

PRIME FOCUS

Amiruddin Thanawalla, managing director of Focus Air Conditioning Industries, explains how he built the company into a leading supplier of HVAC products and accessories



TELL US ABOUT YOUR COMPANY AND THE SOLUTIONS IT OFFERS

Focus Air Conditioning Industries LLC is a specialist and pioneer in manufacturing of HVAC accessories in the UAE. Established in 2005 we have grown into six independent manufacturing and trading units in four countries and presence in more than 20 countries.

Backed by state of the art machinery from the US and Europe and a 41,000 sq ft manufacturing facility fully equipped with a team of R&D professionals and skilled specialist workers, we can proudly say we have the capacity to supply worldwide demand for HVAC accessories.

Most of the consultants in the UAE are advising clients and contractors to use superior quality products with UL listing. We can proudly say we were the first to manufacture and distribute UL listed flexible ducts, flexible duct connectors and pipe hangers and supports in GCC.

Prime Air Conditioning Industries LLC has been a leading manufacturer in the GCC for variety of HVAC products for more than a decade. Prime A/C products are designed, configured and manufactured using top-notch steel metal and joinery equipment.

Moreover Prime A/C complies with the globally certified quality management system (TQM) secured procedures as well as HVAC

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industry related technical accreditations. Our massive manufacturing facility located in Dubai Investment Park (DIP) is a major advantage for quicker delivery.

We are licensed manufactures to major HVAC manufacturing giants such as SAFE AIR DOWCO (USA), COMMERCIAL ACOUSTICS USA & SPIRO SWITZERLAND. We have also established international affiliated offices in UK, USA & CANADA (Representing the group of companies).

Prime A/C is also ISO 9001:2015 certified company and our products are manufactured in accordance with international standards. We also stock various grades of steel as per ASTM A 653/ ASTM A 924 Lock forming quality in coils and sheets array. Major brands include Mittal Steel (South Africa), NIPPON (Japan) NISSHIN (Japan), Hadeed (KSA), National Steel & Jindal (India).

HOW WOULD YOU DESCRIBE THE CURRENT STATE OF THE GCC MARKET AND WHAT FACTORS ARE AFFECTING IT?

The HVAC market is witnessing a growth with the rising construction of residential as well as commercial buildings. The GCC is a major contributor to the global HVAC equipment market supported by increased demand for HVAC systems and accelerating replacement rates of HVAC systems.

The dynamic nature of the industry can mainly be attributed to increasing urbanisation, unprecedented population growth, and frequently changing governmental regulations for making HVAC products more energy efficient.

WHAT PRODUCTS ARE YOU SHOWCASING AT THE BIG 5 THIS YEAR?

Flexible ducts, flexible duct connectors, flanges, tapes, stuck up pins, proflex insulation, filters & dampers.