



**air master**

### Air-outlet masters

Air Master Equipments Emirates LLC was established in 1987, with the prime focus of designing, testing and manufacturing quality, reliable and affordable air-outlet products for central air-conditioning systems.

Having started with one small facility, Air Master has since outgrown its facility and today operates five large facilities in the UAE to meet the region's burgeoning demand.

From its humble beginning with just five employees, it currently has more than 250 employees throughout the GCC. Air Master is dedicated to providing customers with the highest quality of products.

Furthermore, the company is continuing to adapt to meet growing demands in the region. It has sales and business operations in all GCC countries, and has a number of manufacturing facilities in Mumbai, Chennai, Bangalore and Delhi in India. The main factory has been certified to ISO 9001 standards since 1998, enhancing reliability and commitment to quality.

Each product is checked for a quality-assured rating and all Air Master air outlets and inlets are tested by ETL testing services in accordance with the ASHRAE, ANSI, and AMCA standards by testing facilities in the USA and UK. Air Master fire dampers (vertical and horizontal installation) are UL 555-classified for one-and-a-half-hour fire rating, which ensures top performance and reliability. Fire doors are UL 10B classified for a two-hour fire rating. Such procedures ensure quality and excellence.

"We are faced with a range of different challenges for each and every project we work with. The UAE, in particular,

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raises a myriad of challenges as each construction project becomes more intricate and unique than the last. Last-minute changes to design, size and product type are quite common for this industry, so we maintain an emergency team and a fleet of vehicles to meet the round-the-clock requirements of our customers," says founder and managing director Munvar Khan. The team takes measurements and solves problems on-site so it can accommodate needs of architects, government agencies and consultants and be committed to quality and prompt deliveries.

"Our unique talent and capabilities has contributed to our outstanding reputation as a reliable supplier. Our trademark values of honesty and reliability has enabled us to emerge as a market leader and has kept us ahead of any changes to the business environment," adds Khan.

The company experienced steep growth from 2005 to 2008 and has remained steady for the past year. It is now tapping emerging markets and remains positive it will overcome the recession.

The firm has introduced fire doors, fan coil units, and variable air volume units (VAVs) to meet a growing demand for greener products, which has taken off this year. Its VAV,

### CONTACT

Air Master Equipments Emirates LLC  
P.O. Box 3180  
Ajman, UAE

+971 (0)6 743 6900

+971 (0)6 743 6700

airmastr@emirates.net.ae

www.airmasteremirates.com



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in particular, is an innovative product reducing energy use and improving air-distribution quality.

The market, however, is changing, says Khan. Earlier project demands were more traditional, with square ceiling diffusers, grilles and registers commonly sought-after. The knowledge of air-outlet products and their design has significantly increased over the past few years. Products are now expected to be energy efficient.

"At Air Master, we strive to make all our products and processes sustainable and energy efficient. Our operations are now less energy consuming and include new powder coating methods which are environment-friendly. The Burj Khalifa, is one of the most prestigious projects we have worked on so far. It was a challenging project, with non-negotiable deadlines. In addition to specifically-designed grilles and diffusers, we also supplied large volume-control dampers, access doors and air-ventilation products.

"We procured the design and spare parts in Germany, and assembled the products in workshops that were especially established for this purpose. A range of specialist services were provided by Air Master in order to meet the many aesthetic requirements of the project," explains Khan.

The company also supplied sound attenuators and decorative grilles to the Zallaq Sofitel Resort, in Bahrain. The

decorative grilles were specifically designed to match the architecture and theme of the luxury resort.

Large quantities of sound attenuators, anodised floor grilles and diffusers were supplied to Qatar University, Pearl Qatar and Wave Muscat. Air Master also supplied high-security prison grilles for the Central Prison, Sumail, Oman and Medium Security Diffusers for the Psychiatric Hospital, Muscat, Oman. For these two projects in Oman, it customised and developed products to meet the project's specific safety and security requirements.

Developments Air Master is currently working on include five-star hotels and luxury resorts on Yas Island, Al Reem Island and Saadiyat Island, all in Abu Dhabi, as well as King Saud University in Riyadh.

Air Master Equipments' Khan says the company's secret to success is having a global approach towards serving customers. It strives to serve all regions of the GCC — as well as some parts of Africa and Europe — and believes it can expand this even further by continuing to introduce highly-specialised products and services.

"Our past achievements and experiences, as well as our dedicated customer service and loyal client base are all helping us to achieve our vision of having a complete global reach," says Khan.

- 1 TOP RIGHT: Emirates Towers in Dubai
- 2 BOTTOM RIGHT: Air Master has worked throughout the region
- 3 OPPOSITE: The company has seen a trend for decorative grilles





## ABOUT

Air Master has supplied a large number of specifically-designed and manufactured products to some of the biggest projects in the region, including:

- Emirates Palace Hotel, Abu Dhabi
- Burj Khalifa, Dubai
- Festival City, Dubai
- Dubai Metro, Dubai
- Etihad Terminal, Abu Dhabi
- Aldar Headquarters, Abu Dhabi
- Qatar University, Qatar
- Qatar Convention Center, Qatar

