spcoils.ae



A+ Cleaning Services LLC

Postal Address: PO Box 33539,
 Dubai, UAE
 Location: Ras Al Khor (near Auto Market)
 Contact person: Olga Korshunova
 Job title: Service Manager
 Telephone: +971 4 333 5935
 Mobile: +971 56 681 8245
 Fax: +971 4 333 8898
 E-mail: olga.korshunova@alshirawi.ae
 Web site: www.alshirawi.com/aplus/

Products/services: Air conditioning (industrial cleaning), air conditioning (marine cleaning), air conditioning (medical, health cleaning), air-filter cleaning machines, consulting engineers (IAQ), doors, duct access, duct cleaning

A Daikin McQuay Middle East FZE

Postal Address: PO Box 18674, Jebel Ali,
 Dubai, UAE
 Location: Jebel Ali south side
 Contact person: Francois Boueri
 Job title: President, Daikin McQuay Middle East
 Telephone: +971 4 811 0300
 Fax: +9714 811 0311
 E-mail: info@daikinmcquayme.com
 Web site: www.daikinmcquayme.com

Products/services: Air-handling units, air conditioning units, chillers (liquid), chillers (packaged), coils, compressors, compressor parts (piston rings, rods, seals, shafts), condensers, condensing units (air conditioning), filters, filters (air), heat pumps, heat-recovery units, heat-recovery wheels, packaged central plants, package units, rooftop heating/cooling equipment

ADC Energy Systems

Postal Address: PO Box 125787,
 Dubai, UAE
 Contact person: Mohammad Abusaa
 Job title: Regional Manager of Business Development
 Telephone: +971 4 341 9110
 Mobile: +971 50 557 4862
 Fax: +971 4 341 9112

E-mail: info@adcenergysystems.com
 Web site: www.adcenergysystems.com

Products/services: Air conditioning (industrial), consulting services/HVAC/energy management, district cooling, heat-recovery systems, refrigeration, thermal energy storage, turbine inlet air cooling

ADEAREST

Postal Address: PO Box 24784,
 Sharjah, UAE
 Location: Industrial Area 15
 Contact person: Hans Raaymakers
 Job title: Technical & Sales Manager
 Telephone: +971 6 534 7797
 Fax: +971 6 534 7798
 E-mail: hraaymakers@adearest.com
 Web site: www.adearest.com

Products/services: Accessories and spares, accumulators, chillers (liquid), cold store, compressors (centrifugal; hermetic; hermetic openers; reciprocating, open; rotary, hermetic; rotary, open; rotary, semi-hermetic; screw, open; screw, semi-hermetic; scroll; semi-hermetic), compressor parts (piston rings, rods, seals and shafts), condensers (air-cooled; brazed plate; combination air- and water-cooled; double-wall; evaporative; shell & tube; static; water-cooled, co-axial; water-cooled, double pipe; water-cooled, plate type; water-cooled, shell and coil; water-cooled, shell and tube; wire and tube)

Advanced Technical Solutions

Postal Address: PO Box 37231,
 Doha, Qatar
 Contact person: Hassan A Khan
 Job title: Business Development Manager
 Telephone: +974 467 1071/ 467 1346
 Fax: +974 467 2188
 E-mail: hakhanwats-corporate.de
 Web site: www.ats-corporate.de

Products/services: District cooling, fan-coil units, valves

UAE

Postal Address: PO Box 50020,
 RAK, UAE
 Location: Store 12, Shed 14, Al Hulaila Free Zone, RAK, UAE
 Contact person: Grema Saleh Mohamed
 Job title: Supply Chain & Admin

Telephone: +971 7 266 8260
 Mobile No: +971 50 975 9044
 Fax: +971 7 266 8261
 E-mail: contact@ats-corporate.de
 Web site: www.ats-corporate.de

Products/services: Valves

AFS Flexible Duct Company

Postal Address: Vedik OSB 1468, Cad (Eski 24 Cad), No. 153 Ostim,
 Ankara, Turkey
 Contact: Ahmet Poyraz
 Job title: Marketing Manager
 Telephone: +90 312 395 4860 (PBX)
 Fax: +90 312 395 4868
 E-mail: marketing@afs.com.tr
 Web site: www.afs.com.tr

Products/services: Adhesive tapes (duct sealing), air curtains/doors, anti-vibration products, bacteria control, dampers, damper regulators/actuators, dampers/shutters, duct fittings, duct (flexible), duct (pre-insulated), ducting (flexible), fume and dust extraction, ducting (plastic), ducting (PVC), bending, ducting (spiral wound), ducting (stainless steel), ducting (thermal), energy recovery/ventilators, fans (AC, DC), fan (axial), fan blades, fans (ventilating), flexible ducting, flexible hose (ventilation, domestic), heat-recovery units, heat-recovery ventilation systems, heat-recovery equipment, heat-recovery systems, heating and ventilation, hoses, hose ventilation, mould prevention products, silencers, sleeves, ventilation (ducting), ventilation (ducting, flexible), ventilation (energy saving), ventilation (heat recovery), ventilation systems, ventilation units, ventilation and ductwork

Aggreko Middle East

Postal Address: PO 16875,
 Jebel Ali, Dubai, UAE
 Location: Near roundabouts 7 & 8
 Contact person: Phil Burns
 Job title: Managing Director
 Telephone: +971 4 808 6100
 Fax: +971 4 883 1827
 E-mail: rentals@aggreko.ae
 Web site: www.aggreko.com/middleeast

Products/services: Air conditioning (industrial), chillers, rental, refrigerating equipment,

AHI-CARRIER FZC

Postal Address: PO Box 122341,
SAIF Zone, Sharjah, UAE
Location: B1-22, SAIF Zone,
Sharjah, UAE
Contact person: Rajesh Dhoot
Job title: Area Manager
(Mid East & Africa)
Telephone: +971 6 557 2707
Mobile No: +971 50 106 1173
Fax: +971 6 557 7278
E-mail: rajesh@ahi-carrier.com
Web site: www.ahi-carrier.com

Products/services: Air conditioning units, air conditioning (industrial), air conditioning (medical, health), chillers, packaged, condensing units (air conditioning), packaged central plants, packaged units, rooftop heating/cooling equipment, split-unit systems, variable refrigerant flow equipment

Airfree (Amancorp Ltd)

Postal Address: PO Box 117512,
Dubai, UAE
Contact person: Michael Cunningham
Job title: Commercial Director
Telephone: +971 4 352 3712
Fax: +971 4 352 3713
E-mail: airfree@amancorp.net
Web site: www.airfree.com

Products/services: air-cleaning equipment, air-cleaning equipment (electronic), bacteria control, filters (air), indoor air quality (IAQ) equipment and products, mould cleaning (equipment), mould cleaning (materials), mould/mildew (control), mould/mildew (control, removal), mould prevention products

Airwell France SAS

Postal Address: 1bis, Avenue du 8 Mai
1945, Saint-Quentin-en-Yvelines, 78284
Guyancourt, France
Contact person: Vincent Morel
Job title: Area Sales Manager
Telephone: +33 1 39 44 78 73
Mobile No: +33 6 09 80 03 16
Fax: +33 1 39 44 00 12
E-mail: vincent.morel@airwell-group.com
Web site: www.airwell.com

Products/services: air-handling units,

air conditioning units, air conditioning (computer room), air conditioning (data processing), air conditioning (hazardous environment), air conditioning (industrial), air conditioning (marine), air conditioning (medical, health), chillers (liquid), chillers (packaged), close-control units, compressors, compressor parts (piston rings, rods, seals, shafts), condensing units (air conditioning), copper pipes, corrosion-control equipment, fan-coil units, fans (extractor), fans (ventilating), heat pumps, package units, split-unit systems, variable refrigerant flow equipment

Alan K Millin

Postal Address: PO Box 126305,
Dubai, UAE
Location: Jebel Ali
Contact person: Alan Millin
Job title: Principal
Mobile No: +971 50 594 5700
E-mail: akmillin@hvacandr.com
Web site: www.hvacandr.com

Products/services: Education, training

Al Arif Air Conditioning Systems LLC

Postal Address: PO Box 26377,
Dubai, UAE
Location: Behind Gold & Diamond Park,
Al Quoz
Contact person: Liju Thomas Eapen
Job title: General Manager
Telephone: +971 4 3475730
Mobile No: +971 50 551 2336
Fax: +971 4 347 5731
E-mail: info@alarifac.ae
Web site: www.alarifac.ae

Products/services: Air-handling units, air conditioning units, air conditioning (computer room), air conditioning (data processing), air conditioning (hazardous environment), air conditioning (industrial), air conditioning (leak repair), air conditioning (marine), air conditioning (medical, health), central air conditioning, chiller-heaters, absorption, chillers (liquid), chillers (packaged), chillers (rental), chiller re-rating, cleaners, cleaning, tube, coil cleaning, coils, compressors (centrifugal; hermetic; hermetic openers; reciprocating, open; rotary, hermetic; rotary, open; rotary, semi-hermetic; screw, open; screw, semi-hermetic; scroll; semi-hermetic),

compressor parts (piston rings, rods, seals and shafts), condensate-removal systems, condensate-return systems, condensate drain cleaners, condenser coil cleaners, condenser leak repair, ducts, duct cleaning, duct (flexible), duct (pre-insulated), duct (spiral or oval), duct-liner, ducting (exhaust extraction), ducting (fire-rated), ducting (flat oval), ducting (flexible), ducting (flexible, fume and dust extraction), ducting (plastic), ducting (PVC, bending), ducting (spiral wound), ducting (stainless steel), ducting (thermal), ducting kits, dust-collecting equipment, duct-making machines, electrical components/fuses, electrical equipment, exhaust (ducting), exhausters (roof), extractors (air), flexible ducting, grilles, parts, air conditioner and compressor repair, pipes, pumps

Aldes Middle East FZE

Postal Address: PO Box 8653,
Sharjah Airport Free Zone
Location: Sharjah, UAE
Contact person: Gaetan Pierrefeu
Job title: Managing Director
Telephone: +971 6 557 3122
Fax: +971 6 557 2732
E-mail: contactus@aldesme.com
Web site: www.aldes.com; www.aldes.ae

Products/services: Acoustics, acoustical covers, air curtains/doors, air distributions devices, air-velocity regulators, dampers, damper regulators/actuators, central vacuum cleaning systems, diffusers, duct (pre-insulated) duct (spiral or oval), ducting (flexible), energy recovery (ventilators), fan (axial), fans (extractor), fans (ventilating), fire protection, grilles, heat recovery (ventilation systems), indoor air quality (IAQ) equipment and products, kitchen ventilation systems, louvres, sound attenuators, VAV equipment, ventilators, ventilation (cooker hood), ventilation (ducting, flexible), ventilation (energy saving), ventilation (heat recovery), ventilation (manufacture), ventilation (mechanical), ventilation systems, ventilation units, ventilation and ductwork

Alfa Laval Middle East Limited

Postal Address: PO Box 21467, Bldg No.
13, Street No. 6, Al Quoz Industrial Area,

Dubai, UAE

Location: Near Times Square Mall (behind Audi showroom)

Contact: Loraine R Rayas

Job title: Marketing Coordinator

Telephone: +971 4 347 1200

Fax: +971 4 347 1601

E-mail: loraine.rayas@alfalaval.com

Web site: www.alfalaval.com

Products/services: Accessories and spares, air-handling units, air exchangers, condensers (water-cooled, co-axial; water-cooled, plate type; water-cooled, shell and tube), district cooling, evaporators, fittings, gaskets, heat exchangers (air-cooled, plate, plate-and-frame, tubular), metering equipment, pipes, pipe supports, pumps (oil charging, oil removal), radiators, receivers, refrigerating equipment, separators, spares, tanks, tank accessories, tubes, valves, water cooling, water treatment

AI Futtaim Engineering

Postal Address: PO Box 159, Dubai, UAE

Location: Airport Road (opposite To Jacky's Electronics, Al Garhoud)

Contact: Murali S

Job Title: General Manager

Telephone: +971 4 211 9111

Mobile: +971 50 458 1091

Fax: +971 4 211 9199

E-mail: alfengg@alfuttaim.ae

Web site: www.engineeringuae.com

Products/services: Access control, after-coolers, air-handling units, air-cleaning equipment, air-cleaning equipment (electronic), air conditioner covers, air conditioning units, air conditioning (medical, health), air curtains/doors, alarms, anti-vibration products, anti-vibration specialists, attenuators, bacteria control, barometric controls, CAD systems, central air conditioning, chilled beams, chillers (liquid), chillers (packaged), chillers (rental), chiller re-rating, claddings, co-generation systems, coil cleaning, compressors (centrifugal; hermetic; hermetic openers; reciprocating, open; rotary, hermetic; rotary, open; rotary, semi-hermetic; screw, open; screw, semi-hermetic; scroll; semi-hermetic), compressor parts (piston rings, rods, seals and shafts), condensers

(air-cooled, brazed plate, combination air- and water-cooled), condensing units (air conditioning), condensing units (commercial refrigeration), condensing units (household refrigeration), conduits, connectors, consulting engineers, coolers, cooling towers, copper cleaners, copper pipes, district cooling, duct cleaning, duct-cleaning machines, duct fittings, duct (pre-insulated), duct (spiral or oval), duct-liner, ducting (PVC, bending), dust-collecting equipment, duct-making machines, exhaust ducting, extractors air, fabric air ducts, fabric ducting, fan-coil units, fans (extractor), fans (ventilating), fan guards, flexible ducting, hose ventilation, humidity control, humidity equipment, hydronic-heating equipment, insulation, radiant cooling, sealants, tachometers, vacuum preventers, valves, water cooling, water heaters, water treatment

AI Huraiz Establishment for Industry

Postal Address: PO Box 10159,

Dubai, UAE

Location: Al Huraiz Building

Contact person: Soman Tharaken

Job title: Sales Manager

Telephone: +971 4 267 1777

Mobile: +971 50 654 2469

Fax: +971 4 267 1777

E-mail: everhot@eim.ae

Web site: alhuraizgroup.com

Products/services: Water heaters

AI Mana Establishment

Postal Address: PO Box 5100,

Doha, Qatar

Contact person: Habeeb Rahman

Job title: General Manager

Telephone: +974 432 2631

Fax: +974 442 7646

E-mail: habeeb@almanaest.com

Web site: almanaest.com

Products: Grills and diffusers, HVAC ducting materials (accessories), piping (valves)

AI Mozannab Electrical & Installations Co

Postal Address: PO Box 85271,

Dubai, UAE

Location: Al Quoz (near National Taxi roundabout, Jotun Paints)

Contact Person: Bhaskar Raja

Job Title: Managing Director

Telephone: +971 4 338 9159

Mobile: +971 50 218 7499

Fax: +971 4 338 9149

E-Mail: mozannab@emirates.net.ae

Products/services: panels, switchgear, soft starters, switchgears, PVC insulation tapes, panels, substation testing, software (ERP package), wireless network

AI Noor Ventilation Equipment Mfg (FZC)

Postal Address: PO Box 8601,

Sharjah, Saif Zone

Location: Sharjah International Airport

Contact person: Sanjay Kumar

Telephone: +971 6 557 2237

Mobile No: +971 6 557 2237

Fax: +9716 557 2238

E-mail: sanjay@anvem.com

Web site: www.anvem.com

Products/services: Actuators, air curtains/doors, attenuators (sound), central air conditioning, claddings, dampers (volume-control, fire, non-return), damper regulators/actuators, dampers/shutters, doors, doors (duct access), ducts, duct fittings, duct (pre-insulated), duct (spiral or oval), ducting (exhaust extraction), ducting (fire-rated, manufacture), ducting (flat oval), ducting (flexible), ducting (spiral wound), ducting (stainless steel), exhaust (ducting), filters, filters (air), grilles and diffusers, thermostats, valves, VAV equipment (including boxes), ventilation (ducting), ventilation (ducting, flexible), ventilation and ductwork, wires & cables,

AI Sahoo Trading Co

Postal Address: PO Box 16742

Location: Salah Al Deen Road (next To Mashreq Bank)

Contact Person: Tarek Hourani

Job Title: Sales Manager

Telephone: +971 4 265 4152

Fax: +971 4 265 4173

E-mail: info-ae@alsahoo.com,

alsahoo@emirates.net.ae

Web Site: www.alsahoo.com

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Gulf Contractors

P.O. Box 54130, Abu Dhabi - UAE Tel: +971 2 6440001 Fax: +971 2 6446649
P.O. Box 38105, Dubai - UAE Tel: +971 4 3412823 Fax: +971 4 3412832
slgc.me@sncclavalin.com www.sncclavalin.com

Member of the SNC•LAVALIN Group



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ISO 9001:2000
QMS 5049



ISO 14001:2004
EMS 534673



OHSAS 18001:2007
OHS 534674

GLOBAL EXPERTISE, CLIENT-FOCUSED SOLUTIONS



Products/services: Pipes, plumbing tools and products, water heaters, PPR chilled/hot & cold water systems

AI Shirawi US Chillers LLC

Postal Address: PO Box 33539,
Dubai, UAE
Location: B-63, Ras Al Khor Industrial Area (behind Leader Metal Industries, near Al Abbar Glass Factory), Awir,
Contact person: Brad Warren
Job title: Business Development/
Operations Manager
Telephone: +971 4 333 7644, +971 4 333 8700
Mobile: +971 50 558 3293
Fax: +971 4 333 8898, +971 4 333 9700
E-mail: brad@alshirawi.ae,
info@uschillerservices.com
Web site: www.uschillerservices.com

Products/services: Chiller-heaters, absorption chillers (liquid), district cooling, energy-management systems, service providers for large tonnage chillers and HVAC equipment, water treatment

AI Shirawi US Chillers LLC

Postal Address: PO Box 33539,
Dubai, UAE
Location: B-63, Ras Al Khor Industrial Area (behind Leader Metal)
Contact person: Dan J Mizesko
Job title: Managing Partner
Telephone: +971 4 333 7644
Mobile No: +971 50 559 5087
Fax: +971 4 333 8898
E-mail: info@uschillerservices.com
Web site: www.uschillerservices.com

Products/services: chillers (liquid), chillers (packaged), chiller re-rating, compressor parts (piston rings, rods, seals, shafts), condenser leak repair

AI Shirawi Electrical & Mechanical Engineering Co

Postal Address: PO Box 33539,
Dubai, UAE

Location: B-63, Ras Al Khor Industrial Area (behind Leader Metal)
Contact person: S Sekhar
Job title: Director-Projects
Telephone: +971 4 333 7644
Mobile: +971 50 659 7640
Fax: +971 4 333 8898
E-mail: info@alshirawi.ae
Web site: www.alshirawi.com/engineering

Products/services: Air conditioning (industrial), air conditioning (leak repair), air conditioning (marine), air conditioning (medical, health), central air conditioning, cold store, condensers (air-cooled, combination air and water-cooled), heating and ventilation, packaged central plants

Amana Group

Postal Address: Amana Group Buildings,
Green Community, Dubai Investment Park, Dubai, UAE
Location: Opposite to Choithram Supermarket
Contact person: Charisma Datu
Job title: Executive Secretary
Telephone: +971 4 885 4449
Mobile No: +971 50 148 4281
Fax: +971 4 885 9020
E-mail: charisma.datu@amanabuildings.com
Web site: www.amanabuildings.com

Products/services: District cooling, hangers, pipes, steel/steel service, tank/tank accessories, thermal energy storage

A O SMITH FZE

Postal Address: Jafza 20, Suite 111, PO Box 262629, Jebel Ali, Dubai, UAE
Contact person: Joe Thomas
Job title: Sales Manager
Telephone: +971 4 881 2666
Mobile: +971 50 554 3997
Fax: +971 4 881 2662
E-mail: joe.thomas@aosepc.com
Web site: www.aosmithmotors.com

Products/services: Motors

Apina

Postal Address: PO Box 283858
Location: Tecom, Dubai
Contact person: Peter van der Ham
Job title: Regional Commercial Manager
Telephone: +971 4 431 8845
Mobile: +971 50 600 7955

Fax: +971 4 431 8845
E-mail: p.ham@apina.com
Web site: www.apina.com

Products/services: Air-handling units, air conditioning units, air conditioning (hazardous environment), air conditioning (industrial), air conditioning (marine), air conditioning (medical, health), central air conditioning, chiller-heaters (absorption), chillers (liquid), chillers (packaged), co-generation systems, coils, cold store, compressors (reciprocating, open; rotary, hermetic; rotary, open; screw, open; screw, semi-hermetic; semi-hermetic) compressor parts (piston rings, rods, seals, shafts), condensers (air-cooled, brazed plate, combination air- and water-cooled), condensing units (air conditioning), condensing units (air conditioning), consulting engineers, consulting services/HVAC/energy management, controls; refrigeration, controls; temperature, coolers, cooling towers, district cooling, evaporators, fan (axial), freezers, heat exchangers (air-cooled, plate, plate-and-frame), heat pumps, heat-recovery units, heat-recovery systems, ice makers, ice storage, lubricants, refrigeration, packaged central plants, package units, radiant cooling, refrigerant-charging equipment, refrigerant recovery/reclaim, refrigerating equipment, refrigerating machinery, refrigeration, rooftop heating/cooling equipment, turbine inlet air cooling, water cooling

Atco ME, Sharjah, UAE

Postal Address: PO Box 120893,
Sharjah, UAE
Location: Sharjah Airport International Free Zone (near Sharjah Airport)
Contact: Harendra Bhatia
Job title: Sales & Marketing
Telephone: +971 6 557 8964
Mobile No: +91 98 1112 7272
Fax: +971 6 557 8963
E-mail: hnbhatia@yahoo.com
Web site: www.atcoflex.com

