



Subject: Phase out of R22 units and the replacement of environmental friendly Refrigerant.

Dear Sir,

With reference to the above-mentioned subject, kindly note that as per the new SASO requirements regarding the environmental issues of the HVAC units, Zamil AC has stopped manufacturing R22 units at the beginning of August 2014 and other alternatives will be available for higher Energy Efficiency Ratios with the environmental friendly Refrigerants (R407c, R410a, & R134a). Kindly note that the R407C refrigerant's price will be approximately 20% higher than the R22 units and this is depending on the options provided in the units.

We value your trust in our company, and we will do our best to meet your service expectations.

Assuring you of our best service and co-operation always, if you have need any clarifications, please do not hesitate to call me.

Best Regards,

ZAMIL AIR CONDITIONERS

AHMAD SAAD

Sales Engineer

Mobile: +966 50 29222 04

Email: ahmadsaad@zamilac.com

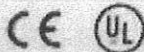


C.R. No. 1019160102

Zamil Air Conditioners

Member of Zamil Industrial Investment Co.

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Ref: LT/GEN/1552/DG/15
Date: August 3, 2015

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M/s. DSG
Riyadh, Kingdom of Saudi Arabia

Attn: Project Manger

Subject: Refrigerant - R22 Phase Out

Project: Tatweer School

Dear Sir,

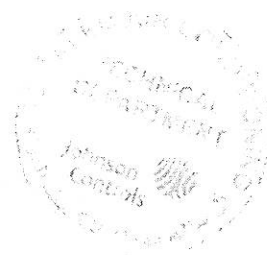
With reference to above mentioned subject; please note that as per Presidency of Meteorology & Environment (PME) & new SASO regulation, R-22 usage for new product is forbidden except window units. Hence, all units supplied to Saudi market are provided with R-410a in order to meet PME regulation & to achieve EER value as per SASO.

Note: Average Price difference between R-22 & R-410a units is 20%.

Yours faithfully,

AL SALEM AIR CONDITIONING CO. (Riyadh Branch)

Bashar Al Qaisi
Project Sales Manager (DP&C)



Al Salem Air Conditioning Co. Ltd.



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رأس المال المدفوع ٣٥٠ مليون ريال

Subject: The New Prices of R410 Commercial A/C units.

Dear Contractors & Dealers,

We would like to draw your attention to the upcoming new standards, for our CAC units, imposed by SASO & PME, starting **January 1st, 2015**.

The Ministry of Commerce will ensure the implementation of those new standards from Day 1 and this pertains to the number of stars / prevention of the R22 use.

As the new prices of R410 will be between 15% and 40% higher than R22 for Concealed & Package units respectively, we urge you to expedite your deliveries and to withdraw your booked units before their depletion from our inventories. However, there will be no replenishment of R22 stock in the near future.

Thank you for your usual understanding.

Dr. Eng. Hassan Mamoun
Sr. Vice President (SAC, B2B & Projects)

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١٠١٠١٤٩٢٥٢ - ب.ص. : ٥١٢٤ الرياض ١١٤٢٢ - ك.س.أ - ر.ج. : ١٠١٠١٤٩٢٥٢