

Company Profile
BBBEE: Level 2 Company

AIR & BEYOND



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COMPANY INFORMATION

MANAGING MEMBERS:

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Abel Mokote
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3 Hobhouse Str,
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ABOUT US

Air & Beyond (Pty) Ltd is a dynamic supplier and service provider, specializing in air-conditioning, refrigeration, ventilation and extraction. The Company opened its doors for business in 2011. The Company is planning to establish itself as a leader in the market of Technology regarding Air Conditioning, Refrigeration and Services.

Since its inception our company is fully committed to be client orientated and fully dedicated to add value to all the services the company has to offer. Air & Beyond consists of well qualified consultants who has the necessary skills and expertise that will enable the Company to deliver quality service that will add value.

Air & Beyond has a personnel compliment of 3 Directors at present and boasts with 8 fully qualified and equipped team members as installation teams. Our technicians have experience on air-conditioning and refrigeration, ventilation and extraction systems of all sizes and applications.

Air & Beyond in association with the mother company has the benefit of assistance of various architects, mechanical, electrical and structural engineers to design, manufacture and install HVAC and refrigeration systems of any size and description including chillers and inverters.

We offer a wealth of experience in our midst and are proud of our employees, which we consider to be our greatest asset. With many years of experience between our employees Air & Beyond can assure you of top quality workmanship.

Air & Beyond is the franchise holder and sole distributor for Chigo Air-conditioning products in the Vaal Triangle, Wes Rand Johannesburg and Sandton. Chigo is a major supplier to the Air-conditioning Industry worldwide, and has entered into long-term agreements with Mitsubishi and Daikin, which ensures quality products at competitive prices.

OUR VISION

To be at the cutting edge of service delivery thus ensuring that the company will stand out in the market and will be renowned as a fully integrated and synergized company that delivers and is adding value and provides superior customer service to all clients, consumers and buyers.

OUR MISSION

To supply service excellence with a strong business relationship through:

- Recognizing the unique requirements of each of our clients and servicing each as an individual.
- Providing prosperity building for our customers.
- Delivering the highest standards of services with highly motivated staff, maintaining a strong corporate image and developing high standards of pride, teamwork and morale amongst our staff.
- To act all times with integrity, to engage with the stakeholders to deliver excellent service through value added results, ensuring that the company does it right the first time.

CORE VALUES

Our core values are to grow our reputation, networks and sustainability. Loyalty is a high priority of the company and the company has no intention to mislead clients by selling mis-priced products to our customers.

The company offers the following:

- Professionalism. We give the best of our ability on customer satisfaction.
- Service Delivery. Provide competitive service with superior quality.
- BBBEE status. With emphasis being put on empowerment with the corporate sector we have gone on rating and obtained level 2. We are proud of our rating and are committed to the transformation process and our goal is to ensure that the BEE rating becomes more positive by assisting with the transformation process.



OBJECTIVES

- Develop key clients with diversified needs.
- Growth escalated to a medium sized company with the ability and flexibility to meet new client requirements as they occur.
- Develop relationships with corporate clients to assist in their Corporate Social investments objectives.
- Develop relationship with all local industries to assist with the National Growth to grow economic development in the local areas where Air & Beyond Is operational.
- To assist with the change over to environmental friendly gases and to adhere to the policies regarding gasses as provided by Air Conditioning and Refrigeration Industry Council of South Africa (AGRISCA).

CORE SERVICES OFFERED

Air & Beyond thrive in the provision of a range of specialized services to the private sector, business community and private owners which range as follows.

Design, supply, service and repairs of the following:

1. Air conditioners
2. HVAC Systems
3. Chillers
4. Evaporative Air-conditioners
5. Ventilation and Industrial fans
6. Air filtration and Purification
7. Humidifiers and De-humidifiers
8. Refrigeration Plants
9. Cold rooms, Freezer Rooms
(manufacturing, installation and distribution of cold rooms, freezer rooms, manufactured to specifications.)
10. Commercial and Industrial Freezers
11. Display Fridge's and Freezers
12. Ice Machines
13. All Catering Equipment
(Restaurant, Butchery and Hotels)
14. Water Purifying

As the following illustration shows the company has the ability and knowledge to support the potential customer as follows:

SERVICE OFFERING

1

ADVISING ADHERENCE TO
ECO GREEN

2

PLANNING AND ADVISING

3

MAINTENANCE &
SERVICING

4

INSTALLATION &
REPLACING

5

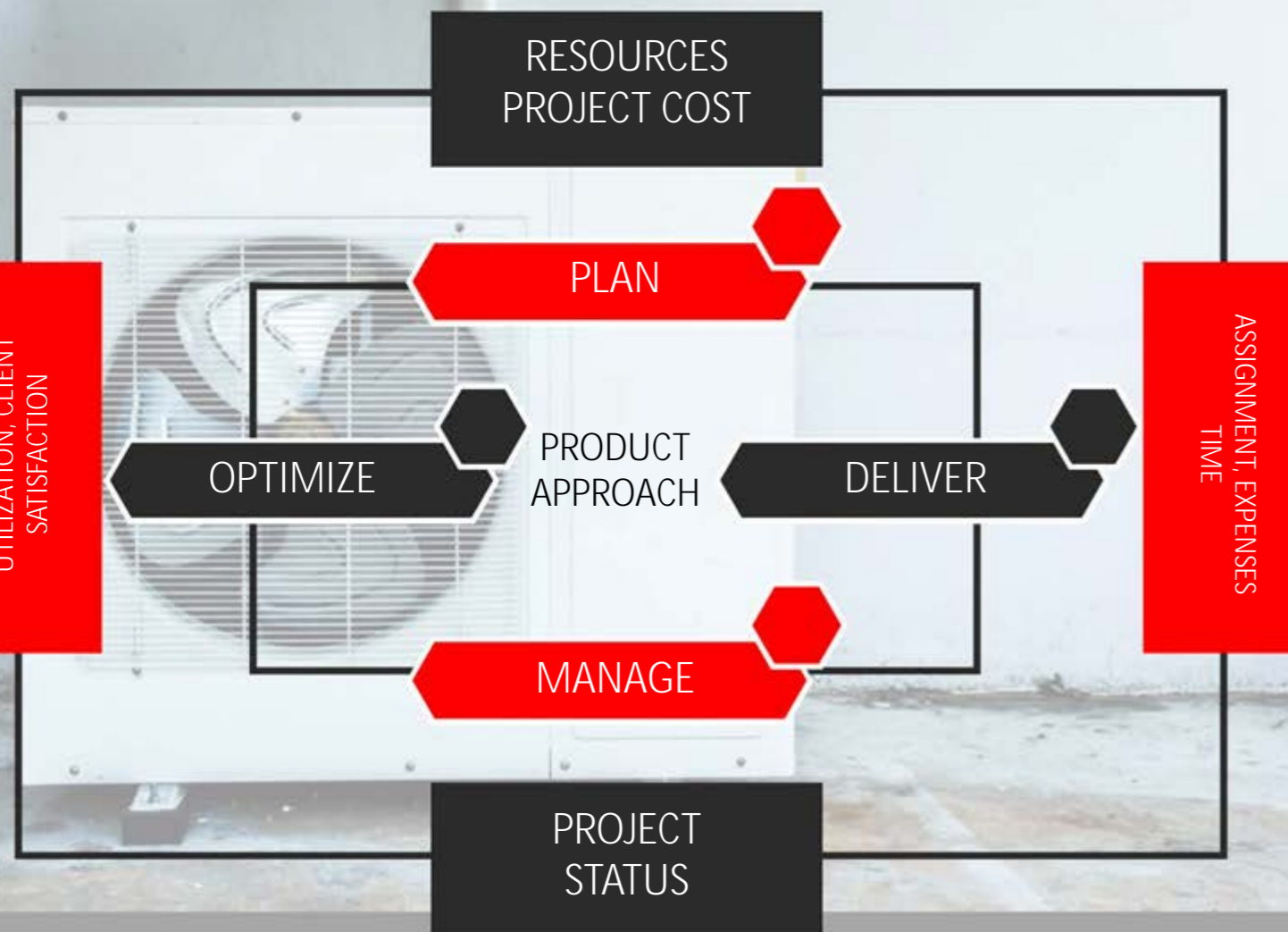
FULL RANGE OF SPARES

What is best for the buyer is always the main mindset of the company and by using the following basic analysis system we can offer great value to a customer. Through our interaction with a client we establish what the customers expectation is looking at the:

- Core product/services: This is the actual product that is specified by the customer. e.g. Air conditioner.
- Actual product: This is the name brand of the product that is purchased e.g. Chigo Inverter and will be best suited for the purpose intended.
- Augmented product/services: This is the extra that the company is passing on to the consumer by purchasing the product. e.g. energy saving and environment friendly products.

Any project is approached professionally and scientifically by keeping in mind the specific needs for the customer. The process can be illustrated as follows:

PROJECT MANAGEMENT APPROACH



We undertake each project as a high priority from time of receiving an enquiry to the time that the project is completed. Product delivery is preceded by ensuring that all relevant policies and regulation is taken into account e.g. the policies of releasing air as stipulated of the Air Conditioning and Refrigeration Industry Council of South Africa (ACRISCA).



OUR MARKET

At Air & Beyond we focus our efforts in the selling and maintenance of our products to the following sector/industries:

- Public and Private Institutions
- Corporate Businesses
- Private owners



PUBLIC INSTITUTIONS



PUBLIC INSTITUTIONS



PRIVATE INSTITUTIONS



PRIVATE INSTITUTIONS



CORPORATE BUSINESSES



CORPORATE BUSINESSES



PRIVATE OWNERS



PRIVATE OWNERS

WE ARE A FRANCHISE FOR:



WE ARE AGENTS FOR:



WE ARE SUPPLIERS FOR:



OUR OTHER PRODUCTS:



SERVICE LEVELS

The service we offer is a result of over 8 years of combined experience in the air conditioning industry, found within the Air & Beyond Company.

DELIVERY

Our turnaround time from confirmed orders is 48 hours and emergency orders could be delivered on the same day. The non availability of stock and spare parts are minimized by the erecting of a huge storeroom in Gauteng and made available by the franchise license. Our stock is tightly controlled with stock levels to ensure optimum stock holding to service the clients.

PRICING

Pricing in procurement is paramount and we have established strategic alliances with our suppliers to ensure two things.

CONTINUITY OF SUPPLY AND EXCELLENT COMPETITIVE PRICING

OUR CLIENTS

We offer competitive prices with excellent after sales service Recently completed projects:

Air Products
Steffanuti Stocks
Gauteng Health Department, Clinics
DMS Powders
Sedibeng College
Bumatech



Telephone numbers can be supplied on request.

AIR PRODUCTS:
Nico van Zyl

STEFFANUTI STOCKS:
Maynhardt Kapp

GAUTENG DEPARTMENT OF HEALTH:
Cynthia

DDMS POWDERS:
Andre

ACCOUNT INFORMATION:
Account Name: AIR AND BEYOND (PTY) LTD
Account Type: Business Cheque
Account Nr: 62602917190
Branch: Vanderbijlpark
Branch Code: 250237