Products/services: Flexible ducting

Arison Gulf LLC

Postal Address: PO Box 12939,
Abu Dhabi, UAE
Location: Musaffah Industrial Area

(Corniche Road, 5th roundabout – near Al Mansoori)

Contact person: Mohammad Itani,
Mohammad Ali Bissani
Job titles: Managing Director, Deputy
General Manager
Telephone: +971 2 555 4144
Mobile No: +971 50 8130772
Fax: +971 2 555 4146
E-mail: info@arisongulf.com
Web site: www.arisongulf.com

Products/services: Motors, packaging,
pumps

Armstrong Holden Brooke Pullen

Postal Address: Wenlock Way,
Manchester, M12 5JL, UK
Contact person: Andy North
Job title: Export Sales Manager
Telephone: +44 118 945 6481
Mobile: +44 781 841 2839
Fax: +44 161 220 9660
E-mail: anorth@armlink.com
Web site: www.armstrongpumps.com

Products/services: Air and water
balancing, chillers (packaged), district
cooling, energy-management systems,
frequency inverters, heat exchangers
(plate-and-frame), packaged central
plants, packaging, package units, pumps,
variable frequency drives, zone-control
systems

Aspen Pumps/BBJ Engineering/Big Foot Systems

Postal Address: Apex Way, Hailsham,
East Sussex, BN27 3WA, UK
Location: South East
Contact person: Bernard Leach
Job title: Export Director
Telephone: +44 13 2384 8842
Fax: +44 13 2384 8846
E-mail address: sales@aspenpumps.com
Web site: www.aspenpumps.com

Products/services: Accessories and
spares, air-cleaning equipment, anti-
vibration products, air conditioning pumps,
cleaners, condensate-removal systems,
condenser pads, frames, hangers,
insulators (electric), pipe supports

Atomizing Systems Inc

Contact person: Michael V Elkas
Job title: CEO
Telephone: +1 201 447 1222
Fax: +1 201 447 6932
E-mail: info@coldfog.com
Web site: www.coldfog.com

Products/services: Dust control, evaporative
cooling, fog systems (water, high-pressure),
humidifiers, humidity control, humidity
control equipment, humidity equipment,
nozzles, odour control, water cooling, zone-
control systems



Bahwan Technical Contracting Co

Postal Address: PO Box 25173,
Dubai, UAE
Location: Al Quoz Industrial Area-4, 21st
Street, Near Emirates Glass Factory
Contact person: Senthil Kumar
Job title: Deputy General Manager
Telephone: +971 4 347 5878
Mobile: +971 50 640 2674
Fax: +971 4 347 1855
E-mail address:
becdubai@emirates.net.ae
Web site: www.bahwanengineering.com

Products/services: Adhesives, adhesive
tapes (duct sealing), air-handling units,
air conditioning units, air distributions
devices, central air conditioning, chillers
(liquid), chillers (packaged), condensing
units (air conditioning), cooling towers,
dampers, diffusers, district cooling, grilles,
heat pumps, ventilation

Baltimore Gulf

Contact: Frank Van Leemput
Job title: Area Sales Manager
Telephone: +971 4 885 7343
Mobile: +971 50 550 3424
Fax: +971 4 885 7342
E-mail: fvanleemput@baltimoreaircoil.be

Products/services: Accessories and
spares, air conditioning (computer
room), air conditioning (data
processing), air conditioning (industrial),
air conditioning (medical, health),
attenuators, central air conditioning,

closed fluid coolers (air conditioning
and process cooling), coils, condensers
(evaporative), cooling towers, district
cooling, hybrid cooling, ice storage,
refrigeration, sound attenuators, water
cooling, wet/dry/adiabatic.

Bayer Middle East FZE

Postal Address: PO Box 262369
Location: Jebel Ali Free Zone
Contact person: Katrin Wilke
Job title: Executive Assistant
Telephone: +971 4 881 7774
Fax: +971 4 881 4323
E-mail: bme_info@bayer-ag.de
Web site: www.bayer.com

Products/services: Adhesives, coatings,
sealants

Beckhoff Automation FZE

Postal Address: 341007
Location: DSOA HQ Building
Contact person: Chandran Velayudhan
Job title: General Manager
Telephone: +971 4 501 5480
Mobile No: +971 50 957 9878
Fax: +971 4 501 5481
E-mail: c.velayudhan@beckhoff.ae
Web site: www.beckhoff.ae

Products/services: Building automation
and controls/BMS, controllers, controllers
(standalone), controllers with bus
communication, controls, control panels
(heating, ventilation and air, controls),
refrigeration (controls), energy-
management systems, humidity control,
humidity (control equipment), intelligent
building systems, microprocessor-based
control, monitors, network (wireless),
software, systems integration, zone-
control systems

Bekaert Specialty Films Middle East

Postal: PO Box 6337, Dubai, UAE
Location: 204, Sheikh Al Mur Maktoum
Building, Al Dhiyafa Road, Satwa
Contact person: Karunakaran A P
Job title: Sales Manager (Middle East,
India, Pakistan and Afghanistan)
Telephone: +9714 345 4571
Mobile: +971 50 553 3659
Fax: +971 345 4131
E-mail: Karunakaran.AP@bekaert.com
Web site: www.solargard.com

Products/services: Glass and films, solar heat rejection window films, window films

Belimo Automation

Address: PO Box 293644, Dubai, UAE
Location: K17, Dubai Airport Free Zone
Contact: David Stevenson
Job title: General Manager
Telephone: +971 4 299 8050
Fax: +971 4 299 8051
E-mail: info@belimo.ae
Web site: www.belimo.com

Products/services: Actuators, controllers (standalone), controllers with bus communication, damper regulators/actuators, thermostats, valves, valves (zone control), VAV equipment

Best Products Trading

Postal Address: PO Box 78395, Dubai, UAE
Location: Flat No. 422, Bil Obaida Building (Splash showroom; next To Al Bustan Residence, Al Nahda Street, Qusais)
Contact person: Raj Kumar
Job title: CEO & Director
Telephone: +971 4 298 4098
Mobile: +971 50 458 6211
Fax: +971 4 298 4097
E-mail: raj कुमार@bestprodubai.com
Web site: www.bestprodubai.com

Products/services: Air conditioning (leak repair), air conditioning (marine), air conditioning (medical, health), air displacement equipment, air distributions devices, air filter components, air pollution control equipment, air-purifying equipment, aluminium, anti-vibration products, associations, trade, attenuators, bacteria control, blowers, blower housings, blower shafts, central air conditioning, chiller-heaters, absorption, chillers, liquid, chillers, packaged, chillers, rental, close-control units, condensers (air-cooled), condensing units (air conditioning), condensing units (commercial refrigeration), consulting engineers, consulting services/HVAC/energy management, control panels (heating, ventilation and air), cooling towers, dampers, damper regulators/actuators, damp (consultants), damp control, damp penetration, treatment, damp proofing membranes, damp-proofing products, damp proofing

services, damp surveys, dampers/shutters, dehumidifiers, diffusers, doors, doors (duct access), drift eliminators, duct (flexible), duct-liner, ducting flexible, ducting thermal, enclosure cooling, energy-management systems, energy recovery/ventilators, evaporators, exhausters, fabric air ducts, fan (AC, DC), fan (axial), fan blades, fan-coil units, filter media, filters (air), filtration, flexible ducting, green buildings, grilles, heat exchangers (air-cooled, plate, plate-and-frame), heat-recovery units, heat-recovery wheels, heat-recovery ventilation systems, heat-recovery equipment, heat-recovery systems, humidifiers, hydronic-heating equipment, ice storage, indoor air quality (IAQ) equipment and products, insulated clothing and accessories, insulated covers and blankets, insulated piping systems, insulation, insulation seals, kitchen ventilation systems, louvres, make-up air units, mist eliminators, mixing boxes, moisture eliminators, chemicals, mould/mildew (control, removal), mould prevention products, noise abatement, noise control, nozzles, outdoor cooling, packaged central plants, package units, pre-insulated pipes, radiators, rooftop heating/cooling equipment, under-floor air conditioning, ventilation (heat recovery, mechanical, stainless steel), ventilation units, vibration absorbers, water cooling

Big Ass Fans

Postal Address: 2,425 Merchant Street
Location: Lexington, KY 40511 (LexMark, Kentucky Horse Park, Keeneland)
Contact person: Laci Poulter
Job title: Manager, Brand Communications
Telephone: 877 BIG FANS
Fax: +1 859 233 0139
E-mail: lpoulter@bigassfans.com
Web site: www.bigassfans.com

Products/services: Fans, indoor air quality (IAQ) equipment and products

Bin Dasmal Air Systems Industries

Postal Address: PO Box 5389, Dubai, UAE
Location: Dubai Investments Park, Bin Dasmal Campus (behind Green Community)

Contact person: S P Sarangan
Job title: Divisional Manager
Telephone: +971 4 806 7667
Mobile No: +971 50 559 2086
Fax: +971 4 806 7666
E-mail: sarangan@bindasmal.com
Web site: www.bindasmal.com

Products/services: Air-handling units, air conditioning units, air conditioning (computer room), air conditioning (data processing), air conditioning (hazardous environment), air conditioning (industrial), air conditioning (marine), air conditioning (medical, health), blowers, central air conditioning, coils, dampers, evaporators, fan-coil units, fans (extractor, ventilating), filters, filters (air), filtration, green buildings, heat exchangers (air-cooled), heat-recovery units, heat recovery wheels, heat recovery (ventilation systems), heat-recovery equipment, heat-recovery systems, kitchen ventilation systems, ventilators, ventilation (energy saving), ventilation (heat recovery), ventilation units

Bitzer SE

Postal Address: PO BOX 82571
Location: Baniyas Complex, Al Nasr Square, Maktoum Street
Contact Person: Shibu P Bhaskaran
Job Title: Senior Technical Sales Engineer
Telephone: +971 4 221 8780
Fax: +971 4 221 9905
E-mail Address: mail@bitzer.ae
Web Site: www.bitzer.de

Products/services: chillers (packaged), circulators, energy-management systems, fire protection, frequency inverters, heat exchangers (plate-and-frame, tubular), packaged central plants, packaging, package units, pumps, systems integration, variable frequency drives, ultra-efficient chilled water integrated plant control, ultra efficient chilled water integrated, air conditioning (industrial), air conditioning (marine), central air conditioning, compressors (reciprocating, open; screw open: screw, semi-hermetic, semi-hermetic), compressor parts (piston rings, rods, seals, shafts), condensers

(shell & tube, water-cooled – shell and tube), condensing units (commercial refrigeration), receivers, refrigeration, refrigerating equipment

BK Gulf

Postal Address: PO Box 10079,
Dubai, UAE

Location: Jebel Ali

Contact person: Rami Izzat

Job title: Senior Mechanical Engineer

Telephone: +971 4 880 1606

Mobile: +971 50 540 0313

Fax: +971 4 880 1603

E-mail: rami.izzat@bkgulf.com

Web site: www.bkgulf.net@ae

Products/services: Air conditioning, consulting engineers, consulting services/ HVAC/energy-management, contractors, pipes, pumps, ventilation

Blue Star Middle East (Blue Star Limited)

Postal Address: PO Box 41727,
HFZ, Sharjah

Location: 2F/34, Hamiryah Free Zone,
Sharjah

Contact person: H P Dudani

Job title: Deputy General Manager

Telephone: +971 4 355 3561

Mobile: +971 50 957 7680

Fax: +971 4 355 3562

E-mail: hdudani@bluestarindia.com

Web site: www.bluestarindia.com

Products/services: Air-handling units, air conditioning units, air conditioning (computer room), air conditioning (data processing), air conditioning (industrial), central air conditioning, chillers (liquid), chillers (packaged) close-control units, coils, cold store, condensing units (air conditioning), condensing units (commercial refrigeration), heat recovery (ventilation systems), heat-recovery equipment, heat-recovery systems, indoor air quality (IAQ) equipment and products, packaged central plants, water cooling

Blueair AB

Postal Address: Danderydsgatan 11,
SE 114 26

Location: Stockholm, Sweden

Contact person: Tugba Öztoprak

Job title: Marketing Manager

Telephone: +46 8 679 45 00

Mobile: +46 76 047 0637

Fax: +46 8 679 4545

E-mail: to@blueair.se

Web site: www.blueair.com

Products/services: Air-purifying equipment

BMC Gulf Trading & Contracting LLC

Postal Address: PO Box 33260,
Dubai, UAE

Contact person: Dina Shammout

Job title: Marketing Executive

Telephone: +971 4 884 5001

Mobile: +971 50 255 9136

Fax: +971 4 884 5001

E-mail: dina@bmc-gulf.com

Web site: bmc-gulf.com

Products/services: Plastic pipes for water and gas, welding machines for the pipes, plastic products

BSRIA Ltd

Postal Address: Old Bracknell Lane West,
Bracknell, Berkshire RG12 7AH, UK

Telephone: + 44 1344 465 600

Fax: +44 1344 465 526

E-mail: test@bsria.co.uk

Web site: www.bsria.co.uk

Products/ Services: Laboratory testing

Business Communications

Postal Address: PO BOX 7969,
Dubai, UAE

Location: Deira (near Al Nakheel Centre)

Contact person: Senthil Kumar

Job title: Key Account Manager

Telephone: +971 4 222 0186 (ext 444)

Mobile: +971 50 656 4374

Fax: +971 4 223 6193

E-mail: senthil.kumar@bcluae.com

Web site: www.bcluae.com

Products/services: air-measuring and recording instruments, data loggers (humidity, temperature, pressure, process signal), electrical load profiling, energy consumption monitoring instruments, energy-management systems, humidity (measurement, measurement equipment, monitoring, recording instruments, indicators); indoor air quality (IAQ) equipment and products, instruments (recording and indicating), noise and vibration meters, pyrometers, recorders;

sensors, sensors (humidity), software, tachometers, thermistors, thermocouples, thermometers, vibration (monitoring)



CAREL

Postal Address: Via Dell' Industria 11, Italy
Location: I-35020 Brugine, Italy

Contact person: Stefano Ballin

Job Title: Export Manager

Telephone: +39 049 971 6611

Fax: +39 049 971 6600

E-mail: export.dept@carel.com

Web site: www.carel.com

Products/services: Building automation and controls/BMS, controllers, controllers (standalone), controllers with bus communication, controls, control panels (heating, ventilation and air), controls (refrigeration), controls (temperature), energy-management systems, humidifiers, humidistats, humidity control, humidity (control equipment, controllers, equipment, measurement, measurement equipment, monitoring, recording instruments), instruments (recording and indicating), nozzles, recorders, recorders (humidity), supervisory systems, systems integration, thermostats, wireless controls, zone-control systems

CIAT Middle East

Postal Address: PO Box 113100, Abu
Dhabi, UAE

Location: Al Bateen Building C6 Bainunah
Street 34

Contact person: Mahidine Ait

Job title: Area Sales Manager

Telephone: +971 2 406 9662

Mobile: +971 50 301 7935

Fax: +971 2 406 9810

E-mail: m.ait@ciat.com

Web site: www.ciat.com

Products/services: Air-handling units, air-cleaning equipment, air conditioning units, air conditioning (aircraft), air conditioning (computer room), air conditioning (data processing), air conditioning (hazardous environment), air conditioning (industrial), air conditioning (marine), air conditioning (medical, health), air exchangers, air-purifying equipment, bacteria control, central air conditioning, chillers (liquid), chillers (packaged), close-control units,

coils, condensers (air-cooled; brazed plate; combination air- and water-cooled; shell & tube; water-cooled, co-axial; water-cooled, double pipe; water-cooled, plate type; water-cooled, shell and coil; water-cooled, shell and tube), condensing units (air conditioning), district cooling, evaporators, exhausters (roof), extractors (air), fan-coil units, fans (extractor), fans (ventilating fans), heat exchangers (air-cooled, plate, plate-and-frame, re-tubing, tubular), heat pumps, heat-recovery units, heat-recovery ventilation systems, heat-recovery equipment, heat-recovery systems, heaters, heating and ventilation, ice storage, indoor air quality (IAQ) equipment and products, multi-zone units, packaged central plants, package units, rooftop heating/cooling equipment, seawater condensers, thermal energy storage, tubes, under-floor air conditioning, ventilation

City Cool LLC

Postal Address: PO Box 69396,
Sharjah, UAE

Location: 2,507, 25th floor, Al Durrah
Tower, Al Buhaira Corniche (next to Al
Buhaira Police Station)

Contact Person: Alia Agha
Job Title: Marketing Manager
Telephone: +971 6 556 6771
Mobile No: +971 50 861 9171
Fax: +971 6 556 7337
E-Mail: aagha@city-cool.com
Web Site: www.city-cool.com

Products/services: District cooling

Composite Cooling Solutions

Postal Address: 4,150 International Plaza,
Suite 500, Fort Worth, Texas 76109 4826, USA

Contact person: Jim Baker
Job title: Vice President, Sales &
Marketing

Telephone: +1 817 708 9151
Mobile: +1 817 565 0952
E-mail: jrbaker@compositcooling.com
Web site: www.compositcooling.com
Products/services: Cooling towers

Coolrich District Cooling Services

Postal Address: PO Box 181248,
Dubai, UAE

Location: Dubai Investments Park
Contact person: Amro Samkary

Job title: Managing Director
Telephone: +971 4 885 6909
Mobile: +971 50 624 9937
Fax: +971 4 885 6870
E-mail: asamkari@yahoo.com
Web site: www.coolrichuae.com

Products/services: Air conditioner covers,
chemicals, claddings, compounds (pipe),
contractors, district cooling, insulated
piping systems, flow meters, water
treatment



CoolTech Gulf

Contact person: Peter Tracey
Job title: General Manager
Telephone: +971 4 340 4190
Mobile: +971 50 452 0508
Fax: +971 4 340 4192
E-mail: ptracey@cooltechgulf.com

Products/services: district cooling, water
treatment

Cooling Technologies by Natural Gas (Gas Chill)

Postal Address: 48 El Nasr St, New
Maadi, Cairo, Egypt
Contact person: Dr Alaa Awn
Job title: Chairman & CEO
Telephone: +202 270 56936
Fax: +202 270 56939
E-mail: aawn@gaschill.net
Web site: www.gaschill.net

Products/services: District cooling,
chillers-heaters (absorption)

Corodex Trading Co LLC

Postal Address: 12282, Dubai, UAE
Location: Al Quoz Industrial Area
Contact person: Noor ul Ain
Job title: Group Marketing Manager
Telephone: +971 4 347 2900
Fax: +971 4 347 2796
E-mail: info@corodex.com
Web site: www.corodex.com

Products/services: Air-purifying
equipment, boilers (water treatment),
chemicals, cooling towers, district cooling,
filters, water treatment

Cosmoplast Industrial Co LLC

Postal Address: 6032, Sharjah, UAE
Location: Industrial Area 1, Sharjah (near
Interplast Co)

Contact person: Amir Abbas
Job title: Marketing Officer
Telephone: +971 6 533 1264
Mobile: +971 50 482 1551
Fax: +971 6 533 1917
E-mail: cplast@cosmoplast.com
Web site: www.cosmoplast.com

Products/services: Insulated piping
systems, insulation, pipes, plastics,
plumbing tools and products, pre-
insulated pipes



Danfoss FZCO

Postal Address: PO Box 61248,
Dubai, UAE

Location: Jebel Ali
(near roundabout 5; opposite Belhasa
Driving School)

Contact person: Arti
Job title: Regional Marketing Executive
Telephone: +971 4 887 2220 (ext 250)
Mobile: +971 50 640 8920
Fax: +971 4 887 2221
E-mail: j.kawrani@danfoss.com
Web site: www.danfoss.com

Products/services: Air conditioning
(industrial), BTU meters, district cooling,
heat exchangers (plate), valves

Danway LLC

Postal Address: PO Box 50048, Dubai,
UAE

Location: Al Quoz Industrial Area 3 (near
Belhasa Driving School)

Contact person: Omar Farok
Job title: Sales Consultant
Telephone: +971 4 347 3700
Fax: +971 4 347 3232
E-mail: omarfarak@danwayllc.com
Web site: www.danwayllc.com

Products/services: Assembly, supply,
installation, servicing and commissioning
of packaged pumps, RO plants and duct-
cleaning equipment; supply and service of
pumps, motors and valves; alignment and
condition-monitoring equipment



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Tel: +971 4 3756830 • Fax: +971 4 4341906
www.cpi-industry.com

DC Pro Engineering

Postal Address: PO Box 22581,
 Sharjah , UAE,
 Location: 407, 4th Floor, Al Durrah Tower,
 Al Buhaira Corniche, Sharjah (near Al
 Buhaira Police Station)
 Contact Person: George
 Berbari/Alia Agha
 Job Title: CEO/Marketing Manager
 Telephone: +971 6 556 6880
 Mobile No: +971 50 861 9171
 Fax: +971 50 556 6881
 E-Mail: aagha@dcproeng.com
 Web Site: www.dcproeng.com

Products/services: Consulting engineers,
 consulting services/HVAC/energy
 management, district cooling, green
 buildings

Dectron Internationale

Postal Address: 3999 Cote Vertu,
 Montreal, P Que, Canada H4R-1R2
 Contact person: Sorab Merchant/Harry
 Topikian
 Job title: V P International Sales (Middle
 East)/V P Business Development
 Telephone: +514 336 3330/+514 334
 9609
 Fax: +514 337 3336/+514 334 9184
 E-mail: smerchant@dectron.com/
 htopikian@dectron.com
 Web site: www.dectron.com

