

## AROMA TRADING- PROFILE

We are a leading cleaning products supplier offering Chemicals, Paper Products, Cleaning Equipment's, Hotel Amenities, Disposable Products, Dispensers and much more to every sector and business across UAE. We know you have many choices when it comes to buying cleaning products and cleaning equipment and it is because of this that Aroma Est. works harder than our competition to make your life easier while providing a wide range of high quality, environmentally friendly and extremely cost effective cleaning products.

On monitoring the market place and the outstanding progress the country was going through, and in line with the company's vision of a one-stop solution, we quickly realized that the continuous growth of the business required a complete high quality product range to professionally serve the expanding and more demanding cleaning industry.

Therefore, we have continued to search the world markets for the best suited products and equipment's and successfully obtained and included them in our portfolio. Our portfolio includes 3M commercial care (sole distributor in Abu Dhabi), COBA (sole distributor in U.A.E.), Losdi (Spain), Spring Air (Greece), to name a few.

**Aroma Trading & Oil Field Equipment Est.** operates with a Management System which complies with the requirement of **ISO 9001:2008, 14001:2004 & OHSAS 18001:2007**. Aroma's Management systems was audited and certified to be in accordance with the standards set by ISO 9001: 2008, for Quality Management, ISO 14001:2004 for Environmental Management and OHSAS 18001:2007 Occupational Health & Safety Management by Bureau of Assessment Services.

Our product offerings cover the following categories:

**Cleaning and Maintenance Equipment (Fiorentini - Italy)**

- Horizontal dry vacuum cleaners
- Wet/dry vacuum cleaners
- Walk behind scrubber driers (S1 series with traction)
- Drive on scrubber driers
- Ergoline single disc machine (17 " – 154 rpm)
- High speed polishers (20 " – 1500 rpm)
- Spray Extraction cleaners

**Aroma Est.** can supply much more than just cleaning chemicals and cleaning equipment. Whether you are looking for washroom products such as hand dryers, soap dispensers and air fresheners or you are looking for hotel amenities, we have it all.

• **Losdi and Spring Air product offerings (Greece)**

- Air care (Spring Air – 10 different fragrances)
- Paper products
- Paper dispensers
- Soaps & sanitizers
- Hand dryers
- Fem care
- Insect traps

- **COBA product offerings: (Europe)**

We offer an unrivalled choice of workplace matting and floor safety products, entrance mats and bespoke entrance matting systems.

Our knowledgeable sales teams in offices throughout UAE are here to help you make the right decision. We can provide free product samples and conduct site surveys. We also have a helpful after-sales Customer Service team. If you have a query, we confidently answer it for your convenience.

**Coba offers the following:**

- Work Pace matting
- Entrance matting
- Rubber sheeting
- ESD Matting
- Wet area matting
- Orthomattng

- **3M product offerings: (USA)**

The 3M™ Nomad™ Entrance Matting System is designed to stop dirt and moisture at the door, helping keep floors clean throughout your entire facility. 3M matting system includes Nomad™ Vinyl Loop™ matting, Vinyl Z web mats, Dual fabric entrance matting, ALUMINIUM frame matting, 3M wet area safety walk mats, work area mats, Nomad™ ultra clean mats, each doing its specific job to help keep your building clean. 3M™ matting system addresses the need for LEED rating in the Facilities.

Our matting solutions include:

- **3M** Wet area Mats –for swimming pools, bathrooms & ablution areas(3200)
- **3M** Interior Entrance Mats-for inside entrance doors(6050,6250)
- **3M** Exterior Entrance Mats –for outside entrance doors(8100,8150,9000)
- **3M** Carpet Mats –entrance mats (8850,4000,5000,6500)
- **3M** Contamination Control Mats –for dust free areas (4300)
- **3M** Recessed well Mats (9900)

Other 3M products:

- **3M** Pads (buffing, scrubbing & polishing)
- **3M** Scotch-Brite Scouring Pads Sponges (HACCP certified)
- **3M** Anti Slip Tapes(safety walk)
- **3M** Sorbents (oil & chemical)
- **3M** Micro Fibre Clothes(red, green, blue, yellow)
- **3M** Stainless Steel Polish, trouble shooter, gum remover
- **3M** Twist N Fill Chemicals (green seal certified)

We also provide cleaning products and chemicals for daily maintenance of facilities. Our products serve all categories like – household, industrial and janitorial. Customer satisfaction is our pride and we ensure that our sales and service teams are highly qualified and well trained to provide our esteemed customers with the correct advice and guidance to make the perfect choice for the right equipment for the various jobs. For your reference, please find below some of our esteemed customers.