Products/services: Air-handling units,
 air-cleaning equipment, air conditioning
 units, air conditioning (computer room),
 air conditioning (data processing), air
 conditioning (hazardous environment), air
 conditioning (industrial), air conditioning
 (medical, health), air exchangers, air
 filter components, air pollution control
 equipment, air-purifying equipment,
 blowers, central air conditioning, chillers,
 packaged, close-control units, coils,
 cold store, condensers (air-cooled,
 combination air- and water-cooled),
 condensing units (air conditioning),
 condensing units (commercial
 refrigeration), condensing units
 (household refrigeration), corrosion-
 control equipment, dehumidifiers,
 dehumidifiers – hire, energy recovery/
 ventilators, evaporators, fans, filter
 media, filters, filters (air), filtration, green

buildings, heat exchangers (air-cooled,
 plate, plate-and-frame), heat pipes, heat
 pumps, heat-recovery units, heat-recovery
 wheels, heat recovery (ventilation
 systems), heat-recovery equipment,
 heat-recovery systems, humidity
 control, humidity – control equipment,
 indoor air quality (IAQ) equipment and
 products, kitchen ventilation systems,
 make-up air units, moisture-recovery
 units (online turbine compressor blade
 cleaning) for oil rigs/ platforms, mould/
 mildew (control), mould/mildew (control,
 removal), motorised impellers, package
 units, pressurisers, room, refrigerating
 equipment, refrigeration, roof-cooling
 systems, rooftop heating/cooling
 equipment, ventilation – heat recovery,
 wheels, blowers Moisture recovery units

Delta Controls Inc

Postal Address: 17850 56th Ave, Surrey,
 BC, Canada, V3S 1C7
 Contact person: Erhard Dobler
 Job title: International Sales Director
 Telephone: +1 604 574 9444
 Fax: +1 604 574 7793
 E-mail: edobler@deltaccontrols.com
 Web site: www.deltaccontrols.com

Products/services: Access control, consulting
 services/HVAC/energy management,
 controllers, controllers (standalone),
 controllers with bus communication, controls,
 controls (refrigeration), controls (temperature),
 energy-management systems, humidity
 control, intelligent building systems, software,
 wireless controls, zone-control systems

Desiccant Rotors International Pvt Ltd

Postal Address: PO Box 120672, SAIF
 Zone, Sharjah, UAE
 Location: Sharjah International Airport
 Contact person: Shahab Z Ahmed
 Job title: Branch Manager (UAE & GCC)
 Telephone: + 971 6 557 8148
 Mobile No: +971 50 482 7697
 Fax: 971 6 557 8149
 E-mail: enquire@dri.ae, shahab@dri.ae
 Web site: www.drirotors.com

Products/services: Air conditioning
 units, heat-recovery units, heat recovery
 wheels, heat recovery – ventilation
 systems, heat-recovery equipment, heat-



recovery systems, humidifiers, indoor air
 quality (IAQ) equipment and products

Dolphin Radiators & Cooling Systems LLC

Postal Address: PO Box 1424,
 Sharjah, UAE
 Location: Industrial Area # 3 (next to
 Caterpillar R/A, Sharjah)
 Contact person: Moiz N J
 Job title: Director (Sales & Marketing)
 Telephone: +971 6 543 2526
 Mobile: 971 50 886 6099
 Fax: +971 6 543 2415
 E-mail: dolcool@emirates.net.ae
 Web site: www.dolphinheattransfer.com

Products/services: Accessories and
 spares, after-coolers, air-handling units,
 air-cleaning equipment, air conditioning
 units, air conditioning (automobile),
 air conditioning (computer room), air
 conditioning (data processing), air
 conditioning (industrial), air conditioning
 (leak repair), air conditioning (marine),
 air conditioning (medical, health),
 air exchangers, aluminium, bacteria
 control, boilers/boiler accessories
 and parts, boiler-cleaning products,
 brazing alloys, central air conditioning,
 chemicals, chiller-heaters, absorption,
 chillers (liquid), chillers (packaged),
 cleaners, cleaning (tube), coatings, coil
 cleaning, coil-production machinery,
 coils, compressors (screw, semi-
 hermetic), condenser coil cleaners,
 condenser leak repair, condenser
 manifolds and headers, condensers
 (air-cooled; brazed plate; combination
 air- and water-cooled; evaporative;
 shell & tube; static; water-cooled,
 plate type; water-cooled, shell and
 coil; water-cooled, shell and tube;
 wire and tube), condensing units
 (air conditioning), condensing units

(commercial refrigeration), condensing units (household refrigeration), connectors, contractors, coolers, cooling towers, copper pipes, corrosion-control equipment, de-scalers, district cooling, ducts, duct cleaning, duct fittings, duct, flexible, duct (pre-insulated), ducting (flexible), ducting (PVC, bending), ducting (stainless steel), ducting (thermal), evaporators, fan axial, fan-coil units, fan guards, heat exchangers (air-cooled, plate, plate-and-frame, re-tubing, tubular), heat-transfer fluids, heaters, heating and ventilation, package units, parts, air conditioner and compressor repair, pipe benders, pumps, de-scaling, acid, radiators, refrigeration, split-unit systems, tanks/tank accessories, tools, tube benders, tube cleaners, tubes, under-floor air conditioning, water cooling, water heaters, welding equipment

Ductmate Industries, Inc

Postal Address: 210 Fifth Street,
Charleroi, PA 15022 USA
Contact person: Bonnie Lutska
Job title: Marketing, Sales and Technical Support
Telephone: 1 800 245 3188 (US toll free)
Fax: +1 724 258 5494
E-mail: blutksa@ductmate.com
Web site: www.ductmate.com

Products/services: Adhesives, adhesive tapes (duct sealing), doors (duct access), ducts, duct fittings, duct (spiral or oval), fasteners, fastening tools, gaskets, hangers, indoor air quality (IAQ) equipment and products, sealants, sheet metal working machines, vibration absorbers

DuctSox Corporation

Postal Address: 4343 Chavenelle Road,
Dubuque, Iowa 52002, USA
Contact person: Tawfiq M Attari
Job title: Global Sales & Technical Director, MENA Market
Telephone: +962 6 568 3830
Fax: +962 6 568 4841
E-mail: tawfiq@ductsox-mena.com
Web site: www.ductsox.com

Products/services: Air distributions devices, ducts, fabric air ducts, fabric ducting, ventilation – ducting, ventilation and ductwork, vents

DURO DYNE *MACHINERY DIVISION*

Duro Dyne sells a complete line of duct fabrication machinery for fastening pins to sheet metal, applying adhesives or sealants to sheet metal, cutting insulation to required sizes and spot welding two pieces of metal.

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LSU Insulation Cutter
PBF-510 Heavy Duty Pinspotter
Super Sprayfast Adhesive Applicator
RH MACH II Automatic Pinspotter
TSP Spotwelder
MF-12 Compact Pinspotter
LF 1000 Hand Held Pinspotter

Duro Dyne International Division
Bay Shore, NY 631-249-9000 Fax: 631-207-8555
Offices in: Fairfield, OH; Santa Fe Springs, CA; Lachine, Quebec, Canada
www.durodyne.com E-mail: cctbrandao@durodyne.com

Dunham-Bush LLC

Postal Address: PO Box 30922,
Damascus Street, Al Qusais, Dubai, UAE
Location: Near Dubai Grand Hotel
Contact person: Timothy Miller/Eyad Al Buheiss/Medhat Ismail
Job title: Managing Director/Regional Sales Manager/Regional Sales Manager
Telephone: +971 4 261 7423
Mobile: +971 50 654 7256
Fax: +971 4 261 7424
E-mail: dbmena@dunhambush.ae
Web site: www.dunham-bush.com

Products/services: Air-handling units, air conditioning units, air conditioning (computer room), air conditioning

(data processing), air conditioning (hazardous environment), air conditioning (industrial), air conditioning (medical, health), chillers (liquid), chillers (packaged), chiller re-rating, compressors (rotary, hermetic; rotary, open; rotary, semi-hermetic; screw, open; screw, semi-hermetic), condensing units (air conditioning), condensing units (commercial refrigeration), district cooling, fan-coil units, ice storage, solar equipment

Duratite Systems

Postal Address: 130 W 8th Street,
Erie, PA 16501, USA
Contact person: Jim Karnes

Job title: President
Telephone: +1 814 459 6340
Mobile: +1 814 434 4097
Fax: +1 814 217 6759
Email: Jim@duratite.com
Web site: www.duratite.com

Products/services: Dampers, ducts, duct fittings

Duro Dyne Corporation

Postal Address: 81 Spence Street, Bay Shore, New York 11706, USA
Contact person: Caio Tadeu Brandao/
Deborah Konchalski
Job title: Director of International Sales/
Export Manager
Telephone: +1 631 249 9000
(ext 157 or 159)
Mobile No: +1 516 250 4100
Fax: +1 631 207 8555
E-mail: ctbrandao@durodyne.com/
dkonchalski@durodyne.com
Web site: www.durodyne.com

Products/services: Accessories and spares, adhesives, air conditioning (industrial), anti-vibration products, bearings, central air conditioning, chemicals, coatings, connectors, control panels (heating, ventilation and air), cutters, dampers, damper regulators/actuators, doors (duct access), ducts, duct (flexible), ducting (flexible), electrical components/fuses, fabric air ducts, fabric ducting, fasteners, fastening tools, flexible ducting, gaskets, green buildings, hangers, heating and ventilation, indoor air quality (IAQ) equipment and products, insulation machines, multi-zone units, noise absorbers, noise control, regulators, sealants, sheet metal working machines, soldering, welding and brazing equipment, spray equipment, thermostats, tools, ventilation and ductwork, vibration absorbers, welding equipment, wires & cables, wireless controls, zone-control systems.

Dutco Tennant LLC

Location: AMS building, Al Nakheel Street, Near Deira Town Hotel, Deira, Dubai
Contact person: Raju Viswanthan
Job title: Divisional Manager –
Water Treatment
Telephone: +971 4 222 0186

Mobile: +971 50 658 9251
Fax: +971 4 223 6193
E-mail: raju.viswanathan@dutcotennant.com
Web site: www.dutcotennant.com

Products/services: Actuators, air pollution control equipment, air-cleaning equipment, boiler cleaning products, boilers (water treatment), BTU meters, building automation and controls/BMS, condenser coil cleaners, consulting services/HVAC/energy management, water treatment, controllers, controllers (standalone), control panels (heating, ventilation and air), damper regulators/actuators, detectors, detectors (gas), differential pressure switches, differential pressure transmitters, flow meters, heaters (duct), humidifiers, humidistats, humidity control, humidity controllers, LON field devices, meters, pressure gauges, sensors (humidity), thermostats, transformers, variable frequency drives, VAV equipment, ventilation systems



Econosto Mideast B V

Postal Address: PO Box 60789, Dubai, UAE
Location: Dubai Investments Park
Contact person: Mathew Varghese
Job title: Marketing Manager
Telephone: +971 4 806 2800
Mobile: +971 50 626 6249
Fax: +971 4 885 4501
E-mail: marketing@econosto.ae
Web site: www.econosto.com

Products/services: Actuators, boiler water treatment, building automation and controls, connectors, controllers, controllers (standalone), controllers with bus communication, controls, controls (refrigeration), controls (temperature), corrosion-control equipment, couplings, damper regulators/actuators, de-aerators, district cooling, energy-management systems, expansion joints, fire protection, fittings, floor-cooling systems, floor-heating systems, flow-control devices, flow meters, frequency inverters, gaskets, gauges, green buildings, humidity control, humidity (control equipment), humidity (measurement), humidity (measurement equipment),

humidity (monitoring), humidity (recording instruments), instruments (recording and indicating), LON field devices, meters, pipes, plumbing tools and products, pressure gauges, sensors, separators, strainers, systems integration, thermometers, thermostats, transformers, under-floor air conditioning, valves, variable frequency drives, water cooling, water treatment, zone control systems

Elite Software

Postal Address: 2700 Arrington Road, College Station, TX 77845, USA
Location: Central Texas
Contact person: Bill Smith
Job title: President
Telephone: +1 979 690 9420
Fax: +1 979 690 9425
E-mail: bsmith@elitesoft.com
Web site: www.elitesoft.com

Products/services: Software (HVAC design software for calculating heating and cooling loads, HVAC operating costs, duct sizing and pipe sizing)

Elta Fans Ltd

Postal Address: 17 Barnes Wallis Road, Segensworth East Industrial Estate, Fareham, Hampshire, PO15 5ST, UK
Contact person: Mike Horsfall
Job title: Export Manager
Telephone: +44 1489 566 500
Fax: +44 1489 566 555
E-mail: export@eltafans.co.uk
Web site: www.eltafans.com

Products/services: Air-handling units, car park ventilation fans, control panels (heating, ventilation and air), controls (temperature), emergency smoke-extract fans, fans (AC/DC) fans (axial), fan (blades), fans (extractor), fans (ventilating), heat-recovery units, heat-recovery wheels, heat recovery (ventilation systems), heat-recovery equipment, heating and ventilation, ventilation, ventilation ducting, ventilation heat recovery, ventilation (manufacture and installation), ventilation (mechanical), ventilation (stainless steel), ventilation systems, ventilation units, ventilation and ductwork

Emerson FZE

Postal Address: PO Box 17034,

Dubai, UAE

Location: Jebel Ali Free Zone

Contact person: Francis Pinto

Job title: Sales Engineer

Telephone: +971 4 811 8252

Mobile: +971 50 952 0532

Fax: +971 4 886 5465

E-mail: dubai@leroy-somer.com

Web site: www.leroy-somer.com

Products/services: Control panels (heating, ventilation and air), frequency inverters, generators, motor kits, motor overload protectors, motors, motor soft starts, variable frequency drives

Emerson Climate Technologies

Postal Address: PO Box 26382, Jebel Ali FZE, Dubai, UAE

Location: Jebel Ali FZE South (behind JVC)

Contact person: Uday Mahadeokar

Job title: Marketing Manager

Telephone: +971 4 811 8157

Mobile: +971 50 6552 2198

Fax: +971 4 886 5465

E-mail: mea.sales@emerson.com

Web site: www.emersonclimate.com/mea

Products/services: Bearings, belts, bushings, compressors (hermetic, scroll, semi-hermetic), compressor parts (piston rings, rods, seals, shafts), condensing units (commercial refrigeration), controllers, controllers with bus communication, controls, controls (refrigeration), filter dryers, flow-control devices, motors, thermostats, valves

Emicool

Postal Address: PO Box 9152, Dubai, UAE

Location: Dubai Investments Park

Contact person: Anas Chaker

Job title: Senior Projects Manager

Telephone: +971 4 885 2452

Mobile: +971 50 557 4278

Fax: +971 4 885 2453

E-mail address: anas@emicool.net

Web site: www.emicool.com

Products/services: District cooling (utility company)

Emirates Glass LLC

Postal Address: PO Box 29769,

Dubai, UAE

Location: 4th Interchange, Al Quoz Industrial Area

Contact person: Maya Zouein

Job title: Marketing Director

Telephone: +971 4 709 4700

Mobile: +971 50 0312

Fax: +971 4 347 1440

E-mail: emiglass@emirates.net.ae

Web site: www.emiratesglass.com

Products/services: Glass and films, energy-efficient architectural glass, green buildings

Emirates Industrial Panel

Postal Address: PO Box 115408, Dubai, UAE

Location: Plot No 598-1106, Dubai Investments Park

Contact Person: Ali Ihsan Cetiner

Job Title: General Manager

Telephone: +971 4 885 9600

Mobile: +971 50 559 5229

Fax: +971 4 885 9601

E-mail: alihsan@emiratespanel.com

Web site: www.emiratespanel.com

Products/services: Air curtains/doors, cold store, dock shelters, doors, fire protection, floor heater mats, green buildings, industrial insulated panels, insulation, insulation seals, PVC curtains, refrigerating equipment, refrigeration, sealants

Emirates Preinsulated Pipes Industries (EPPi)

Postal Address: PO Box 73830

Location: Abu Dhabi New Industrial City

ICAD, Mussafah (behind ADNOC station)

Contact person: Ghassan Sahl

Job title: General Manager

Telephone: +971 2 550 1991

Mobile: +971 50 667 9914

Fax: +971 2 550 1992

E-mail: gsahl@epi.ae

Web site: www.epi.ae

Products/services: Insulated piping systems

Emirates Technical Associates

Postal Address: M&E Division, PO Box 3532, Abu Dhabi, UAE

Location Including: 6th Floor, Al Ferdous

Tower, Al Salaam Street, Abu Dhabi, UAE

Contact Person: SREENIVAS

Job Title: Senior Manager

Telephone: +971 2 698 7777

Mobile: +971 50 662 5053

Fax: +971 2 672 2132

Email: sreenivas@etamme.com

Web site: www.etamme.com

Products/services: Air conditioning (aircraft), air conditioning (automobile), air conditioning (computer room), air conditioning (data processing), air conditioning (hazardous environment), air conditioning (industrial), air conditioning (leak repair), air conditioning (marine), air conditioning (medical, health)

EnergyAdvertisers

Postal Address: 508 Black Horse Circle, Canton, GA 30114 USA

Contact person: Craig Mirabella

Job title: President

Telephone: +1 770 666 8363

Mobile: +1 805 377 2679

E-mail: craig@energyadvertisers.com

Web site: www.energyadvertisers.com

Products/services: Corporate branding and advertising for energy and energy-related companies

Energy Central Company BSC

Postal Address: PO Box 24253,

Manama, Bahrain

Location: Al Zamil Towers, 12th Floor

Contact person: Khalil Issa

Job title: CEO

Telephone: +973 17 500 250

Fax: +9 73 17 500 305

E-mail: khalil@energycentralco.com

Web site: www.energycentralco.com

Products/services: Air conditioning (industrial), chiller-heaters (absorption), chillers (liquid), chillers (packaged), co-generation systems, combined heat and power, consulting services/HVAC/energy management, district cooling, heat exchangers, heat recovery (ventilation systems), humidity (control equipment), ice storage, intelligent building systems (consulting), packaged central plants, refrigeration, seals, sewage treatment, seawater desalination, solar applications, turbine inlet air cooling, turnkey water

services, ventilation, waste management, water cooling, water heaters, water treatment

Energy Management Services Int

Postal Address: PO Box 31411 Dubai, UAE

Location: Al Gharhoud Road, Liberty Building, Suite 303

Contact person: Khaled Bushnaq

Job title: Chief Executive Officer

Telephone: +971 4 282 7000

Fax: +971 4 282 7001

E-mail: khaled@ems-int.com

Web site: www.ems-int.com

Products/services: Consulting engineers, consulting services/HVAC/energy management, energy-management systems, energy recovery/ventilators

Energy Saving Products Limited

Postal Address: 14710, 112 Avenue, Edmonton, Alberta Canada

Contact person: John Spankie

Job title: International Sales Manager

Telephone: +1 780 453 2093/Direct Line

+1 604 437 9547

Mobile: +1 604 837 9180

Fax: +1 780 453 1932/+1 604 430 9530

E-mail: jspankie@hi-velocity.com

Web site: www.hi-velocity.com

Products/services: Air-handling units, air-cleaning equipment; electronic, air curtains/doors, air-purifying equipment, central air conditioning, coils, duct (flexible), ducting (flexible), fan-coil units, flexible ducting, grilles, heaters (duct), heating systems, heating and ventilation, indoor air quality (IAQ) equipment and products, multi-zone units, variable frequency drives, ventilation (ducting, flexible), ventilation (energy saving), vents, zone-control systems

Engineering Solutions Co LLC

Postal Address: PO Box: 52239, Abu Dhabi, UAE

Location: Morour Road (behind Jumbo Electronics), EMAAR Building, 4th floor, 401 & 404

Contact person: D Karthikeyan

Job title: General Manager

Telephone: +971 2 642 9412

Mobile: +971 50 662 6496

Fax: +971 2 642 9413

E-mail address: kds@engsol.ae

Web site: www.engsol.ae

Products/services: Complete HVAC supply and installation, electrical equipments, mv & lv switchgear, DC systems, transformers, soft starters, testing and commissioning

EPS Ltd.

Postal Address: Unit 32, Mere View Industrial Estate, Yaxley, CAMBS.

PE7 3HS, UK

Contact person: Zafer URE

Job title: Managing Director

Telephone: +44 1733 243 400

Fax: +44 1733 243 344

E-mail: z.ure@epsLtd.co.uk

Web site: www.epsLtd.co.uk

Products/services: Co-generation systems, combined heat and power, condensing units (commercial refrigeration), consulting engineers, consulting services/HVAC/energy management, heat-transfer fluids, ice storage, outdoor cooling, refrigerated trucks, refrigerating machinery, refrigeration, solar applications, solar equipment, thermal energy storage

Ether Gulf Enterprise

Postal Address: PO Box 2877, Dammam 31461, Saudi Arabia

Location: Al-Fadl Building, King Saud Street X, 2nd Street, Dammam, Saudi Arabia

Contact person: Enamul Hoque

Job title: Marketing & Sales Manager

Telephone: +966 3 833 2008

Mobile: +966 50 580 1145

Fax: +966 3 833 4422

E-mail: ethergulf@sahara.com.sa

Products/services: Access control, actuators, BTU meters, building automation and controls/BMS, controllers, controllers (standalone), controllers with bus communication, controls, controls (temperature), damper regulators/actuators, DDC controls, detectors (leak), differential pressure switches, differential pressure transmitters,

flow-control devices, flow switches, flow meters, humidistats, humidity (controllers), dewpoint hygrometers, measurement equipment, monitoring, sensors, strainers), thermostats, valves, valves, zone control, wireless controls, zone-control systems



Faisal Jassim Trading Co

Postal Address: PO Box 1871,

Dubai, UAE

Location: Dubai Investments Park (next to CORE)

Contact person: Nadia Jones

Job title: Marketing & Business Development Manager

Telephone: +971 4 810 5105

Mobile: +971 50 624 1598

Fax: +971 4 810 5106

E-mail: nadia@fjtco.com

Web site: www.faisaljassim.ae

Products/services: Air conditioning (computer room), air conditioning (hazardous environment), air conditioning (industrial), air conditioning (marine), air conditioning (medical, health), air distributions devices, attenuators, boilers/boiler accessories and parts, boilers (water treatment), control panels heating, ventilation and air, dampers, damper regulators/actuators, diffusers, ducts, duct (pre-insulated), ducting (fire-rated, manufacture), electrical components/fuses, energy recovery/ventilators, fabric air ducts, fabric ducting, fan-coil units, grilles, heat exchangers (plate, plate-and-frame), heat recovery wheels, heaters, heaters (electric), heating accessories, heating systems, heating and ventilation, indoor air quality (IAQ) equipment and products, insulation, pumps, solar equipment, switchgear, tanks/tank accessories, valves, variable frequency drives, variable refrigerant flow equipment, VAV equipment, water heaters

FantASIA Middle East Air Conditioning Services LLC

Postal Address: PO Box 79376,

Dubai, UAE

Location: Sheikh Zayed Road, Giga Star, House Business Center, Mezzanine Floor,

Office #4

Contact person: Vladimir Kim
Job title: Sales Manager
Telephone: +971 4 330 7280
Mobile: +971 50 847 5288
Fax: +971 4 330 7281
E-mail: vladimir.kim@fantasia.kz
Web site: www.fantasia.kz

Products/services: Air conditioning units, air conditioning (computer room), air conditioning (industrial), air distributions devices

Featherlite Industries

Postal Address: PO Box 2201 Brickell Avenue, Floor 63, Miami, Florida, USA
Contact person: Evelyn Torres
Job title: Operations Manager
Telephone: +1 312 252 5731
Mobile: +1 786 246 1266
Fax: +1 305 909 7200
E-mail: etorres@fthri.com
Web site: www.fthri.com

Products/services: Boilers (water treatment), valves, chillers (packaged), generators, ice storage, package units, pumps, refrigerated trucks, switchgear

FlaktWoods LLC

Postal Address: PO Box 49347, Dubai, UAE
Location: # 201 & 202, Renault Showroom Building (near Galadari Signal)
Contact person: Saibal Majumdar
Job title: General Manager
Telephone: +971 4 299 5060
Mobile No: + 971 50 659 0461
Fax: +971 4 299 5704
E-mail: saibal.majumdar@flaktwoods.com
Web site: www.flaktwoods.com

Products/services: Air-handling units, air conditioning (hazardous environment), air conditioning (industrial), air conditioning (marine), air conditioning (medical, health), air displacement equipment, central air conditioning, chilled beams, exhausters, roof, extractors (air), fan (axial), fan-coil units, fans (extractor), fans (ventilating), green buildings, heat-recovery wheels, heat-recovery systems, VAV equipment, ventilation systems

Flamco Middle East

Postal Address: PO Box 262636

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Location: Jebel Ali Free Zone, LOB 8G020
Contact person: Jim Martin
Job title: General Manager
Telephone: +971 4 881 9540
Mobile: +971 50 456 6473
Fax: +971 4 881 9560
E-mail: jim.martin@flamco-gulf.com
Web site: www.flamco-gulf.com

Products/services: Air and water balancing, air separators, automatic air vents, de-aerators, duct fittings, expansion vessels, hangers, heaters (electric), hydronic-heating equipment, micro-bubble de-aerators, pipe-mounting materials, pipe supports, plumbing tools and products, pressure step de-gassers, pressurisation units, separators, solar equipment, tanks/tank accessories, water heaters

Flow Control Industries, Inc

Postal Address: PO Box 848, Woodinville, Seattle, WA 98072, USA
Contact person: Paul Skoglund
Job title: President
Telephone: +1 425 483 1297
Fax: 425 486 5672
E-mail: Paul.Skoglund@flowcontrol.com
Web site: www.flowcontrol.com

Products/services: Valves, pressure-independent flow control valves

FlowLine Controls

Postal Address: PO Box 49078, Dubai, UAE
Location: Al Qusais Industrial Area 4 (behind Galadari Driving School; next to the mosque)

Contact person: Varshitha
Job title: Customer Service & Support
Telephone: +971 4 258 7511
Fax: +971 4 258 7762
E-mail: support@flowline-controls.com
Web site: www.flowline-controls.com

Products/services: Actuators, building automation and controls/BMS, chiller-heaters (absorption), chillers (packaged), consulting services/HVAC/energy management, cooling towers, couplings, drivers, energy recovery/ventilators, floor-cooling systems, floor-heating systems, flow-control devices, heat-recovery units, heat recovery - ventilation systems, heat-recovery systems, heat-transfer fluids, nozzles, outdoor cooling, packaged central plants, strainers, valves, valves (zone control), vapour-recovery systems, variable frequency drives, ventilation (heat recovery)

Flowtech LLC

Postal Address: PO Box 27623, Dubai, UAE
Location: Al Shaffar Building, Sheikh Zayed Rd
Contact person: Wael Al Shihabi
Job title: Business Development Manager
Telephone: +971 4 339 1298
Fax: +971 4 339 0018
E-mail: flowtech@emirates.net.ae
Web site: www.flowtech-me.com

Products/services: Actuators, valves

Focus Air Conditioning Industries LLC

Postal Address: PO Box 37945,

Dubai, UAE

Contact person: Samir J Vasani

Job title: Operations Manager

Telephone: +971 4 340 5516

Mobile: +971 50 558 9511

Fax: +971 4 340 5540

E-mail: focusair@eim.ae

Web site: www.focusaircon.net/www.primeaircon.com

Products/services: Adhesive tapes (duct sealing), connectors, ducts, duct (flexible), duct-liner, ducting (flexible), ducting (flexible), fume and dust extraction), fabric air ducts, fabric ducting, flexible ducting, gaskets, insulation

Frese A/S

Postal Address: Sorøvej 8, 4200

Slagelse, Denmark

Contact person: Nathan Cooke

Job title: General Manager,

Frese Middle East

Telephone: +971 4 341 7696

Mobile No: +971 50 653 3129

Fax: +971 4 341 7697

E-mail: ngc@frese.dk

Web site: www.frese.uh

Products/services: Valves (dynamic balancing valves)

FT EnE

Postal Address: Al Serkal Building, mezzanine floor, 133-25, Hor Al Anz East, PO Box 98049, Dubai, UAE

Location: Opposite Dubai Police Headquarters (near Al Mamzar Shopping Centre)

Contact person: Sunggun Kwon

Job title: Project Manager

Telephone +971 4 262 0133

Mobile No: +971 50 816 1977

Fax: +971 4 262 0133

Email address: sgkwon@ftene.com

Web site: www.ftene.com

Products/services: District cooling, thermal energy storage



GEA GRDAE Grasso Adearest

Postal Address: PO Box 69619, Sharjah, UAE

Location: Industrial Area 15

Contact person: Ziad Al-Bawaliz

Job title: Marketing & Sales Manager

Telephone: +971 6 534 3808

Mobile No: +971 50 482 9408

Fax: +971 6 534 7679

E-mail: ziad@grasso-adearest.com

Web site: www.grasso-adearest.com

Products/services: Chillers (liquid), chillers (packaged), coils, cold store, compressors (reciprocating, open; screw, open), compressor parts (piston rings, rods, seals, shafts), condensate-removal systems, condensate return systems, condensate drain cleaners, condenser coil cleaners, condensers (air-cooled; brazed plate; combination air- and



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water-cooled; evaporative; shell & tube; water-cooled, co-axial; water-cooled, double pipe; water-cooled, plate type; water-cooled, shell and coil; water-cooled, shell and tube), contractors, controllers, controls (refrigeration), controls (temperature), coolers, cooling towers, evaporators, freezers, heat exchangers, heat pumps, ice makers, ice storage, lubricants, refrigeration, packaged central plants, purgers, receivers, refrigeration, separators, valves, valves (purge), valves (zone control), water cooling



GEA Polacel Cooling Towers FZCO

Postal Address: PO Box 262513
Location: DANZAS Warehouse, Jebel Ali Free Zone South
Contact person: Biju Hari
Job title: Regional Sales Manager
Telephone: +971 4 886 0020
Mobile: +971 50 859 5277
Fax: +971 4 886 0031
E-mail: biju.hari@geagroup.com
Web site: www.polacel.com

Products/services: Cooling towers (wet)

Glass Master Corporation

Postal address: 2420 Mclver Lane Suite 101
Location: Carrollton, Texas, USA
Contact person: Mark Courtney
Job title: General Manager
Telephone: +1 972 484 5555, +1 800 874 9135
Fax: +1 972 247 0477
E-mail: info@glass-master.com
Web site: www.glass-master.com <<http://www.glass-master.com>>

Products/services: Duct-making machines, tools

General Trading LLC

Postal Address: PO Box 181429, Dubai, UAE
Contact person: Jameel Palekar
Telephone: +971 4 294 0323



Greenheck Fan Corporation – USA

Regional Office:

P O Box 18107, JAFZA 12, First Floor
Office No. 20, 22, Dubai, UAE
Contact Person: Mr. Nemr S. Awad, Regional Director
Tel No. +971 4 8811230, Mobile No. +971 50 6259159

Mobile: 971 50 552 4811
Fax: + 971 4 294 1322

Products/services: Aluminium, solar applications, solar equipment, water heaters, light fixtures

Greenheck Fan Corporation

Postal Address: C/o Greenheck ME FZE, PO Box 18107, Dubai, UAE
Location: Jebel Ali Free Zone
Contact person: Nemr Saleh Awad
Job title: Regional Director
Telephone: +971 4 881 1230
Mobile: +971 50 625 9159
Fax: +971 4 881 1231
E-mail: nemr.awad@greenheck.com
Web site: www.greenheck.com

Products/services: Coils, dampers, damper regulators/actuators, energy recovery (ventilators), exhausters (roof), extractors (air), fan (axial), fan blades, fan-coil units, fans (extractor), fans (ventilating), fan guards, fans (green buildings), hoods, indoor air quality (IAQ) equipment and products, kitchen ventilation systems, louvres, make-up air units, under-floor air conditioning, ventilators, ventilation (energy saving), ventilation (heat recovery), ventilation (mechanical), ventilation (natural), ventilation systems, ventilation units

Green Technologies FZCO

Postal Address: PO Box 293876, Dubai, UAE
Location: Suite 404, West Wing 3, Dubai Airport Free Zone

Contact person: Mario Seneviratne
Job title: Managing Director
Telephone: +971 4 299 7764
Mobile: +971 50 651 2315
Fax: +971 4 299 7769
E-mail: talktous@greentechno.ae
Web site: www.greentechno.com

Products/services: Consulting engineers, consulting services/HVAC/energy management, green buildings

GTA Refrigeration Pvt Ltd

Postal Address: #599, Main Road, Kotte 10100, Sri Lanka
Contact person: Wimala Goonaratne
Job title: Chairman /Managing Director
Telephone: +94 11 2 888 333
Mobile: +94 71 767 4224
Fax: +94 11 2 888 222
E-mail: md@gtarefrigeration.com / sales@gtarefrigeration.com
Web site: www.gtarefrigeration.com

Products/services: Chiller-heaters (absorption), cold store, compressors (reciprocating, open; screw, semi-hermetic; semi-hermetic), condensing units (commercial refrigeration), dehumidifiers, refrigerating equipment, refrigerating machinery, refrigeration

Grundfos

Postal Address: PO Box 16768, Dubai, UAE
Location: Jebel Ali Free Zone
Contact person: Jad Repunte
Job title: Marketing Assistant
Telephone: +971 4 881 5166

Fax: +971 4 881 5136
E-mail: grundfos@emirates.net.ae
Web site: www.grundfos.com

Products/services: Pumps

Gulf Dynamic Switchgear Co Ltd

Postal Address: PO Box 6155, Sharjah, UAE

Location: Industrial Area No 1 (near Cosmoplast and beside West Coast)
Contact Person: Faruk Mohamed Khair
Job Title: CEO
Telephone: +971 6 533 8568
Fax: +971 6 533 6383
E-mail: info@gulfdynamic.com
Web site: www.gulfdynamic.com

Products/services: Ammeters, capacitors, connectors, control panels (heating), ventilation and air, electrical components/fuses, enclosures, fans (ventilating), fan guards, humidistats, indicators, instruments (recording and indicating), insulation, meters, motor overload protectors, motor soft starts, panels, regulators, relays, switches, switchgear, thermostats, timers, transformers, variable frequency drives, voltmeters, wires & cables

Gulf Engineering System Solutions FZC

Postal Address: PO Box 7969, Sharjah, UAE

Location: SAIF Zone
Contact Person: Sanjiv Sachdeva
Job Title: Managing Director
Telephone: +971 6 557 8100
Mobile: +971 50 659 7100
Fax: +971 6 557 8400
E-Mail: info@gessuae.ae
Web Site: www.gessuae.ae

Products/services: Accessories and spares, actuators, air-handling units, air conditioning units, alarms, BTU meters, central air conditioning, coils, controllers, controls, control panels (heating, ventilation and air), controls (refrigeration), controls (temperature), cooling towers, dampers, damper regulators/actuators, damp-proofing products, dehumidifiers, differential pressure switches, diffusers, duct cleaning, duct fittings, duct (flexible),

energy recovery/ventilators, fan-coil units, fans (ventilating), fans, floor-heating systems, flow-control devices, flow switches, green buildings, hangers, heat exchangers, heat pipes, heat-recovery units, heat-recovery wheels, heat recovery (ventilation systems), heat-recovery equipment, heat-recovery systems, heating and ventilation, humidifiers, humidistats, humidity control, humidity equipment, indoor air quality (IAQ) equipment and products, panels, seismic parts and equipment, sensors, sensors (humidity), variable frequency drives, VAV equipment, ventilators, ventilation, water cooling

Guntner AG & Co KG

Postal Address: PO Box 120632, SAIF Zone, Sharjah, UAE

Location: Building Z, suites 9 and 10, SAIF Zone
Contact person: Syed Luqman Faraz
Job title: Technical Sales and Support Engineer
Telephone: +971 6 557 4605
Mobile No: +971 50 952 0720
Fax: +971 6 557 4608
E-mail: l.syed@guentner.de
Web site: www.guentner.com

Products/services: Condensers (air-cooled, brazed plate, combination air- and water-cooled), heat exchangers (air-cooled, plate), radiators, receivers.



Hamon Cooling Towers Co

Postal Address: PO BOX 293647, Dubai, UAE

Contact person: Antoine Stephan
Job title: Deputy General Manager
Telephone: +971 4 609 1672/3/5
Mobile: +971 50 462 4964
Fax: +971 4 609 1676
E-mail: antoine.stephan@hamon.com
Web site: www.hamon.com

Products/services: Cooling towers

Hawa-Munters

Postal Address: PO Box 3790, Riyadh 11481, KSA

Location: Istanbul Street (near Aramex warehouse, Exit 18 (east), Al Sulay)
Contact person: Adrian Mascarenhas
Job title: Area Manager, Middle East
Telephone: +966 1 241 5115

Mobile: +966 505 201 465
Fax: +966 1 244 0017
E-mail: adrian.mascarenhas@munters.com.sa
Web site: www.munters.com

Products/services: Air conditioning (computer room), air conditioning (industrial), air distributions devices, burners (gas), burners (oil), cold store, controllers, dehumidifiers, dehumidifiers (hire), drift eliminators, extractors (air), fan (axial), fan (axial, heating and ventilation), humidifiers, humidistats, humidity control, humidity control (equipment), humidity (controllers), humidity (equipment), moisture-control services, mould-prevention products, oil burners, roof-cooling systems (evaporative cooling technique), rooftop heating/cooling equipment (evaporative cooling technique), sensors (humidity), ventilation systems

Heat Shield Air Conditioning and Accessories Trading Est

Postal Address: PO Box 49374, Dubai, UAE

Location: S03 & 05, P-24, France Cluster, International City

Contact person: Mohamed el Banna
Job title: Marketing Director
Telephone: +971 4 432 7119
Mobile: +971 50 456 4507
Fax: +971 4 432 7118

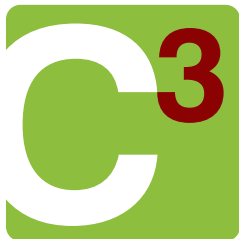
E-mail: hshield@emirates.net.ae
Web site: www.heatshielddubai.com

Products/services: Adhesives, adhesive tapes (duct sealing), air-handling units, boilers (water treatment), claddings, coatings, duct fittings, fasteners, fittings, humidifiers, insulation, insulation coatings, insulation seals, machines, metal, sheet (alloy, brass, coated, copper, galvanised, stainless steel), sealants, seals, sound absorbers, tape

Hepworth (Corys) Pme LLC

Postal Address: PO Box 2345, Dubai, UAE

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Tel: +971 4 375 6831
GSM: +971 50 509 2457
E-mail: surendar@cpi-industry.com

For enquiries related to sponsorships and exhibiting opportunities, contact:

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GSM: +971 50 714 7204
E-mail: fred@cpi-industry.com

For event related information, contact:

Deep Karani
Event Manager, CPI Industry
Tel: +971 4 375 6839
GSM: +971 50 8585905
E-mail: deep@cpi-industry.com



www.ccube.org

Location: Rashidiya
 Contact Person: Hamza Al Khayyat
 Job Title: Marketing Manager
 Telephone: +971 4 289 4670
 Mobile: +971 50 452 2042
 Fax: +971 4 289 4620
 E-mail: hepworth@emirates.net.ae
 Web site: www.corys.ae

Products/services: compounds (pipe), cooling towers, corrosion-control equipment, district cooling, ducting (PVC, bending), pipes, pipe supports, plumbing tools and products, solar equipment, valves

High Performance Tube

(Division of Valtimet, Inc)
 Postal Address: 792 Chimney Rock Road, Martinsville, NJ 08836, USA
 Contact Person: Craig Thomas
 Job Title: Director, Sales & Marketing
 Telephone: +1 732 469 1861
 Fax: +1 732 469 1864
 E-mail: c.thomas@highperformancetube.com
 Web site: http://www.highperformancetube.com

Products/services: Titanium and stainless steel condenser and evaporator tubing

HMA Consulting

Postal Address: PO Box 500541, Dubai, UAE
 Location: Dubai Internet City Building 17, Office G63
 Contact person: Hani Halfawi
 Job title: Vice President
 Telephone: +971 4 429 0302
 Mobile: +971 50 451 1608
 Fax: +971 4 429 0931
 E-mail: hhalfawi@hmaconsulting.com
 Web site: www.hmaconsulting.com

Products/services: Access control, consulting engineers, consulting services/ HVAC/energy management, controls

Hotline Trading LLC

Postal Address: 120866, Dubai, UAE
 Location: Al Qusais, Damascus Street
 Contact person: Manuel Selva
 Job title: Manager
 Telephone: +971 4 258 2117
 Mobile No: +971 50 455 0268
 Fax: +971 4 258 2116
 Email address: smanuel@eim.ae

Web site: www.hotlinetradingllc.com

Products/services: Analysers (flue gas), boilers/boiler accessories and parts

Hutek (Asia) Co Ltd

Postal Address: 91, Soi Akkaphat (Thonglor 17), Klongton Nua, Vadhana, Bangkok 10110, Thailand
 Contact person: Sim Bandityanond
 Job title: Managing Director
 Telephone: +662 185 2831 to 4
 Fax: +662 712 6098, +662 712 6100
 E-mail: prinyawut@hutek-asia.com
 Web site: http://www.hutek-asia.com

Products/services: Air exchangers, air-filter components, dehumidifiers, dehumidifiers (hire), energy recovery (ventilators), evaporative cooling media, evaporators, filter media, heat exchangers (air-cooled), heat-recovery units, heat-recovery wheels, heat recovery (ventilation systems), heat-recovery equipment, humidification media, humidifiers, humidity (equipment), mist eliminators, turbine inlet air cooling



Igel Elektronik

Postal Address: Industrieweg 13-15; Germany
 Location: Sendenhorst
 Contact person: Thomas Zirk
 Job title: Sales Engineer
 Telephone: +49 2526 93890
 Mobile: +971 50 104 0886
 Fax: +49 2526 938922
 E-mail: Thomas.Zirk@igelelektronik.de
 Web site: www.igelelektronik.de

Products/services: Contractors, frequency inverters, motor-overload protectors, motor soft starts, motor start relays, switchgear, variable frequency drives

IMEC Electro Mechanical Engineering

Postal Address: PO Box 6565, Sharjah, UAE
 Location: Buhaira Corniche, Al Majaz Area, Kakoli Building, #907
 Contact person: Aslan Al-Barazi
 Job title: Executive Director-IMEC
 Telephone: +971 6 556 8366 / +971 6