- Oil companies such as M/s. Adma-Opco, Zadco, Adco, Borouge, etc.
- Government Entities such as Ministry of Interior, Dubai Aiport
- Cleaning Companies such as M/s Cleanco, West Coast, Tranzifco, etc.
- Facilities management companies such as JBI- Serco, MAB, DIFM, Emirates Steel etc.
- Hotels such as Emirates Palace, Beach Rotana, Intercontinental, Comfort Inn, City Max, Auris, etc.
- Schools such as Canadian School (Abu Dhabi), Al Dhafr School (Al Ain), Millennium School (Al Qusais Dubai) etc.

Our customers are looking for more than just a product; they are looking for a complete solution which includes quick and efficient after sales service and product training. We have a qualified team of service technicians who can respond to any service call within a short time and, in addition, we offer at no extra cost a training program to the end users. Proper training ensures that the equipment's are used safely and that the equipment's capabilities are utilized to its fullest extent.

Our commitment to quality is where experience and procedures come together. Constant supervision and attention to detail are our doctrine and nothing is left to chance. Our procedures ensure that our services always conform to the client's satisfaction in terms of quality.

The COSHH, health and safety standards laid down by government and OSHAS 18001 are our benchmark minimum of work standards, so we also remove the stress of compliance with the customers commitments of being environmentally safe and providing a safe workplace environment.

#### **ORGANIZATION/ HUMAN RESOURCES:**

Our Strength lies in our experienced staff who are:

- ✓ Established
- ✓ Focused and dedicated
- ✓ Skilled
- ✓ Customer Centric

Our Main Disciplines are Trading and Oil Filed Division.

The Employee Distribution is being listed below:

CATEGORY	OWNED	HIRED	NOS
TOP MANAGEMENT	√		3
HR (CORPORATE)	√		1
FINANCE	√		2
QUALITY / HSE STAFF	√		1
PROCUREMENT	√		1
BUSINESS DEVELOPMENT MANAGER	√		1
SALES MANAGER	√		1
OPERATIONS COORDINATOR	√		2
BUSINESS DEVELOPMENT EXECUTIVE	√		5
SALES EXECUTIVE	√		2
CUSTOMER SERVICE	√		1
STORE IN CHARGE	√		1
TECHNICIAN	√		1
DELIVERY STAFF	√		3
TOTAL	25	0	25

#### GENERAL EXPERIENCES- Current & Completed:

YEAR	CLIENT	PROJECT	MAIN CONTRACTOR	VALUE
2014	ZADCO	SUPPLY OF ROAD MARKING PAINT AND ACCESSORIES	YES	31,246.50
ONGOING	MINISTRY OF INTERIOR	SUPPLY OF CLEANING MATERIALS	YES	279,000
ONGOING	ZADCO	SUPPLY OF THERMAL INSULATION BLANKETS	YES	36,142.50
ONGOING	GULF TOTAL TRACTABLE POWER COMPANY AUH	SUPPLY OF ELECTRO PHYSICAL (ESP ) SYSTEM FLUITECH	YES	179,311
ONGOING	WEIR ENGINEERING ( WESCO) DUBAI	SUPPLY OF CONSUMABLES , WORK SHOP MATERIALS STRUCTURAL STEELS , PIPES AND FITTINGS AND FASTENERS TOTAL VALUE OF PER YEAR	YES	125,404