556 8466
 Fax: +971 6 556 8626
 E-mail: imec@emirates.net.ae

Products/services: air-handling units, boilers/boiler accessories, boilers/ burners, cooling towers, district cooling, energy recovery (ventilators), exhausters (roof), fabric air ducts, fabric ducting, fan (AC/DC), fan (axial), fan-coil units, fan (extractor), fans (ventilating), fan guards, fans, heat-recovery units, heat recovery (ventilation systems), seawater-intake systems, separators, solar application, solar equipment, thermal energy storage, under-floor air conditioning, ventilators, ventilation, ventilation (energy saving), ventilation (heat recovery), ventilation (mechanical), ventilation systems, ventilation units, water cooling, water heaters, water treatment

Independent Technical Solutions

Postal Address: PO Box 62447, Dubai, UAE
 Location: Al Qusais 2, Baghdad Street
 Contact person: Paul Richards
 Job title: Managing Director
 Telephone: +971 4 267 9885
 Mobile: +971 50 613 5831
 Fax: +971 4 267 9886
 E-mail: sales@intechsolutions.ae

Products/services: air conditioning (computer room), air conditioning (marine), air conditioning (medical, health), air displacement equipment, air distributions devices, air filter components, air pollution control equipment, air-purifying equipment, bacteria control, blowers, BTU meters, chilled beams, close-control units, dampers, dampers/shutters, detectors (gas), diffusers, exhausters (roof), fan (axial), fans (extractor), filtration, flow-control devices, grilles, heat exchangers (plate, plate-and-frame), heaters - duct, hoods, indoor air quality (IAQ) equipment and products, kitchen ventilation systems, louvres, mist eliminators, pipe supports, UV fixtures and equipment, valves, VAV equipment, ventilators, ventilation, ventilation (cooker hood), ventilation (mechanical), ventilation (natural), ventilation systems

InterCool Central Air Conditioning

Postal Address: PO Box 43528, Abu Dhabi, UAE

Location: Muroor Road, Euro Furnished Apartment Building M04

Contact person: Bassel Anbari

Job title: Managing Director

Telephone: +971 2 641 9778

Mobile: +971 50 667 0527

Fax: +971 2 641 9773

E-mail: bassel@intercool.ae

Products/services: Acoustics, acoustical covers, air-handling units, air-cleaning equipment, air-cleaning equipment (electronic), air conditioning units, air conditioning (computer room), air conditioning (hazardous environment), air conditioning (industrial), air conditioning (marine), air conditioning (medical, health), air displacement equipment, air distributions devices, air filter components, air pollution control equipment, air-purifying equipment, anti-vibration (products), anti-vibration (specialists), bacteria control, blowers, central air conditioning, chilled beams, chiller-heaters (absorption), chillers (liquid), chillers (packaged), close-control units, compressors (centrifugal; hermetic; hermetic openers; reciprocating, open; rotary, hermetic; rotary, open; rotary, semi-hermetic; screw, open; screw, semi-hermetic; scroll/semi-hermetic), condensers, condensing units (air conditioning), exhausters (roof), extractors (air), expansion joints, fan (AC/DC), fan (axial), fan-coil units, fans (extractor), fans (ventilating), fans, filters, filters (air), filtration, indoor air quality (IAQ) equipment and products, mixing boxes, noise abatement, noise absorbers, noise control, seismic parts and equipment, solar applications, solar equipment, split-unit systems, UV fixtures and equipment, valves, VAV equipment, ventilators, ventilation, ventilation (mechanical), ventilation (natural), vibration absorbers, vibration control, vibration (control equipment), vibration (control services), vibration control solutions.

International District Energy Association

Postal Address: 24 Lyman Street, Suite 230, Westborough, MA 01581 USA

Contact person: Robert Thornton

Job title: President

Telephone: +1 508 366 9339

Mobile: +1 508 254 7369

Fax: +1 508 366 0019

Email: idea@districtenergy.org

Web site: www.districtenergy.org

Products/services: Associations, trade

Itron Inc

Postal Address: PO Box 500748,

Dubai, UAE

Location: Dubai Internet City, BT Building, Office 204

Contact person: Imad Al Dahleh

Job title: Regional Manager (GCC)

Telephone: +971 4 433 2918

Mobile: +971 50 552 4409

Fax: +971 4 363 6753

E-mail: imad.aldahleh@itron.com

Web site: www.itron.com

Products/services: BTU meters, flow meters, meters, metering equipment, software, strainers

IVERNA 2000 SL

Postal Address: PO Box 50197, Dubai, UAE

Contact person: André Serpa

Job title: Export Sales Manager

Telephone: +34 976 107 977

Mobile: +34 664 759 321

Fax: +34 976 108 980

E-mail: international@iverna2000.com

Web site: www.iverna2000.com

Products/services: Air conditioning (aircraft), air conditioning (automobile), air conditioning (computer room), air conditioning (hazardous environment), air conditioning (industrial), air displacement equipment, air exchangers, air filter components, air measuring and recording instruments, air-velocity regulators, burners, burners (gas), burners (oil), central air conditioning, fan (AC/DC), fan (axial), fans (extractor), fans (ventilating), heat exchangers (air-cooled), heat exchangers, heat pipes, heat recovery (ventilation systems), heaters, heating

and ventilation, ventilation (ducting, flexible), vibration (control equipment)



JBRUPA

Postal Address: PO Box 333,

Dubai, UAE

Location: HSBC Bank, Deira

Contact person: Anmol Bhojwani

Job title: Managing Partner

Telephone: +971 4 221 4588

Mobile: +971 50 651 1340

Fax: +971 4 222 0496

E-mail: anmol.bhojwani@jbrup.com

Web site: www.jbrup.com

Products/services: Bearings, belts, cooling towers, gaskets, pumps, seals, water cooling

Jiangsu Shuangliang Airconditioning Equipment Co Ltd

Postal Address: Shuangliang Industry Park, Ligang town, Jiangyin city, Jiangsu Province, China

Contact person: Albin Fan/Bonny Gao

Job title: Export Department Manager/ Regional Manager

Telephone: +86 510 8663 2095/8663 7435

Fax: +86 510 8663 4678

E-mail: albinfan@gmail.com;

feijyan668@vip.sina.com

Web site: www.shuangliang.com

Products/services: Absorbents, adsorbents, air conditioning (industrial), central air conditioning, chiller-heaters (absorption), co-generation systems, district cooling, electrical equipment, machines, refrigerating equipment, solar equipment, turbine inlet air cooling, vacuum refrigerant transfer systems

John Buck International

Postal Address: PO Box 63737,

Abu Dhabi, UAE

Location: Corniche Road, Al Hilal Building, Block A, Mezzanine floor (near Spinneys)

Contact person: Prabhakar Naik

Job title: Senior Project Manager

Telephone: +971 2 403 7000

Mobile: +971 50 518 3306

Fax: +9712 403 7333

E-mail: pnaik@jbi.ae

Web site: www.johnbuckinternational.com

Products/services: District cooling

Johnson Controls Lebanon

Postal Address: PO Box 1111-014,
Beirut, Lebanon

Location: Sodeco Square Building,
Block E 1st Floor, Damascus Road,
Beirut, Lebanon

Contact person: Ilyas B Khalaf
Job title: Key Account Manager
(Refrigeration)

Telephone: +961 1 42 77 88

Mobile: +961 3 67 8 287

Fax: +961 1 42 77 89

E-mail: Ilyas.B.Khalaf@jci.com

Products/services: Air conditioning (industrial), central air conditioning, chillers (packaged), chillers (rental), compressors (centrifugal; screw, open), compressor parts (piston rings, rods, seals, shafts), condensers (evaporative, shell & tube), refrigerating equipment, refrigeration, water cooling

Johnson Controls, Qatar

Postal Address: PO Box 55035,
Doha, Qatar

Location: Fourth Floor, Sheikh Suhaim Al Thani Building, (near Abu Bakr Mosque, Umm Ghuwalina Street)

Contact person: K R Sankaran
Job title: Regional Manager
(Northern Gulf)

Telephone: +97 4 442 8104/ +97 4 442 8156

Mobile: +97 4 582 7320

Fax: +97 4 442 8149

E-mail: kr.sankaran@jci.com

Web site: www.johnsoncontrols.com

Products/services: Access control, air-handling units, air conditioning units, building automation and controls, central air conditioning, chillers (liquid), controls, control panels (heating, ventilation and air), controls (refrigeration), controls (temperature), fan-coil units, heating and ventilation, indoor air quality (IAQ) equipment and products, package units, refrigeration, split-unit systems, VAV equipment, ventilation (systems)

Johnson Controls, UAE

Postal Address: PO Box 31065,
Dubai, UAE

Location: Suite 1102, API World Tower,
Sheikh Zayed Road, Dubai, UAE

Contact person: Farhan Qureshy
Job title: Regional Communications
Manager (Middle East)

Telephone: +971 4 332 6363

Mobile: +971 50 558 9526

Fax: +971 4 332 6074

E-mail: Farhan.Qureshy@jci.com

Web site: www.johnsoncontrols.com

Products/services: air-handling units, air conditioning units, air conditioning units (computer room) air exchangers, air filters components, air-purifying equipment, air-velocity regulators, alarms, blowers, boilers/boiler accessories, central air conditioning, chiller-heaters (absorption), chillers (liquid), coils, cold store, compressors, condensers, condensing units, consulting services/ HVAC/energy management, controllers, controllers (standalone), controllers with bus communication, controls, control panels (heating, ventilation and air), controls (refrigeration), controls (temperature), cooling towers, damper regulators/actuators, dehumidifiers, district cooling, energy-management systems, equipment rental, floor-cooling systems, floor-heating systems, frequency inverters, heating systems, heating and ventilation, humidifiers, humidity (control equipment), indoor air quality (IAQ) equipment and products, information systems, instruments (recording and indicating), package units, panels, refrigerating equipment, refrigeration, relays, rental equipment, rooftop heating/cooling equipment, sensors (humidity), smoke detectors, solar applications, solar equipment, spares, split-unit systems, systems integration, under-floor air conditioning, variable frequency drives, VAV equipment, ventilation, wireless controls, BMS systems, fire and security systems, alternate sources for generation of energy



Kamstrup Middle East FZC

Postal Address: PO Box 73030

Location: Knowledge Village

Contact person: Jarmo Heikkinen

Job title: General Manager

Telephone: +971 4 365 8497

Mobile: +971 50 105 0360

Fax: +971 4 367 2786

E-mail: jjh@kamstrup.com

Web site: www.kamstrup.com

Products/services: BTU meters, energy-management systems, flow meters, LON field devices, meters, metering equipment, network, wireless, software, watt meters

Kemaya House International

Postal Address: PO Box 17488,
Dubai, UAE

Location: Opposite Tetra Pack, South
Jebel Ali Free Zone

Contact person: Robert Alphonso

Job title: Business Development Manager

Telephone: +971 4 886 2904

Mobile: +971 50 651 1459

Fax: +971 4 886 2905

Email: robert@kemyahouse.com

Web site: www.kemyahouse.com

Products/services: Additives, oil refrigerant, adhesive tapes (duct sealing), brazing alloys, lubricants, refrigeration, refrigerants

Kingspan Insulation Ltd

Postal Address: HR6 8QQ, UK

Location: Pembridge, Leominster,
Herefordshire

Contact person: Reshma Roodurmun

Job title: Brand Manager

Telephone: +44 1544 388 601

Mobile: +7900 608528

Fax: +44 1544 388 888

E-mail: reshma.roodurmun@insulation.kingspan.com

Web site: www.insulation.kingspan.com

Products/services: air conditioning (medical, health), chilled beams, ducts, duct (pre-insulated), insulation, ventilation (ducting)

Koolfog, Inc

Postal Address: 73814, Dinah Shore Drive, Palm Desert, CA, 92211 USA
Contact person: Michael Mulqueeney
Job title: Vice President of Sales
Telephone: +1 760 321 9203
Mobile: +1 760 464 1115
Fax: +1 760 321 2613
Email address: mmulqueeney@koolfog.com
Web site: www.koolfog.com; www.misting.com

Products/services: Evaporators, humidity equipment, pumps

KSB Middle East FZE

Postal Address: PO Box 18315, Dubai, UAE
Contact person: Erwin Maier
Job title: Managing Director
Telephone: +971 4 883 0455
Mobile No: +971 50 458 4701
Fax: +971 4 883 0456
E-mail: Erwin.maier@ksbme.ae
Web site: www.ksb.com

Products/services: District cooling, valves, pumps



LAE International

Postal Address: PO Box 129865, Abu Dhabi, UAE
Contact person: David Teppe
Job title: Branch Manager
Telephone: +971 2 510 2425
Mobile: +971 50 702 7371
Fax: +971 2 510 2577
E-mail: david.teppe@lae.eu
Web site: www.lae.eu
In Germany:
Postal Address: Wilhelmstrasse 2, 69226 Nussloch/Heidelberg, Germany
Telephone: +49 6224 9922 - 0
Fax: +49 6224 9922 - 30

Products/services: Energy-management systems, indoor air quality (IAQ) equipment and products, information systems, intelligent building systems, intelligent building systems (consulting)

LAKOS

Postal Address: 1365 N Clovis Avenue

Location: Fresno CA, USA
Contact person: Bill Vander Platts
Job title: Marketing Director
Telephone: +1 559 255 1601
Fax: +559 255 8093
E-mail: info@lakos.com
Web site: www.lakos.com

Products/services: Filters, filtration, strainers, separators

Leminar Airconditioning Co LLC

Postal Address: PO Box 33539
Location: Ras Al Khor
Contact person: Pramodh Idicheria
Job title: General Manager
Telephone: +971 4 333 8700
Mobile: +971 50 650 9839
Fax: +971 4 333 9700
E-mail: pramodh@leminar.ae
Web site: www.leminar.net

Products/services: Air conditioning units, air-purifying equipment, anti-vibration products, coil cleaning, coils, condensate drain cleaners, condenser coil cleaners, condenser leak repair, condensing units (air conditioning), fan (axial), fan-coil units, fans (ventilating), filter dryers, filter media, flexible ducting, indoor air quality (IAQ) equipment and products, packaged central plants, package units, pipe supports, pressure gauges, refrigerants, rooftop heating/cooling equipment, split-unit systems, tape, ventilation (units), vibration absorbers

Leminar Air Conditioning Industries LLC

Postal Address: PO Box 33539, Dubai, UAE
Location: B-63, Ras Al Khor Industrial Area (behind Leader Metal)
Contact Person: Dipak Bhadra
Job Title: General Manager
Telephone: +971 4 333 8700
Mobile No: +971 50 650 9843
Fax: +971 4 333 9700
E-mail: info@leminar.ae
Web site: www.leminarindustries.com

Products/services: Acoustics, acoustical covers, actuators, attenuators, dampers, damper regulators/actuators, dampers/shutters, ducts, duct (pre-insulated, spiral or oval), ducting (exhaust extraction),

ducting (fire-rated, manufacture), ducting (flat oval), ducting (spiral wound), ducting (stainless steel), ducting (thermal), exhaust (ducting), filters, filters (air), VAV equipment

Leminar Coils LLC

Postal Address: PO Box 282711, Dubai, UAE
Location: Road 26 (next To ANC, Umm Sequim Road, Al Quoz)
Contact person: Pramodh Idicheria
Job title: General Manager
Telephone: +971 4 340 9595
Mobile: +971 50 650 9839
Fax: +971 4 340 9559
E-mail: info@leminarcoils.com
Web site: www.leminarcoils.com

Products/services: Coils, heat exchangers (air-cooled)

Lennox

Postal address: 2335 NW 107th Avenue, Mailbox 132, Suite B-46, Doral, FL 33172, USA
Contact person: Ibrahim Ilaissy, Roberto de Francisco
Job title: Commercial Sales, Marketing Manager
Telephone: +1 305 718 2901
Mobile: +1 305 283 0429
Fax: +1 305 470 2442
E-mail: ibrahim.ilaisy@lennoxme.ae
Web site: www.lennox.com

Products/services: Air-handling units, air conditioning units, central air conditioning, coils, condensing units (air conditioning), controls, dehumidifiers, furnaces, heat pumps, humidity control, package units

Løgstør Middle East

Postal Address: PO Box 8081, Dubai, UAE
Denmark, Danmarksvej 11, DK-9670 Løgstør, Denmark
Location: Jebel Ali, Industrial Zone 1, Dubai
Contact person: Akram J Mourad
Job title: Senior Vice President, Managing Director (District Cooling)
Telephone: +45 3336 7664
E-mail: ajm@logstor.com
Web site: www.logstor.com

Products/services: Pre-insulated pipes



MAF Dalkia Middle East LLC

Postal Address: PO Box 22707,
Dubai, UAE

Location: Deira City Center,
Offices Block, Dubai

Contact person: Aref Birgani

Job title: Project Engineer

Telephone: +971 4 203 8158

Mobile: +971 50 454 8294

Fax: +971 4 203 8112

E-mail: anbirgani@dalkia.ae

Web site: www.dalkia.ae

Products/services: Air conditioning units, air conditioning (computer room), air conditioning (leak repair), air exchangers, air and water balancing, condensers (air-cooled; water-cooled, co-axial; water-cooled, double pipe), water cooling, water treatment

MAHY Khoory & Co LLC

Postal Address: PO Box 41, Dubai, UAE

Location: Along Salahudeen Road,
opposite Yasmeen Bldg, near Galadari
Engineering & Emarat Petrol Station

Contact person: Shabbir Haideri

Job title: GM (Corporate Affairs)

Telephone: +971 4 266 6300

Fax: +971 4 266 1642

E-mail: sales@mahykhooory.com

Web site: www.mahykhooory.com

Products/services: Accessories and spares, air conditioning units, air conditioning (industrial), bearings, circulators, district cooling, electrical components/fuses, electrical equipment, flow switches, freezers, frequency inverters, gauges, generators, heaters, motor kits, motors, panels, parts, air conditioner and compressor repair, pressure gauges, pumps, valves, variable frequency drives, water heaters

Malco Products Inc

Postal Address: PO Box 400,
14080 State Highway 55 NW, Annandale,
MN 55302, USA

Contact person: John Zhang

Job title: International Sales Channel

Leader

Telephone: +1 320 274 8246

Fax: +1 320 274 2269

E-mail: jhz@malcotools.com

Web site: www.malcotools.com

Products/services: Dampers, fasteners, plumbing tools and products, tools, tube benders

Mariam Trading Establishment

Postal Address: PO Box 8618, Jeddah

21492, Kindgom of Saudi Arabia

Location: Al Hadaa Street (off Madinah
Road, Kilo 11, Jeddah

Contact Person: Syed A Wajid

Job Title: Purchase Manager

Telephone: +966 2 697 8555 / 697 8666
(Ext 23 or 38)

Mobile: +966 503 002 621

Fax: +966 2 639 3992

E-mail: mariam@zajil.net

Web Site: www.mtcp.com

Products/services: Adhesives, adhesive tapes (duct sealing), aluminium, anti-vibration products, copper pipes, damper regulators/actuators, duct (flexible), duct (pre-insulated), duct-liner, fasteners, filter media, flexible ducting, hangers, gaskets, insulated piping systems, insulation, insulation coatings, sealants

Maxell Trading LLC

Postal Address: PO Box 18752, Al

Qusais, Dubai, UAE

Location: Near Al Twar Centre

Contact person: Jayesh Mohan

Job title: Sales Manager

Telephone: +971 4 280 9797

Fax: +971 4 280 9707

E-mail: jayesh@maxellgroup.ae

Web site: www.maxellgroup.ae

Products/services: Air-handling units, air conditioning units, air conditioning (computer room), air conditioning (data processing), air conditioning (industrial), air conditioning (marine), air conditioning (medical, health), air curtains/doors, attenuators, blowers, central air conditioning, condensers, air-cooled, control panels (heating, ventilation and air), cooling towers, dampers, damper regulators/actuators, dampers/shutters, dehumidifiers, diffusers, doors

(duct access), electrical components/fuses, electrical equipment, enclosures, exhaust (ducting), exhausters (roof), extractors (air), fan (AC/DC), fan (axial), fan-coil units, fans (extractor), fans (ventilating), fans, fire protection, grilles, heaters (convection), heaters (duct), heaters (electric), heating and ventilation, heating elements (duct), humidifiers, humidity (control equipment), humidity equipment, indoor air quality (IAQ) equipment and products, junction boxes, kitchen ventilation systems, ladders, louvres, make-up air units, noise control, package units, panels, shutters (automatic), silencers, sound, split-unit systems, switchgear, VAV equipment, ventilators, ventilation, ventilation (installation), ventilation (manufacture and installation), ventilation (mechanical), ventilation systems, ventilation units, zone-control systems

McQuay International

Postal Address: 13600, Industrial Park
Building, Minneapolis, MN 55401, USA

Contact person: Dawn Reynolds

Job title: Manager, Corporate
Communications

Telephone: +1 763 533 5330

Fax: +1 743 533 5177

E-mail: mcquayintl.mcquay.com

Web site: www.mcquay.com

Products/services: Air-handling units, air-cleaning equipment, air conditioning units, building automation and controls, central air conditioning, chiller-heaters (absorption), chillers (liquid), condensing units, controls, energy recovery/ventilators, fan-coil units, heat-recovery units, heat recovery ventilation systems, heat-recovery equipment, heat-recovery systems, indoor air quality (IAQ) equipment and products, make-up air units, rooftop heating/cooling equipment, ventilation heat recovery, ventilation systems

Morex, Inc

Postal Address: DAFZ, 4WA, Office 606,
PO Box 54751, Dubai, UAE

Location: Dubai Airport Free Zone (DAFZ)

Contact person: Muhammad Abu Safieh

Job title: Area Manager

Telephone: +971 4 609 1603

Mobile: +971 50 794 1848

Fax: +971 4 609 1605
E-mail: mjsafieh@morexinc.com/
dubaioffice@morexinc.com
Web site: www.morexinc.com

Products/services: Air-cleaning equipment, air-cleaning equipment (electronic), air curtains/doors, air displacement equipment, air distributions devices, air filter components, air filter cleaning machines, air-purifying equipment, anti-vibration products, anti-vibration specialists, attenuators, blowers, boilers/boiler accessories and parts, boilers (water treatment), chilled beams, coils, combined heat and power, cooling towers, dampers, dampers/shutters, detectors (gas), diffusers, dust-collecting equipment, energy recovery/ventilators, evaporators, exhausters (roof), extractors (air), expansion joints, fan (axial), fan-coil units, fans (extractor), fans (ventilating), fans, filter media, filters, filters (air), filtration, fire protection, grilles, heat exchangers (air-cooled), heat exchangers (plate), heat exchangers (plate-and-frame), heat-recovery systems, heaters, heaters (convection), heaters (duct), heaters (electric), heating accessories, heating systems, humidifiers, hydronic-heating equipment, ice storage, induction units, indoor air quality (IAQ) equipment and products, kitchen ventilation systems, louvres, make-up air units, mist eliminators, pumps, radiators, seawater-intake systems, separators, silencers, smoke detectors, sound attenuators, strainers, tanks, tank accessories, thermal energy storage, turbine inlet air cooling, under-floor air conditioning, valves, VAV equipment, ventilators, ventilation, water cooling, water heaters



Nalco Gulf Limited

Postal Address: PO Box 17063,
Jebel Ali, Dubai, UAE
Location: JAFZA Free Zone (near
Roundabout 10)
Contact person: A Kashinath
Job title: District Manager
Telephone: +971 4 883 6049
Mobile: +971 50 550 5711
Fax: +971 4 883 6050
E-mail: kkashinath@nalco.com
Web site: www.nalco.com

Products/services: Boilers (water treatment); chemicals; coil cleaning; condenser coil cleaners; test equipment; water treatment; water treatment dosage, monitoring, controlling and communicating equipment; dosing pumps and accessories; water treatment plants and equipment; water treatment consultancy

Naser Al Sayer & Co LLC

Postal Address: PO Box 1825,
Dubai, UAE
Location: Opposite Al Maktoum Hospital
Contact Person: Benny Cherian
Job Title: Assistant Manager (Sales)
Telephone: +971 4 222 2471
Fax: +971 4 227 5803
E-mail: nascomt@emirates.net.ae
Web site: www.nasco-uae.com

Products/services: Amp meters, analysers, anemometers, anti-vibration products, brazing alloys, capacitors, charging stations, coil cleaning, cold store, compressors (hermetic; hermetic openers; reciprocating,

open; rotary, hermetic; rotary, open; rotary, semi-hermetic; screw, open; screw, semi-hermetic; scroll, semi-hermetic), compressor parts (piston rings, rods, seals, shafts), condenser coil cleaners, condensers (air-cooled; brazed plate; shell & tube; water-cooled, co-axial; water-cooled, double pipe; water-cooled, shell and tube), condensing units (commercial refrigeration), condensing units (household refrigeration), controls (refrigeration), controls (temperature), copper pipes, cylinders (refrigerant recovery), evaporators, filter dryers, heat exchangers (air-cooled, plate), instruments (recording and indicating), insulated piping systems, insulation, lubricants, refrigeration, manifolds, motor overload protectors, motors, multimeters, ohmmeters, parts, air conditioner and compressor repair, pipes, pipe benders, pipe-cutting and thread machines, pressure gauges, psychrometers, recorders (humidity), refrigerant-charging equipment, refrigerant recovery/reclaim, refrigerants, refrigerating equipment, refrigerating machinery, refrigeration, relays, solder and fluxes, soldering, welding and brazing equipment, tachometers, test equipment, testers, thermometers, thermostats, timers, tools, transformers, tube benders, tube cleaners, tubes, vacuum pump repair, valves, vibration absorbers, welding equipment

Nia Limited

Postal Address: PO Box 13616,
Dubai, UAE
Location: Deira, Flat 701, 7th Floor, Union
Properties Building (opposite Deira City
Centre, inside Port Saeed Area)
Contact person: Hariet Lobo

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Telephone: +971 4 295 2080
Fax: +971 4 295 3080/+971 4 295 4200
E-mail: hariet@nialimited.com
Web site: www.nialimited.com

Products/services: Air-handling units, air conditioning units, air conditioning (computer room), air conditioning (data processing), air conditioning (industrial), air conditioning (medical, health), air curtains/doors, central air conditioning, chiller-heaters (absorption), chillers (liquid), chillers (packaged), chillers (rental), close-control units, condensing units (air conditioning), condensing units (commercial refrigeration), condensing units (household refrigeration), contractors, cooling towers, fan-coil units, floor-cooling systems, heat pumps, heat-recovery units, heat-recovery equipment, heat-recovery systems, heaters, heating systems, package units, solar applications, solar equipment, split-unit systems, variable refrigerant flow equipment



Nordyne International

Postal Address: 11500 NW, 34th Street,
Miami, FL 33178, USA
Contact person: John Bannister
Job title: Regional Sales Manager -
Middle East
Telephone: +1 305 593 9061
Fax: +1 305 593 9259
E-mail: Bannisterj@nordyne-intl.com
Website: www.nordyne-intl.com

Products/services: Air-handling units, air conditioning units, air conditioning (industrial), central air conditioning, condensing units (air conditioning), fan-coil units, furnaces, heat pumps, indoor air quality (IAQ) equipment and products, package units, split-unit systems.

Novomatrix Pte Ltd

Postal Address: LOB 17, 209, PO Box
17947, Jebel Ali Free Zone, Dubai, UAE

Location: LOB 17, Jebel Ali Free Zone
Contact person: Mourad Chetoui
Job title: General Manager
Telephone: +971 4 881 4044
Fax: +971 4 881 4552
E-mail: info_me@iquefilms.com
Web site: www.iquefilms.com

Products/services: Glass and films

Nuaire Ltd

Postal: PO Box 24459, Dubai, UAE
Location: Hyatt, Deira
Contact person: Andrew Kirton
Job title: General Manager
Telephone: +971 4 312 4982
Mobile: +971 50 349 1404
Fax: +971 4 312 4983
E-mail: andrew.kirton@nuairegroup.com
Web site: www.nuairegroup.com

Products/services: Air-handling units, fan (axial), fans (extractor), fans (ventilating), fan guards, fans, green buildings, heat recovery (ventilation), heating and ventilation, kitchen ventilation systems, silencers, solar applications, solar equipment, ventilation, ventilation (cooker hood), ventilation (energy saving), ventilation (heat recovery), ventilation (manufacture and installation), ventilation (mechanical), ventilation systems, ventilation units, ventilation and ductwork



Onicon Incorporated

Postal Address: PO Box 1500, N Belcher
Road, Clearwater, Florida, USA
Contact person: Rob Neumann
Job title: Sales Manager
Telephone: +1 727 447 6140
Fax: +1 727 442 5699
E-mail: sales@onicon.com
Web site: www.onicon.com

Product/services: Flow meters, sensors, BTU meters



Paul Mueller Company

Postal Address: PO Box 828,
Missouri, USA

Contact person: Victor Shafer
Job title: Regional Sales Manager
Telephone: +1 417 575 9314
Mobile: +1 417 872 9351
Fax: +1 417 575 8995
E-mail: vshafer@muel.com
Web site: www.hxrx.com, www.muel.com

Products/services: Heat exchangers, heat exchangers (plate)

Pentagon International FZCO

Postal Address: LOB 17, Office 306,
PO Box 262043, Jebel Ali Free Zone,
Dubai, UAE
Location: Building Number 17,
Inside JAFZA
Contact person: Verghese Joseph
Job title: Director (International Sales)
Telephone: +971 4 881 3177
Mobile: +971 50 455 4731
Fax: +871 4 881 3370
E-mail: info@pentagon-intl.com
Web site: www.pentagon-intl.com

Products/services: Controls; temperature, glass and films, other (please specify): energy efficiency window films for glazing; led lighting and solutions to conserve power; blast mitigation and safety / security window films for glass windows and curtain walls; decorative films for internal application and solar control window films

Company: Perma-Pipe Middle East FZE

Postal Address: PO Box 4988, Fujairah Free
Zone, UAE
Contact person: Soren Kajaer
Job title: Head of Sales
Telephone: +971 9 228 2540
Mobile: +971 50 489 2414
Fax: +971 9 228 2541
E-mail: sales@permapipe.ae, soren@permapipe.ae
Web site: www.permapipe.ae

Products/services: Air conditioning (computer room), air conditioning (industrial), central air conditioning, fittings, insulated piping systems, insulation, pre-insulated pipes

Phase Change Material Products Limited

Postal Address: Unit 32, Mere View

Industrial Estate, Yaxley, Cambridgeshire,
PE7 3HS, UK

Contact person: Zafer Ure
Job title: Technical Director
Telephone: +44 1733 245 511
Fax: +44 1733 243 344
E-mail: z.ure@pcmproducts.net
Web site: www.pcmproducts.net

Products/services: Consulting services/
HVAC/energy management, enclosure
cooling, heat pumps, heat-recovery
systems, heat-transfer fluids, ice makers,
ice storage, outdoor cooling, refrigerated
showcases, freezers, refrigerated trucks,
refrigerating equipment, refrigeration,
solar applications, thermal energy storage,
ventilation (energy saving)

PoolPak International

Location: York, PA, USA
Contact person: Abdel Hamid Hassan
Job title: International Sales Manager
Telephone: +1 717 757 2648
Fax: +1 717 757 5085
E-mail address: ahassan@poolpak.com
Web site: www.poolpak.com

Products/services: Dehumidifiers, heat-
recovery equipment

Precast FZCO

Postal Address: PO Box 54654,
Dubai, UAE
Location: Dubai Airport Free Zone, East
Wing, Building 4E, Office 344
Contact person: Kamal Diab
Job title: Managing Director
Telephone: +971 4 204 5344
Mobile: +971 50 640 8007
Fax: +971 4 204 5341
E-mail: info@wonderwareme.com
Web site: www.wonderwareme.com

Products/services: Building automation and
controls/BMS, district cooling, energy-
management systems, software

Proleed Engineering Consultants

Postal Address: PO Box 119592, Dubai
Location: 308-B, Habrourh Building, Al
Mina Road, Satwa (near Capitol Hotel)
Contact person: Anbalagan K
Job title: Managing Partner
Telephone: +971 4 345 0046

Mobile: +971 50 650 2932
Fax: +971 4 345 0084
E-mail: admin@proleed.com
Web site: www.proleed.com

Products/services: Consulting engineers,
consulting services/HVAC/energy
management

PSG Controls, Inc

Postal Address: 1225, Tunnel Road,
Perkasie, PA 18944, USA
Location: 80 miles from New York City, NY
Contact person: Ross Pearson
Job title: Sales Manager
Telephone: +1 215 257 3621
Mobile: +1 267 446 3946
Fax: +1 888 524 3180
E-mail: rpearsonpsg@aol.com
Web site: www.psgcontrols.com

Products/services: Thermostats



Qatar Cool

Postal Address: PO Box 24979,
Doha, Qatar
Location: Doha West Bay Area
Contact person: Mohannad Khader
Job title: Business Development Manager
Telephone: +974 4960 555
Fax: +974 4960 599
E-mail: info@qatarcool.com
Web site: www.qatarcool.com

Product/services: District cooling provider



Radnour General Trading LLC

Postal address: PO Box 181429,
UAE, Dubai
Contact person: Jameel Palekar
Job Title: General Manager
Telephone: +971 4 294 0323
Mobile: +971 50 552 4811
Fax: +971 4 294 1322
E-mail: radnour@eml.ae
Web site: www.radnour.com

Products/services: Aluminium, solar
applications, solar equipment, water
heaters

Ramesh Hira LLC

Postal address: PO Box 50673,
Dubai, UAE
Location: Al Quoz Industrial Area 4 (near
Dubai Driving Centre)
Contact person: Ravi Wadhvani (air
conditioning accessories),
B K Thadani (ventilation products)
Job title: Sales Manager (air conditioning
accessories)/Sales Manager (ventilation
products)
Telephone: +971 4 347 8115
Fax: +971 4 347 8225
E-mail address: enquiry@rhira.com
Web site: www@rhira.com

Abu Dhabi
Postal address: PO Box 33079, Abu
Dhabi, UAE
Location: Ground Floor, Indian Airlines
Building (next to GEMACO Bldg.),
Airport Road
Contact person: Saad Ahmed
Job title: Area Manager (Abu Dhabi)
Telephone: + 971 2 634 7815
Fax: +971 2 634 7825
E-mail: enquiry@rhira.com
Web site: www@rhira.com

Qatar
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Kuwait
Mobile: +965 9969 1822

Saudi Arabia
Al Khobar, Saudi Arabia
Tel: +966 3 881 1784
Fax: +966 3 881 1748

Bahrain
Al Juffair, Manama, Kingdom of Bahrain
Tel: +973 1729 7387
Fax: +973 1729 7367

India
Seven Star Trade Links Pvt Ltd
Navi Mumbai, 400 709, Thane District,
India
Tel: +91 22 2768 0124/25
Tel: +91 22 6512 0824/34
Fax: +91 22 2768 0122/23.

Products/services: Adhesive tapes
(duct sealing), air-handling units, air
curtains/doors, anti-vibration products,
anti-vibration specialists, blowers,
blower housings, blower shafts, damper
regulators/actuators, duct, flexible,
duct, pre-insulated, ducting (flexible),
energy recovery (ventilators), exhaustors
(roof), extractors (air), fan (AC/DC),
fan (axial), fan blades, fan-coil units,

fans (extractor), fans (ventilating), fan guards, fans, flexible ducting, hangers, heat recovery (ventilation systems), hose (ventilation), insulation, insulation fasteners, make-up air units, motors, pipe supports, separators, ventilators, ventilation, ventilation (cooker hood), ventilation (ducting, flexible), ventilation (mechanical), ventilation units, vents, vibration absorbers, vibration control, vibration – control services, vibration control solutions

REHAU FZE

Postal address: PO Box 261731, Jebel Ali, Dubai, UAE
 Location: JAFZA, LIU RA08-TD05 (near Roundabout 12)
 Contact person: Harald Krueger
 Job title: Managing Director
 Telephone: +971 4 883 5677
 Fax: +971 4 883 5688
 E-mail: dubai@rehau.com
 Web site: www.rehau.com

Products/services: Floor-cooling systems, floor-heating systems, heat pipes, heating systems, pipes, radiant cooling, radiant floor-heating systems, radiant-heating equipment, solar applications, solar equipment

Rental Solutions & Services

Postal address: PO Box 53220, Dubai, UAE
 Location: Dubai Investments Park, European Business Centre, Office 100
 Contact person: Robert Bagatsing
 Job title: Marketing Manager
 Telephone: + 971 4 813 5100
 Mobile: +971 50 924 4208
 Fax: +971 4 813 5109
 E-mail: info@rss.ae
 Web site: www.rss.ae

Products/services: Air conditioning (industrial), chillers (packaged), chillers (rental), cooling towers, dehumidifiers – hire, equipment rental, generators, pumps, rental equipment, rental power & cooling, transformers

Resolco Insulation LLC

Postal address: Jebel Ali Industrial Area No 2, Dubai UAE
 Location: Near Golden Readymix
 Contact person: Khaled Zuraiki

Job Title: Sales Manager
 Telephone: +971 4 880 2100
 Mobile No: +971 50 654 1062
 E-mail: khaled@resolco.ae, sales@resolco.ae
 Web site: www.resolco.com

Products/services: Insulated piping systems, insulation

Rigidal Industries LLC

Postal address: PO Box 60493, Dubai, UAE
 Location: Dubai Investments Park
 Contact person: David Page
 Job Title: Sales Director
 Telephone: +971 4 885 4232
 Mobile: +971 50 456 5190
 Fax: +971 4 885 4223
 E-mail: david.page@rigidal.com
 Web site: www.rigidal.com

Products/services: Claddings

Rio Electromechanical LLC

Postal address: PO Box 84906, M01 Mozna Building, Al Qusais, Dubai, UAE
 Location: Same building as UAE Exchange
 Contact person: Reda Al Noimi
 Job title: Logistics Manager
 Telephone: +971 4 261 0202
 Mobile: +971 50 639 0357
 Fax: + 971 4 261 0203
 E-mail: info@riouae.com
 Web site: www.riouae.com

Products/services: Acoustics, air-handling units, air conditioning units, attenuators, blowers, building automation and controls, central air conditioning, chillers (liquid), controls, dampers, diffusers, district cooling, duct, duct (pre-insulated), electrical and mechanical contractors, fan (AC, DC), fans, green buildings, hangers, heat exchanger (plate), heating and ventilation (contractors), insulation, pipes, ventilation (installation)

Royal Cool FZCO

Postal address: PO Box 18074, Dubai, UAE
 Location: JAFZA FZS5-BA01
 Contact person: Manhal Salih
 Job Title: Planning Manager
 Telephone: +971 4 886 5051
 Mobile: +971 50 980 7307

Fax: +971 4 886 5052
 E-mail: royalfzc@emirates.net.ae
 Web site: www.royalcool.ae

Products/services: Air-handling units, air conditioning units, air conditioning (industrial), central air conditioning, chillers (packaged), compressors (hermetic; rotary; hermetic; screw; open; screw; screw, semi-hermetic; scroll), condensers, condensing units (air conditioning), condensing units (commercial refrigeration), condensing units (household refrigeration), coolers, fan-coil units, refrigerants, refrigerated showcases, freezers, refrigeration, water cooling, water heaters

Ruskin Company

Postal address: 3,900 Dr Greaves Road, Grandview, Missouri, USA
 Contact person: John Knapp
 Job title: Vice President (Sales & Marketing)
 Telephone: +1 816 761 7476
 Fax: +1 816 763 8102
 E-mail: jknapp@ruskin.com
 Web site: www.ruskin.com

Products/services: Air curtains/doors, air distributions devices, air-measuring and recording instruments, air and water balancing, aluminium, attenuators, control panels (heating, ventilation and air), curbs, dampers, damper regulators/actuators, dampers/shutters, doors (duct access), energy recovery (ventilators), grilles, indoor air quality (IAQ) equipment and products, louvres, mist eliminators, panels, noise control, silencers, smoke detectors, sound, sound attenuators, zone-control systems, sunshade devices for building exteriors, equipment screens, sand louvres, tunnel ventilation dampers, fire dampers, smoke dampers, linear control dampers, industrial control dampers, air measuring dampers, air measuring probes



SA Armstrong Limited

Postal address: 23 Bertrand Avenue, Toronto, Ontario, Canada, M1L 2P3
 Location: Scarborough
 Contact person: Andy North
 Job title: Export Sales Manager
 Telephone: +44 118 945 6481

Mobile: +44 7818 412 839

Fax: +44 118 945 6485

E-mail address: anorth@armlink.com

Web site: www.armstrongpumps.com

Products/services: Chillers (packaged), circulators, energy-management systems, fire protection, frequency, heat exchangers (plate-and-frame, tubular), packaged central plants, packaging, package units, pumps, systems integration, variable frequency drives, ultra-efficient chilled water integrated plant control

Saeed Mohammed Al Ghandi & Sons

Postal address: PO Box 34034,

Dubai, UAE

Contact person: Sam Joey

Telephone: +971 4 333 3759

Fax: +971 4 333 3795

E-mail: samj@alghandi.com

Products/services: Air conditioning units, air conditioning (marine), generators, water treatment

Safario Cooling Factory LLC

Postal address: PO Box 60091,

Dubai, UAE

Location: Al Quoz Industrial Area

Contact person: R L Narayanan

Job title: Marketing Manager

Telephone: +971 4 266 4081 / +971 4 347 8347

Mobile: +971 50 425 7578

Fax: +971 4 262 1213 / +971 4 347 8101

E-mail: safario1@eim.ae

Web site: www.safario.com

Products/services: Air-conditioning units, chillers (liquid), coils, condensers, condensing units, coolers, fan-coil units, heat exchangers, package units, radiators, air coolers, water chillers

SAGE Electrochromics, Inc

Postal address: One Sage Way, Faribault, MN 55021, USA

Location: Faribault Airport

Contact person: Hong Mo Yang

Job title: VP of Business Development

Telephone: +1 507 331 4860

Mobile: +1 949 322 8910

Fax: +1 507 333 0145

E-mail: hyang@sage-ec.com

Web site: www.sage-ec.com

Products/services: Intelligent building systems

Saif International Group

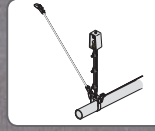
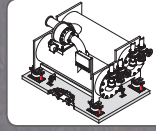
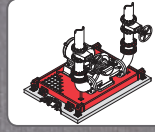
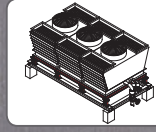
Postal address: PO Box 12954,

Dubai, UAE

Location: Al Qusais

(near Al Mashreq Bank)

Telephone: +971 4 267 0909



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Head office:

PO Box 43528, Abu Dhabi, UAE

Tel: +971 2 6419778, Fax: +971 2 6419773

Email: info@intercool.ae

Kuwait office:

Tel +965 2 4730115; Fax +965 2 473110

Fax: +971 4 267 5747
E-mail: info@saifglob.com
Web site: www.saifintl.com

Products/services: Actuators, air-handling units, air conditioning units, air conditioning (computer room), air conditioning (industrial), air conditioning (medical, health), air curtains/doors, BTU meters, building automation and controls/BMS, central air conditioning, chiller-heaters (absorption), chillers (liquid), chillers (packaged), controllers with bus communication, controls, fan (axial), fans (ventilating), fans, humidists, indoor air quality (IAQ) equipment and products, package units, smoke detectors, thermostats, VAV equipment, ventilation, wireless controls

Sameer Abbas General Trading LLC

Postal address: PO Box 39360, Dubai, UAE
Contact person: Graham Smith
Job title: General Manager
Telephone: +971 4 265 2211
Mobile: +971 50 803 6626
Fax: +971 4 222 2090
E-mail: gsmith@satgroupcos.com

Products/services: Accessories and spares, additives, oil refrigerant, adhesive tapes (duct sealing), air-handling units, air-cleaning equipment, air-cleaning equipment (electronic), air conditioning units, air conditioning (industrial), air conditioning (leak repair), air conditioning (medical, health), air distributions devices, air filter components, air-measuring and recording instruments, air pollution control equipment, air-purifying equipment, anemometers, anti-vibration products, central air conditioning, chiller-heaters (absorption), compressors (centrifugal; hermetic; hermetic openers; reciprocating, open; rotary, hermetic; rotary, open; rotary, semi-hermetic; screw, open; screw, semi-hermetic; scroll, semi-hermetic), district cooling, ducts, duct fittings, duct (flexible), duct (pre-insulated), duct (spiral or oval), duct-liner, ducting (exhaust extraction), ducting (fire-rated, manufacture), ducting (flexible), ducting (flexible, fume and dust extraction), ducting (spiral

wound), duct-making machines, exhaust ducting, fan (AC/DC), fan (axial), fans (extractor), fans (ventilating), indoor air quality (IAQ) equipment and products, insulated piping systems, insulation, kitchen ventilation systems, parts, air conditioner and compressor repair, pipes, pipe benders, pipe-cutting and thread machines, plumbing tools and products, pre-insulated pipes, pressure gauges, refrigerant-charging equipment, refrigerant recovery/reclaim, refrigerants, tape, test equipment, tools, tube benders, tubes, UV fixtures and equipment, vacuum leak detecting systems, valves, valves, purge, valves, saddle, ventilation, ventilation (cooker hood), ventilation ducting, ventilation (ducting, flexible), ventilation (manufacture and installation), voltmeters, water treatment, wattmeters

Samsung Electronics Co Ltd

Postal address: PO Box 500047, Dubai, UAE
Location: Concord Tower, 18th Floor, Dubai Internet City
Contact person: Misbah Ahmad Khan
Job title: Regional Manager (Commercial Air conditioner)
Telephone: +971 4 364 8673
Mobile: +971 50 624 6186/+971 50 734 7661
Fax: +971 4 364 8679
E-mail: misbah.k@samsung.com
Web site: www.dvmsystem.com

Products/services: Air conditioning units, central air conditioning

Samsung MEA HQ

Postal address: PO Box 500047, Dubai, UAE
Location: Concord Tower, 19th Floor, Dubai Internet City
Contact person: Khalil Semaan
Job title: Regional Manager MEA
Telephone: +971 4 364 8700
Mobile: +971 50 452 1538
Fax: +971 4 364 8701
E-mail: khalil.s@samsung.com
Web site: www.samsung.com

Products/services: Air-cleaning equipment, air conditioning units, air conditioning (hazardous environment), air conditioning (industrial), air conditioning (marine),

air-purifying equipment, analysers, bacteria control, compressors (hermetic; reciprocating, open; rotary, hermetic; rotary, semi-hermetic; screw, open; screw, semi-hermetic; scroll, semi-hermetic), condensers (air-cooled; combination air- and water-cooled; shell & tube; water-cooled, co-axial; water-cooled, plate type; water-cooled, shell and coil; water-cooled, shell and tube), condensing units (air conditioning), consulting services/HVAC/energy management, heating systems, indoor air quality (IAQ) equipment and products, package units, rooftop heating/cooling equipment, variable refrigerant flow equipment (VRF)

Saudi Aircon Co

Postal address: PO Box 2531, 102 Banderiah Complex, Al Khobar, Saudi Arabia
Location: P Faisal Bn Fahad Avenue
Contact person: Sami Abu Makareem
Job title: General Manager
Telephone: +966 3 531 1000
Mobile: +966 50 493 7001
Fax: +966 3 530 3344
E-mail: waleed@saudi-aircon.com
Web site: www.saudi-aircon.com

Products/services: Air conditioning units, air conditioning (industrial), coil cleaning, compressors, condensing units (air conditioning), connectors, consulting services/HVAC/energy management, contractors, duct fittings, duct, pre-insulated, fabric ducting, packaged central plants, package units, parts, air conditioner and compressor repair, water cooling

SAV Systems

Postal address: PO Box 212880
Location: Office Building 3, Green Community, Dubai Investments Park, UAE
Contact person: Jan Hansen
Job title: General Manager
Telephone: +971 4 801 9250
Mobile: +971 50 857 7232
Fax: +971 4 801 9101
E-mail: jan.hansen@sav-systems.com
Web site: www.sav-systems.com

Products/services: Actuators, air and water balancing, BTU meters, close-

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C P I
INDUSTRY

For more details, contact Tel: +971 4 3756833 • Fax: +971 4 4341906
Mobile: +971 50 7147204 www.cpi-industry.com

climate control
KEY PERSPECTIVES ON THE REGION'S TRADE INDUSTRY

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control units, consulting services/
HVAC/energy management, energy-
management systems, fan-coil units, heat
exchangers, insulated piping systems,
mainfolds, multi-zone units, pipes, pipe
benders, pre-insulated pipes, radiant
floor-heating systems, valves, zone-
control systems

Serck Service International

Postal address: PO Box 5834,
Sharjah, UAE

Location: Industrial Area 12
(next To BMW Showroom, Sharjah)
Contact Person: Rizwan Mohamed
Job Title: Business Development
Manager

Telephone: +971 6 508 6600

Mobile: +971 50 482 6491

Fax: +971 6 558 4607

E-Mail: rizwan.memon@serckgulf.com

Web Site: www.serckgulf.com

Products/services: After-coolers, coatings,
coil cleaning, coils, condenser leak repair,
condensers (air-cooled; combination air- and
water-cooled; shell & tube; water-cooled,
plate type; water-cooled, shell and coil;
water-cooled, shell and tube), consulting
services/HVAC/energy management, energy
recovery/ventilators, evaporators, heat
exchangers (air-cooled, plate, plate-and-
frame, re-tubing), heat pipes, heat-recovery
units, heat-recovery wheels, indoor air quality
(IAQ) equipment and products, pressure
vessels, radiators, receivers

Siemens Industry, Inc

Postal address: 155, Plant Avenue,
Hauppauge, NY 11788, USA

Contact person: Brian Roughan
Job title: Senior Product Manager

Telephone: +1 631 231 3600

Fax: +1 631 231 3334

E-mail address: brian.roughan@siemens.
com

Web site: www.usa.siemens.com/pi

Products/services: BTU meters, building
automation and controls/BMS, chillers
(liquid), detectors (leak), energy-
management systems, equipment rental,
flow-control devices, flow meters, meters,
metering, rental equipment, sensors,
thermal energy storage

Siemens Ltd, Saudi Arabia

Postal address: 9510, Riyadh 11423,
Saudi Arabia

Location: Nakheel Compound, Ghamata
District, Riyadh

Contact person: Ahmad Farrakh Manzoor

Job title: Head of Building Automation

Telephone: +966 1 277 8220

Mobile: +966 50 459 0157

Fax: +966 1 277 8497

E-mail: ahmad.manzoor@siemens.com

Web site: www.siemens.com.sa

Products/services: Access control,
actuators, BTU meters, building
automation and controls/BMS, consulting
engineers, consulting services/HVAC/
energy management, controllers
(standalone), controllers with bus
communication, controls, control panels
(heating, ventilation and air), damper
regulators/actuators, detectors, detectors
(gas), detectors (leak), differential pressure
switches, differential pressure transmitters,
intelligent building systems, intelligent
building systems (consulting), LON field
devices, network, wireless, valves, variable
frequency drives, wattmeters, wireless
controls, zone-control systems

SKM Air Conditioning Equipment

Postal address: PO Box 6004,
Sharjah, UAE

Location: Industrial Area 13, Emirates
Ring Road

Contact person: Faisal Khan

Job title: Marketing Incharge / Creative
Designer

Telephone: +971 6 534 7347

Fax: +971 6 534 9292

E-mail: faisal@skm.ae

Web site: www.skm.ae

Products/services: Fan-coil units,
air-handling units, mini split systems,
air-cooled condensing units, split air
conditioners, packaged air conditioners,
packaged heat pumps

SNC-Lavalin Gulf Contractors LLC

Postal address: PO Box 54130,
Abu Dhabi, UAE

Location: Abu Dhabi Trade Centre, 4th
Floor, West Tower

Contact person: Paul Beaudry

Job title: Managing Director

Telephone: +971 2 644 0001 (ext 210)

Mobile: +971 50 666 1037

Fax: +971 2 644 6649

E-mail: slgc.me@snclavalin.com

Web site: www.snclavalin.com

Products/services: Consulting services/
HVAC/energy management, contractors,
district cooling

Soldia Corporation

Postal address: 1109, 1438 Shan Xi Bei
Road, Shanghai, China

Contact person: Wei Hua

Job title: General Manager

Telephone: +86 21 6227 5790

Mobile: +86 138 1829 0770

Fax: +86 21 6227 8379

E-mail: weihua@soldia.com.cn

Web site: www.soldia.net

Products/services: Adhesive tapes (duct
sealing), absorbents, air conditioner
covers, air curtains/doors, anti-vibration
products, anti-vibration specialists,
capillary assemblies, capillary testers,
capillary tube cleaners, compressors
(screw, semi-hermetic; scroll, semi-
hermetic), condensers (air-cooled,
evaporative), condensing units (air
conditioning), condensing units
(commercial refrigeration), condensing
units (household refrigeration), control
panels (heating, ventilation and air),
diffusers, ducts, duct (flexible), duct
(pre-insulated), ducting (flexible), ducting
(PVC, bending), gauges, insulated
piping systems, insulation, parts, air
conditioner and compressor repair, pipes,
pipe benders, pipe-cutting and thread
machines, pre-insulated pipes, pumps,
refrigeration, tube benders, valves, purge,
wireless controls

Sonitec Inc

Postal address: 1,400 Tees St,
St-Laurent, QC, Canada H4R 2B6

Location: Montreal

Contact person: Martine Menard

Job title: Marketing Manager

Telephone: +1 514 335 2200 x 227

Mobile: +1 514 883 8815

Fax: +1 514 335 2295

E-mail: martine.menard@sonitec.com

Web site: www.vortisand.com

Products/services: Chillers, packaged, filtration, water cooling, water treatment

SPC Heat Pipes FZC

Postal address: PO Box 50816

Location: Flat 106-B,

Al Nakheel Bldg, Karama

Contact person: Sudeep Sethi

Job Title: Regional Director

Telephone: +971 4 334 1178

Mobile: +971 50 628 4062

Fax: +971 4 334 1179

E-mail: sudeep.sethi@spcoils.ae

Web site: www.spcoils.co.uk

Products/services: Air-cleaning equipment, air conditioning units, air curtains/doors, air exchangers, air-purifying equipment, bacteria control, dehumidifiers, energy recovery (ventilators), green buildings, heat pipes, heat-recovery units, heat-recovery equipment, humidity control equipment, indoor air quality (IAQ) equipment and products, UV fixtures and equipment, ventilation (energy saving), ventilation (heat recovery)

SPIG SpA

Postal address: P.ZZA San Graziano 31

Location: Arona-No, Italy, Milano

Contact person: Marianna Caputo

Job title: Marketing Manager

Telephone: +3 903 2224 5401

Mobile: +3 9348 7977 9544

Fax: +3 903 2224 5499

E-mail: caputo@spig-int.com

Web site: www.spig-int.com

Products/services: Air-cooled, cooling towers

SPP Pumps Ltd

Postal address: PO Box 61491,

Jebel Ali, Dubai, UAE

Contact person: Mirza Qiadath

Job title: Sales Manager (Water, Wastewater)

Telephone: +971 4 883 8733

Fax: +971 4 883 8735

E-mail: general@sppumps.com

Web site: www.sppumps.com

Products/services: Pumps

SPX Cooling Technologies

Postal address: PO Box 48573,

Dubai, UAE

Location: Emaar Business Park, Bldg 2,

Office 637

Contact person: John Fish

Job title: Regional Manager

Telephone: +971 4 361 8026

Mobile: +971 50 659 6691

Fax: +971 4 361 8027

E-mail: john.fish@spx.com

Web site: www.spxcooling.com

Products/services: Accessories and spares, air-cooled, evaporative, cooling towers, radiators

Stellar Group LLC

Postal Address: PO Box 49434,

Dubai, UAE

Location: Office 3210, Building #3, Gold

and Diamond Park, Sheikh Zayed Road,

Dubai, UAE

Contact person: Ivan Norris

Job title: General Manager

Telephone: +971 4 310 5600

Mobile: +971 50 553 7241

Fax: +971 4 341 8350

E-mail: inorris@stellarllc.com

Web site: www.stellarllc.com

Products/services: District cooling, energy plants

Superior Pipeline Fittings FZE

Postal address: PO Box 48748, Al Mesk

1304, Dubai Marina, Dubai, UAE

Location: Marina walk

Contact person: Richard Renton

Job title: Sales Manager

Telephone: +971 4 368 4029

Mobile: +971 50 875 9644

Fax: +971 4 368 4031

E-mail: ric@superiordirect.com

Web site: www.superiorpipelinefittings.com

Products/services: Actuators, couplings, dismantling joints, flange adaptors, gaskets, leak repair kits, pipes, valves, valves, saddle, valves, zone control

Swegon

Postal address: PO Box 25906,

Dubai, UAE

Location: Al Safina Building (close to Lamcy Plaza)

Contact person: Gunnar Svensson

Job title: Regional Manager (Middle East)

Telephone: +971 4 336 2860

Mobile: +971 50 919 7181

Fax: +971 4 337 6343

E-mail: gunnar.svensson@swegon.ae

Web site: www.swegon.com

Products/services: Air-handling units, air displacement equipment, air distributions devices, central air conditioning, chilled beams, controllers, controllers (standalone), controllers with bus communication, controls, dampers, damper regulators/actuators, energy recovery / ventilators, exhausters, roof, heat-recovery units, heat-recovery wheels, heat-recovery ventilation systems, heat-recovery equipment, heat-recovery systems, induction units, indoor air quality (IAQ) equipment and products, mixing boxes, radiant cooling, radiant-heating equipment, silencers, ventilation (energy saving), ventilation (heat recovery), ventilation units

SWEP

Postal address: Box 105, SE-261 22

Landskrona, Sweden

Location: HQ Landskrona, Sweden

Contact person: Shwan H Lamei

Job title: Area Sales Manager

Telephone: +46 418 400 400

Mobile: +46 733 22 43 32

Fax: +46 418 292 95

E-mail: shwan.lamei@swep.net

Web site: www.swep.net

Products/services: Condensers (brazed plate; double-wall; water-cooled, plate type), district cooling, evaporators, heat exchangers (plate), parts, air conditioner and compressor repair, refrigerating, district cooling energy transfer stations (district cooling sub-stations)

Sinclair Knight Merz (SKM)

Postal Address: PO Box 116873,

Dubai, UAE

Location: Business Avenue Building, Unit

719, Al Garhoud Road, Port Saeed

Contact person: Edin Mahic

Job title: MEP Manager

Telephone: +971 4 294 4142

Mobile: +971 50 456 6188
 Fax: +971 4 294 4143
 E-mail: emahic@skmconsulting.com
 Web site: www.skmconsulting.com

Product & Services: Consulting engineers, consulting services/HVAC/energy management

Systemair Middle East FZE

Postal address: PO Box 18628,
 Jebel Ali Free Zone, Dubai, UAE
 Location: Jebel Ali Free Zone South,
 Office No S2 Ac 04
 Contact Person: Niklas Engstrom
 Job Title: Managing Director
 Telephone: +971 4 886 0906
 Fax: +971 4 886 0907
 E-mail: niklas@systemair.ae
 Web site: www.systemair.ae

Products/services: Air-handling units, air curtains/doors, dampers, diffusers, energy recovery (ventilators), exhausters (roof), fan (axial), fans (extractor), fans (ventilating), fans, grilles, heating and ventilation, kitchen ventilation systems, VAV equipment, ventilators



Takeyef Factory LLC

Postal address: PO Box 48102,
 Abu Dhabi, UAE
 Location: Icad 11, Mussafah, Abu Dhabi
 Contact Person: Ihsan Wasfi
 Job Title: General Manager
 Telephone: +971 2 550 2998
 Mobile: +971 50 642 3665
 Fax: +971 2 627 0048
 E-mail: info@takeyefactory.com
 Web site: www.takeyefactory.com

Products/services: Air-handling units, fan-coil units

Tandex Pty Ltd

Postal address: PO Box 166
 Location: Bayswater, Victoria 3153,
 Australia
 Contact person: Imelda Buckley
 Job title: Principal
 Telephone: +61 3 9729 6722
 Fax: +61 3 9720 5896
 E-mail: melb@tandex.com
 Web site: www.tandex.com.au

Products/services: Air conditioning (industrial), bacteria control, boiler water treatment, boiler cleaning products, boilers (water treatment), chemicals, chiller-heaters (absorption), coil cleaning, condensing units (commercial refrigeration), controllers, cooling towers, corrosion-control equipment, heat exchangers, test equipment, water cooling, water treatment

TAS Middle East LLC

Postal address: PO Box 66041
 Location: 1st Floor Lotus Bldg, Al Quoz Industrial 1 (near Times Square)
 Contact person: Neriza Diesta
 Job title: Secretary
 Telephone: +971 4 330 7745
 Mobile No: +971 50 423 5467
 Fax: +971 4 330 7746
 E-mail: ndiesta@tas.ae
 Web site: www.tas.com

Products/services: Chillers (packaged)

Tebodin Middle East Limited

Postal address: PO Box 8092,
 Dubai, UAE
 Location: Nasa Building, Al Maktoum Road, Deira, Dubai
 Contact person: Marco Van Der Linden
 Job title: Office Director
 Telephone: +971 4 221 5839
 Fax: +971 4 228 3176
 Web site: www.tebodin.com

Products/services: boiler water treatment, consulting engineers, consulting services/HVAC/energy management, district cooling, HVAC industrial projects, water treatment

Technical Supplies and Services Ltd

Postal address: PO Box 1818,
 Sharjah, UAE
 Location: Near Khan Saheb building,
 Industrial Area 10
 Contact person: Vinod Nair
 Job title: Marketing Manager
 Telephone: +971 6 534 1344
 Fax: +971 6 534 1686
 E-mail: info@tsscuae.com
 Web site: www.tsscuae.com

Products/services: Claddings, cold store, duct (pre-insulated), glass and films, kitchen ventilation systems, refrigerated

showcases, freezers, refrigerated trucks, steel/steel service, water cooling

Technoflow LLC

Postal address: PO Box 35970,
 Dubai, UAE
 Location: Marrakech Street, Garhoud (near new Emirates Airline HQ)
 Contact person: Yasir Al Sarraf
 Job title: Marketing Manager
 Telephone: +971 4 286 2037
 Mobile No: +971 50 652 9841
 Fax: +971 4 286 2038
 E-mail: yasir@technoflowllc.com
 Web site: www.technoflowllc.com

Products/services: Actuators, air-handling units, air and water balancing, district cooling, fan-coil units, floor-cooling systems, floor-heating systems, flow-control devices, generators, pressure gauges, solar applications, solar equipment, under-floor air conditioning, valves, valves, zone control, water heaters

Technoform Middle East

Contact person: Alex Dantziguian
 Telephone: +971 4 321 5615
 Mobile: +971 50 688 5043
 Fax : +971 4 321 5815
 E-mail: adantziguian@technoform.ae
Products/services: polyamide thermal insulation for AHU aluminium frames

The Ceiling Fan Company LLC

Postal address: PO Box 282188,
 Dubai, UAE
 Location: Al Quoz Industrial Area
 Contact person: Joan Rines
 Job title: Managing Partner
 Telephone: +971 4 366 3961
 Mobile: +971 50 423 1992
 Fax: +971 4 366 3962
 E-mail: joan.rines@theceilingfancompany.com
 Web site: www.theceilingfancompany.com

Products/services: Fan (AC/DC), fans, ventilators

The Cool Solutions Company

Postal address: 5007, Lincoln Avenue,
 Suite 201, Lisle, Illinois 60532, USA
 Location: Western suburbs of Chicago,
 Illinois
 Contact person: John Stephen Andrepont
 Job title: President

Telephone: +1 630 353 9690
Fax: +1 630 353 9691
E-mail address: CoolSolutionsCo@aol.com
Web site: www.CoolSolutionsCo.com

Products/services: Consulting engineers, consulting services/HVAC/energy management, district cooling, thermal energy storage, turbine inlet air cooling