ONGOING	WEIR ENGINEERING ( WESCO) DUBAI	SUPPLY OF CONSUMABLES , WORK SHOP MATERIALS STRUCTURAL STEELS , PIPES AND FITTINGS AND FASTENERS TOTAL VALUE OF PER YEAR	YES	371,817
ONGOING	UNIVERSAL GENERAL TRADING	SUPPLY OF STRUCTURAL STEEL MATERIALS AND PIPES	YES	1,879,054
ONGOING	HYDRO MIDDLE EAST - DUBAI	SUPPLY OF CONSUMABLES , WORK SHOP MATERIALS STRUCTURAL STEELS , PIPES AND FITTINGS AND FASTENERS TOTAL VALUE OF PER YEAR	YES	7,040
ONGOING	HYDRO MIDDLE EAST - DUBAI	SUPPLY OF CONSUMABLES , WORK SHOP MATERIALS STRUCTURAL STEELS , PIPES AND FITTINGS AND FASTENERS TOTAL VALUE OF PER YEAR	YES	174,512
ONGOING	INTERSELL DOWDING COMPANY - DUBAI	SUPPLY OF CONSUMABLES , WORK SHOP MATERIALS STRUCTURAL STEELS , PIPES AND FITTINGS AND FASTENERS TOTAL VALUE OF PER YEAR	YES	57,541
ONGOING	INTERSELL DOWDING COMPANY - DUBAI	SUPPLY OF CONSUMABLES , WORK SHOP MATERIALS STRUCTURAL STEELS , PIPES AND FITTINGS AND FASTENERS TOTAL VALUE OF PER YEAR	YES	123,500
ONGOING	WOOD GROUP ENGINEERING, DUBAI & ABU DHABI	SUPPLY OF CONSUMABLES, WORKSHOP MATERIALS, STRUCTURAL STEELS, PIPES AND FITTINGS AND FASTENERS	YES	163,327
ONGOING	NATIONAL OILWELL VARCO- DUBAI	SUPPLY OF CONSUMABLES, WORKSHOP MATERIALS, STRUCTURAL STEELS, PIPES AND FITTINGS AND FASTENERS	YES	278,361
ONGOING	EMDAD-ABU DHABI	SUPPLY OF CLEANING MATERIALS	YES	186,0888
ONGOING	FALCON METALS DUBAI	SUPPLY OF CONSUMABLES, WORKSHOP MATERIALS, STRUCTURAL STEELS, PIPES AND FITTINGS AND FASTENERS	YES	44,380
ONGOING	TURBINE SERVICES-AUH	SUPPLY OF VALVES AND FASTNERS	YES	86,846
ONGOING	CLEANCO- AUH	SUPPLY OF CLEANING MATERIALS	YES	114,375
ONGOING	CLEANCO SERVICES	SUPPLY OF CLEANING MATERIALS	YES	57,923
ONGOING	ELECTROLUX	SUPPLY OF 3M FLOOR PAD	YES	136,080
ONGOING	GAVA HOTEL	SUPPLY OF CLEANING MATERIALS	YES	33,431.50
ONGOING	NSCC-INTERNATIONAL LIMITED	SUPPLY OF CLEANING MATERIALS	YES	12,111



ONGOING	NEW CLEANING EST. AUH	SUPPLY OF CLEANING MATERIALS	YES	165,169
ONGOING	AL QUDRA SPORTS MANAGEMENT	SUPPLY OF CLEANING MATERIALS	YES	86,355.34
ONGOING	BERKLE SERVICES UAE LLC	SUPPLY OF CLEANING MATERIALS	YES	53,996.50
ONGOING	ADNH COMPASS	SUPPLY OF 3M FLOOR PAD	YES	163,227
ONGOING	DUSERVE FACILITIES MANAGEMENT	SUPPLY OF CLEANING MATERIALS	YES	48,135.25
ONGOING	MAJID AL FUTTAIM PROPERTIES	SUPPLY & INSTALLATION OF 3M MAT	YES	25,570
ONGOING	COFELY BESIX FACILITY MANAGEMENT	SUPPLY OF CLEANING MATERIALS	YES	71,246
ONGOING	AHALIA MEDICAL GROUP	SUPPLY OF CLEANING MATERIALS	YES	92,298
ONGOING	ADVANCED FACILITES MANAGEMENT LLC	SUPPLY OF CLEANING MATERIALS	YES	29,434
ONGOING	MAJID AL FUTTAIM PROPERTIES LLC	SUPPLY & INSTALLATION OF 2M MAT	YES	15,825
ONGOING	SHAPOORJI PALLONJI MIDEAST	SUPPLY & INSTALLATION OF COBA MATS	YES	200,000/-

## Company Details

Company Name	: Aroma Trading & Oil Field Equipment Est.
Establishment	: 1999
Company Location	: P.O Box: 51634, Musaffah Sector 13, Plot No 6, Abu Dhabi, UAE.
Company Contacts	: Tel – 026902848,026902825 Fax – 026902838,026902826 Email - <a href="mailto:info@aromaest.com">info@aromaest.com</a> , <a href="mailto:info@aromaots.com">info@aromaots.com</a> Web site - <a href="http://www.aromaest.com">www.aromaest.com</a> , <a href="http://www.aromaots.com">www.aromaots.com</a>
Key Executives	: Mr. Zulfiker Abdul Hasis - Managing Director Mr. Peter Thomas Carri - General Manager Mr. Ronnie Mammen – Sales & Marketing Manager Mr. Joy Thomas - Procurement Mr. Anas Rahman - Sales Coordinator Mr. Abdul Hakkim - Customer Service
Business Scope	: Traders of Cleaning Material, Personal Protective and Janitorial equipment's, 3M Matting Solutions & Commercial Care Products, Onshore and Offshore Oil and Gas Fields and Facilities Services.
Distributorship	: 3M, COBA, FIORENTINI.
Bank Account	: NATIONAL BANK OF ABUDHABI