The MEP Consultancy

Postal address: PO Box 82342,
Al Ain, UAE
Location: RAK Free Zone
Contact person: Peter Mills
Job title: Principal
Telephone: +971 50 713 0850
Fax: +971 7 204 1010

E-mail: info@mepconsultancy.com
Web site: www.mepconsultancy.com

Products/services: Consulting engineers, consulting services /HVAC/ energy management

Thermo King

Postal address: PO Box 9265,
Dubai, UAE
Location: World Trade Center
Contact person: Paul McGarrigle
Job title: Key Accounts Manager
Telephone: +971 4 331 3984
E-mail: paul_mcgarrigle@irco.com
Web site: www.thermoking.com

Products/services: Air conditioning units, air conditioning (aircraft), air curtains/doors, consulting services/HVAC/energy management, refrigerated showcases, freezers, refrigerated trucks, refrigerating equipment, refrigerating machinery, refrigeration

Tour & Andersson (Middle East Africa & India) Limited

Postal address: PO Box 54367, Dubai
Airport Free Zone, Dubai, UAE
Contact person: Colin Bridges
Job title: Technical Director
Telephone: +971 4 204 5617
Mobile: +971 50 454 9707
Fax: +971 4 204 5647
E-mail: c.bridges@tourandersson.co.uk
Web site: www.tourandersson.com

Products/services: Actuators, bacteria control, de-aerators, education, flow-control devices, instruments (recording

and indicating), manometers, valves, balancing, differential pressure and pressure independent valves for HVAC applications

Tour & Andersson (Middle East & Africa) Ltd

Postal Address: PO Box 2626211,
Dubai, UAE

Contact person: Bassam Al Awar
Job title: General Manager
Telephone: +971 4 886 4500
Mobile: +971 50 645 4397
Fax: +971 4 886 4600
E-mail address: bassam.alawar@tourandersson.co.uk
Web site: www.tourandersson.com

Products/services: Air and water balancing, flow-control devices, valves, valves (zone control), hydronic balancing solutions, manual balancing valves, differential pressure controls, pressure independent control valves, air & dirt separation equipment

Trane

Postal Address: Al Ghazal Complex,
6th floor, PO Box 31000, Dubai, UAE
Location: Behind Al Ghazal Mall, Al Diyafa
Street, Satwa
Contact Person: Michel Farah
Job Title: Regional Director (UAE & Gulf)
Telephone: +971 4 308 4101
Mobile: +971 50 652 5370
Fax: +971 4 346 0091
E-mail: michel_farah@trane.com
Web site: www.trane.com

Products/services: Air-handling units, air conditioning units, air conditioning (industrial), central air conditioning, compressors, condensing units (air conditioning), consulting services/HVAC/energy management, controls, heat-recovery equipment, rooftop heating/cooling equipment, turbine inlet air cooling

Tranter Heat Exchangers Middle East (Cyprus) Limited

Postal Address: PO BOX 121129,
Sharjah, UAE
Location: SAIF ZONE, UAE
Contact person: Uttam Vishwasrao
Job title: Service Manager
Telephone: +971 6 557 8110

Mobile: +971 50 153 3019
Fax: +971 6 557 8112
E-mail address: uttam.vishwasrao@in.tranter.com
Web site: www.tranter.com

Products/services: District cooling, heat exchangers (plate), servicing & maintenance of heat exchangers

Trend Control Systems

Postal address: PO Box 6034,
Sharjah, UAE
Location: Buhaira Corniche, Sharjah
Contact person: Pamela David
Job title: Sales Manager (Middle East)
Telephone: +971 6 507 1401
Mobile: +971 50 813 2567
Fax: +971 6 572 6165
E-mail address: pamela.david@trendcontrols.com
Web site: www.trendcontrols.com

Products/services: Building automation and controls/BMS

Trimac Inc

Postal address: 25, Kingsbridge Garden,
Cir. Suite 919, Mississauga, ON,
Canada L5R4B1
Contact person: Rakesh Saxena
Job title: General Manager
Telephone: +1 905 890 5031
Mobile: +1 416 841 5050
Fax: +1 905 890 5031
E-mail: info@trimacinc.com
Web site: www.trimacinc.com

Products/services: Controllers, controls, controls (refrigeration), controls (temperature), fans (ventilating), fans, humidity control, humidity controllers, humidity (measurement), humidity (monitoring), humidity (recording instruments), refrigeration, sensors, sensors (humidity), thermometers, thermostats, timers, variable frequency drives, ventilators, voltmeters

Transparency LLC

Postal address: PO Box 108585,
Abu Dhabi, UAE
Location: Umm Al Nar
Contact person: Idriess Makdoud
Job title: Managing partner
Telephone: +971 2 558 5656
Mobile: +971 50 722 6622

Fax: +971 2 558 5757

Products/services: Glass and films, green buildings, window film

TROX Middle East LLC

Postal address: PO Box 31432,

Dubai, UAE

Location: 19 Street, Al Quoz Industrial Estate #3

Contact person: Ian Leake

Job title: Sales Director

Telephone: +971 4 341 7448

Fax: +971 4 341 7449

E-mail: info@trox.ae

Web site: www.trox.ae

Products/services: Air-handling units, air displacement equipment, air distributions devices, air filter components, air-measuring and recording instruments, air-purifying equipment, air-velocity regulators, anti-vibration products, attenuators, chilled beams, dampers, dampers/shutters, diffusers, fan-coil units, fans, filter media, filters, filters (air), filtration, fire protection, floor-cooling systems, grilles, induction units, indoor air quality (IAQ) equipment and products, nozzles, shutters (automatic), silencers, smoke detectors, sound attenuators, testing laboratories, under-floor air conditioning, VAV equipment, ventilation (natural), ventilation systems

Tyco Valves & Control Middle East

Postal: PO Box 61213, Dubai, UAE

Location: Jafza View 19, 16th Floor

Contact Person: Dheeraj Amin

Telephone: +971 4 813 2888

Fax: +971 4 886 4478

Email: damin@tyco-valves.com

Website: www.tycowater.com

Products/services: Valves and actuators, district cooling

Tyco Water Middle East

Postal Address: PO Box 61213,

Dubai, UAE

Location: Jebel Ali Free Zone South (near the South Zone Food Court, BB05 and BB06)

Contact person: Khalid Sgheir

Job title: Regional Sales and Marketing Manager

Telephone: +971 4 886 5142/3

Mobile: +971 50 550 7942

Fax: +971 4 886 5146

E-mail: ksgheir@tycowater.com

Web site: www.tycowater.com

Products/services: Fittings, pipes, pre-insulated pipes



UniGulf Development LLC

Postal address: PO Box 2328,

Dubai, UAE

Location: 215 22B Street, Umm Ramool, Rashidya, Dubai

Contact person: Aniceto G Rodrigues

Job title: Assistant Sales Manager

Telephone: +971 4 286 2100

Mobile: +971 50 652 8326

Fax: +971 4 285 8001

E-mail: george@unigulf.ae

Web site: www.unigulfdevelopment.ae

Products/services: Accessories and spares, adhesives, adhesive tapes (duct sealing), air conditioning (industrial), air conditioning (marine), air-measuring and recording instruments, amp meters, anemometers, barometric controls, benders, brazing alloys, capillary assemblies, capillary testers, capillary tube cleaners, charging stations, claddings, coatings, coils, connectors, copper pipes, cutters, cylinders (refrigerant recovery), dampers, detectors (gas), detectors (leak), dryers, ducts, duct (flexible), duct (pre-insulated), duct (spiral or oval), ducting (exhaust extraction), ducting (flexible), ducting (flexible, fume and dust extraction), ducting (PVC, bending), ducting (spiral wound), ducting (thermal), fan (AC/DC), fan (axial), fans (ventilating), fans, fasteners, filter dryers, filters, flexible ducting, fittings, gauges, green buildings, hangers, humidity dewpoint hygrometers, humidity equipment, humidity measurement, humidity measurement equipment, indicators (humidity), insulation, insulation coatings, insulation seals, lubricants, refrigeration, metal, sheet (alloy, brass, coated, copper, galvanised, stainless steel), meters, metering equipment, moisture indicators, multimeters, noise absorbers, noise control, ohmmeters, panels, pipes, pipe benders, pipe supports, plumbing tools and products, pressure gauges, psychrometers, refrigerating equipment, refrigerating

machinery, refrigeration, sealants, solar applications, solder and fluxes, soldering, welding and brazing equipment, spares, tape, thermometers, tools, tube benders, tubes, vacuum indicators, ventilation (ducting, flexible)

Unigulf Development LLC

Postal address: PO Box 2328

Location: 22B Street, Rashidya, Dubai, UAE

– Behind RTA offices on

Marrakech Road

Contact person: Dean Poskitt

Job title: Operations Manager

Telephone: +971 4 286 2100

Mobile: +971 50 558 5106

Fax: +971 4 285 8001

E-mail: d.poskitt@unigulf.ae

Web site: www.unigulfdevelopment.ae

Products/services: Adhesive tapes (duct sealing), air conditioning (automobile), air conditioning (industrial), air conditioning (medical, health), central air conditioning, copper pipes, doors (duct access), ducts, duct fittings, duct (flexible), duct (flexible), exhaust (ducting), filter dryers, flexible ducting, gauges, heating accessories, heating and ventilation, hose (ventilation), plumbing tools and products, pre-insulated pipes, refrigerant-charging equipment, refrigerants, sealants, tape, ventilation (ducting), ventilation (manufacture and installation)

Universal Weathermaker Factory LLC

Postal address: PO Box 25513,

Abu Dhabi

Location: Industrial City Of Abu Dhabi,

ICAD-I, Abu Dhabi

Contact Person: Mashkooor Hasan

Job Title: General Manager

Telephone: +971 2 550 2232

Mobile: +971 50 455 2514

Fax: +971 2 550 2235

E-mail: uwf@emirates.net.ae,

sales@weathermakeruae.com,

mashkooor@eim.ae

Web Site: www.universal-uae.ae

Products/services: Ducts, duct (flexible), duct (pre-insulated), duct (spiral or oval), duct-liner, ducting (exhaust extraction), ducting (fire-rated, manufacture), ducting (thermal)

Uponor GmbH

Postal address: Dubai Office,
PO Box 36242, Dubai, UAE
Contact person: Andre R du Preez
Job title: Sales Manager (Arabian Gulf)
Telephone: +971 4 288 1771
Mobile: +971 50 734 2831
Fax : +971 4 288 1926
E-mail: Andre.duPreez@uponor.com
Web site: www.uponor.com/international

Products/services: Actuators, chilled beams, consulting engineers, consulting services/HVAC/energy management, controls, controls (temperature), district cooling, fittings, floor-cooling systems, floor-heating systems, flow meters, heat, heating accessories, heating, heating and ventilation, humidity control, hydronic-heating equipment, insulated piping, outdoor cooling, pipes, pipe benders, pipe-cutting and thread machines, pipe, plumbing tools and products, pre-insulated pipes, radiant cooling, radiant floor-heating systems, radiant-heating equipment, sensors (humidity), software, thermostats, tools, tube benders, tubes, tubing, valves, water cooling, wireless controls, zone-control systems

Utmost Electronics Establishment

Postal address: PO BOX 115087,
Dubai, UAE
Location: Al Gurg Building, Khalid Bin Waleed Street (Opposite Mussala Tower, Bur Dubai)
Contact person: R A Sherif
Job title: Sales Manager (Projects)
Telephone: +971 4 351 6035/
+971 4 347 7674
Mobile: +971 50 624 0213
Fax: +971 4 352 2948/+971 4 347 4821
E-mail: sheriff@almoayyed.com.bh
Web site: www.almoayyed.com

Products/services: Air-handling units, air conditioning units, fan-coil units, package units, split-unit systems

UTS Carrier

Postal address: PO Box 6735,
Dubai, UAE
Location: Zabeel Road
(facing Dubai Post Office)

Contact Person: Bashar Tamrawi
Job Title: Senior Marketing Executive
Telephone +971 4 396 5455
Mobile: +971 50 538 6018
Fax: +971 4 396 7311
E-mail: bashar.tamrawi@carrier.ae
Web Site: www.carrieruae.com
Products/services: Accessories and spares, additives, oil refrigerant, air-handling units, air-cleaning equipment, air-conditioning units, air-conditioning units (computer room), air curtains/doors, air filters components, air-purifying equipment, air-velocity regulators, anti-vibration (products), anti-vibration (specialists), bacteria control, bearings, belts, blowers, building automation and controls, capacitors, central air conditioning, chiller-heaters (absorption), chillers (liquid), cleaners, close-control units, coatings, coil cleaning, coils, cold store, compressors, condensers, condensing units, consulting services/HVAC/energy management, controllers, controls, control panels (heating, ventilation and air), controls (refrigeration), controls (temperature), coolers, copper pipes, corrosion-control equipment, dampers, dehumidifiers, district cooling, duct cleaning, education, electrical components/fuses, enclosures, enclosure cooling, energy-management systems, energy recovery/ventilators, evaporators, fan (AC/DC), fan-coil units, fan guards, filters, filters (air), filtration, fittings, gaskets, gauges, green buildings, headers, heat exchangers, heat exchanger (air-cooled), heat exchanger (plate), heat pipes, heat pumps, heat-recovery units, heat recovery (heat pipes, heat wheels), heat-recovery (ventilation systems), heat-recovery equipment, heat-recovery systems, heaters, heating and ventilation, humidifiers, humidistats, humidity control, humidity (control equipment), humidity (controllers), humidity (equipment), humidity (indicator cards), humidity (measurement), humidity (measurement equipment), humidity (monitoring), humidity (recording instruments), humidity (testing), indoor air quality (IAQ) equipment and products, instruments (recording and indicating), meters, metering equipment, mould cleaning equipment, mould prevention products, motors, network (wireless), oil, package units, paint (anti-mould), panels, parts, air conditioner and compressor repair, pipes, pressure

gauges, pumps, refrigerant-charging equipment, refrigerant recovery/reclaim, refrigerants, refrigerated showcases, freezers, refrigerated trucks, refrigerating equipment, refrigerating machinery, refrigeration, regulators reclaim, roof-cooling systems, rooftop heating/cooling equipment, sensors, sensors (humidity), software, split-unit systems, systems integration, thermistors, thermostats, tools, under-floor air conditioning, valves, variable frequency drives, ventilators, ventilation, vibration absorbers, water cooling, wireless controls, zone control systems



Vexve Oy

Postal address: Pajakatu 11, 38200
Sastamala, Finland
Contact person: Jari Randell
Job title: Director, Sales
Telephone: +358 10 734 0800
Fax: +358 10 734 0839
E-mail: vexve@vexve.fi
Web site: www.vexve.fi

Products/services: Meters (water metering systems), valves

Victaulic

Location: Jebel Ali Free Zone,
Dubai, UAE
Contact person: Victaulic Customer Care
Department
Telephone: +971 4 883 8870
E-mail: viceuro@victaulic.be
Web site: www.victaulic.com

Products/services: cooling systems, couplings, fire protection, fittings, green buildings, heating and ventilation, pipes, valves

Viessmann Middle East FZE

Postal Address: Q3-66, SAIF Zone, PO
Box 120841, Sharjah, UAE
Contact person: Alma Nuguit
Job title: Sales Executive
Telephone: +971 6 557 8756
Mobile: +971 50 483 7044
Fax: +971 6 557 8765
E-mail: info-me@viessmann.ae/
nuga@viessmann.com
Web site: www.viessmann.ae

Products/services: Boiler water treatment, boilers/boiler accessories and parts, boilers (water treatment), burners (gas), burners (oil), control panels (heating, ventilation and air), controls (temperature), energy recovery (ventilators), heat exchangers (plate, plate-and-frame), heat pumps, heat-recovery units, heat recovery (ventilation systems), heat-recovery equipment, heat-recovery systems, heating accessories, heating systems, heating and ventilation, solar applications, solar equipment, tanks/tank accessories, tubes, valves, water heaters, water treatment

VIMCO

Postal address: 3532-A, East TC Jester Blvd, Houston, TX 77018, USA
Contact person: Felicia Guerrero
Job title: International Sales
Telephone: +1 713 263 8181
Fax: +1 713 263 1133
E-mail: sales@vimco.biz
Web site: www.vimco.biz

Products/services: Acoustics, acoustical covers, anti-vibration products, anti-vibration specialists, connectors, curbs, damper regulators/actuators, duct fittings, expansion joints, gauge protection devices, gauges, hangers, noise abatement, noise absorbers, noise control, pipe supports, pressure gauges, seismic parts and equipment, sound attenuators, vibration absorbers, vibration control, vibration control equipment, vibration control solutions, wires & cables

VTS Clima LLC

Postal address: PO Box 76849, Dubai, UAE
Location: Al Garhoud, Al Durra 4 Bldg, Office # 105 (behind Al Tayer Showroom)
Contact person: Iyad Dib, Mohamed Ibrahim
Job title: Managing Director, Product Manager
Telephone: +971 4 286 9560
Mobile: +971 50 427 5842, +971 50 980 8018
Fax: +971 4 286 9561
E-mail: dubai@vtsgroup.com
Web site: www.vtsgroup.com

Products/services: Air-handling units, fan-coil units



Warren Controls

Postal Address: 2600, Emrick Blvd, Bethlehem, PA 18020, USA
Contact person: Al Gunnarson
Job title: VP (Sales & Marketing)
Telephone: +1 800 922 0085
Fax: +1 610 317 2989
E-mail: sales@warrencontrols.com
Web site: www.warrencontrols.com

Products/services: Acoustics, acoustical covers, air conditioning (industrial), air conditioning (marine), air exchangers, air and water balancing, building automation and controls/BMS

Weiss Instruments

Postal address: 905, Waverly Avenue, Holtsville, New York 11742-1109, USA
Contact person: Thomas Keefe
Job title: Distribution Sales Manager
Telephone: +1 631 207 1200
Fax: +1 631 207 0900
E-mail: sales@weissinstruments.com
Web site: www.weissinstruments.com

Products/services: Anemometers, controls, controls (refrigeration), controls (temperature), controls (refrigeration), humidistats, humidity controllers, humidity dewpoint hygrometers, humidity measurement, indicators, instruments (recording and indicating), pressure gauges, sensors, thermocouples, thermometers, thermostats

Wesper

Postal address: 1bis, Avenue du 8 Mai 1945, Saint-Quentin-en-Yvelines, 78284 Guyancourt, France
Contact person: Vincent Morel
Job title: Area Sales Manager
Telephone: +33 1 39 44 78 73
Mobile: +33 6 09 80 03 16
Fax: +33 1 39 44 00 12
E-mail: vincent.morel@airwell-group.com
Web site: www.wesper.com

Products/services: Air-handling units, air conditioning units, air conditioning (computer room), air conditioning (data processing), air conditioning (hazardous environment), air conditioning (industrial), air conditioning (marine), air conditioning (medical, health), central air conditioning, chillers (liquid), chillers (packaged), close-control units, compressors, compressor parts (piston rings, rods, seals, shafts), corrosion-control equipment, fan-coil units, fans (extractor), fans (ventilating), filters (air), heat pumps, packaged central plants, packaging, package units, parts, air conditioner and compressor repair, rooftop heating/cooling equipment

Wilo Middle East FZE

Postal Address: PO Box 262720, Jafza Views 18, Office 1605, Dubai, UAE
Location: Jebel Ali Free Zone, South
Contact person: Simon Mrad
Job title: General Manager
Telephone: +971 4 886 4771
Fax: +971 4 886 4770
E-mail: info@wilo.ae
Web site: www.wilo.ae
Products/services: Circulators, pumps, tanks, tank accessories



Zerofootprint UAE FZC

Postal address: PO Box 5232, Fujairah, UAE
Contact person: Valerie Hawley
Job Title: Associate
Telephone: +971 4 348 3028
Mobile: +971 50 141 3640
Fax: +971 9 228 2979
E-mail: nhawley@eim.ae
Web site: www.zerofootprint.net

Products/services: Consulting services/energy management, sustainability consulting services



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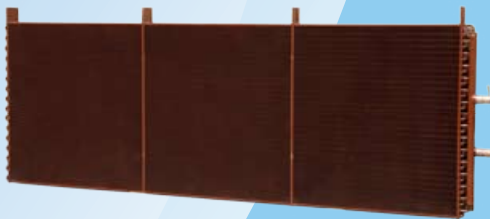
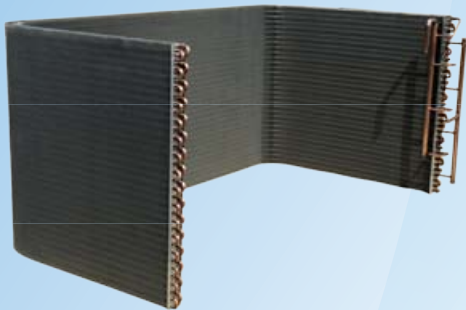
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SAFARIO COOLING FACTORY LLC

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Factory: 00971 4 3478347 / 3478100 , Fax: 00971 4 3478101

Email: safario@emirates.net.ae , www.safario.com



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Directory Listing Form

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We want you in the free directory listing in the 2011 version of Climate Control Guide and Directory.

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Name of the company: _____

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Location (including landmark): _____

Contact person: _____

Job title: _____

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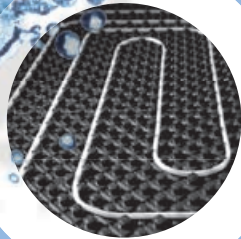
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For more information, just contact Mr. Andre du Preez:
Phone +971 50 734 28 31, e-mail andre.dupreez@uponor.com
www.uponor.com/international



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