

ALI GASHASH AL OMARI TRADING EST. مؤسسة علي قشاش العمري التجارية



ALI GASHASH AL OMARI TRADING EST

COMPANY PROFILE

Chairman's Message

Ali Gashash Al Omari Trading Est., commonly known as AOT, was established in the year 2004 at Dammam KSA to cater to the needs of Oil and Petrochemical industry in GCC. Since then AOT has developed a good rapport in the market and has become one of the most trusted and leading suppliers of bulk pipes, Fittings, Flanges, valves, Gaskets and Fasteners for the Oil, Gas, Petrochemical, Power generation & Water and General Engineering industry.

AOT has its main office and warehouse facilities in Dammam Saudi Arabia which is the main oil hub of GCC. We have opted the warehousing in Dammam, in order to facilitate the same day delivery both in Saudi Arabia and Bahrain.

Most Of the materials we supplied are used by SABIC, SAUDI ARAMCO, SWCC, SEC, BAPCO, TATWEER, ALBA, ETC

AOT acts as an agent in KSA for a diverse range of products from reputed manufacturers from all over the world. The company specializes valves and equipment. It also stocks a wide range of Pipes, Fittings, flanges, Valves to cater to the needs of its clients which include well known Oil & Engineering companies in the Arabian Gulf. We do have some exclusive **agency for chain Wheel** like **Babits USA**

AOT is managed by a team of experienced professionals, which coupled with its mission to keep abreast of the latest technological innovations worldwide is adequately geared towards meeting the needs of its clients in the years to come. The company operates in strict accordance with international organization for standardization 9001:2008.



Business Journey

- ▶ Founded in 2004 in Dammam, K.S.A
- ▶ Focused in Stock & Piping Supply Services on Steel Piping Products
- ▶ Got Approval of Major Oil companies & Petrochemical companies Like Saudi Aramco, SABIC, Maaden, YASREF, SEC, SWCC Etc
- ▶ Opened up office at Sharajah Free zone UAE 2014
- ▶ Opened up office at Bahrain in 2018
- ▶ Core geographical Market Base: K.S.A, Bahrain, Qattar & Kuwait
- ▶ Core Client Base: Oil&Gas - Process Industries - Power - Desalination, Construction
- ▶ Core Supplier Base: Prime Global - European & Asian Manufacturers and Stockiest

SCOPE OF SUPPLY

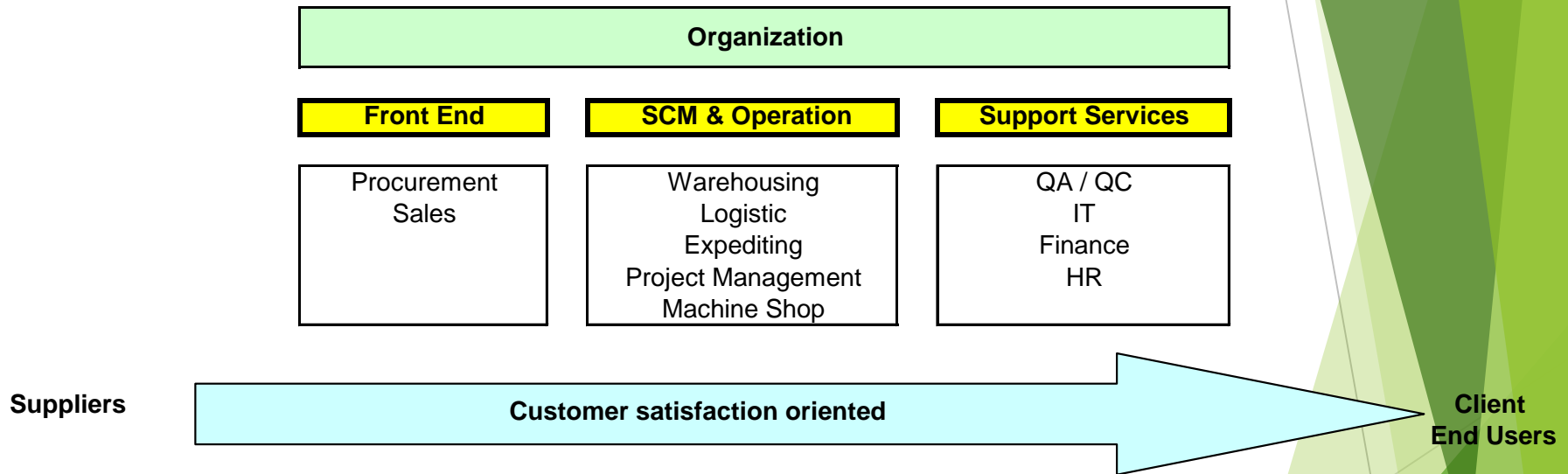
Stock & Piping Supply Services focused into:

- ▶ In-country regular daily requirements
- ▶ MRO and Shut Downs
- ▶ Small to Mid sized revamping and upgrades
- ▶ Green Field Project Supplies
- ▶ Sourcing under usual type Supply Contracts
- ▶ Integrated Piping Project Management (IPPM) tailor made to Client needs (e.g. Long Term Agreements)

AOT'S Core Advantages

- Professional Team
- Solid GCC Regional Network & Global Presence
- Inventories in strategic location of Saudi Arabia
- Sourcing alliances on critical items within Steel Piping
- Customized Supply Services
- Market knowledge & access
- Strong Team of technical expertise to handle the complex requirements and meeting the customer requirements

Organizational Structure



Commercial Team

- 06 Total Workforce
- 1 Division Managers in charge
- Core Experience & Knowledge acquired in the fields of:
 - Engineering & Construction
 - Manufacturing
 - Piping Design
 - Supply Chain Management
 - Quality Management
 - Project Management
 - Stock Management

Procurement Team

- 02 total headcount
- Procurement & Expediting resources:
 - Sourcing capabilities on suppliers & services
 - Strong relationship with international & local suppliers
 - Mill allocations for flexible stock & project sourcing
 - Project Support Alliances

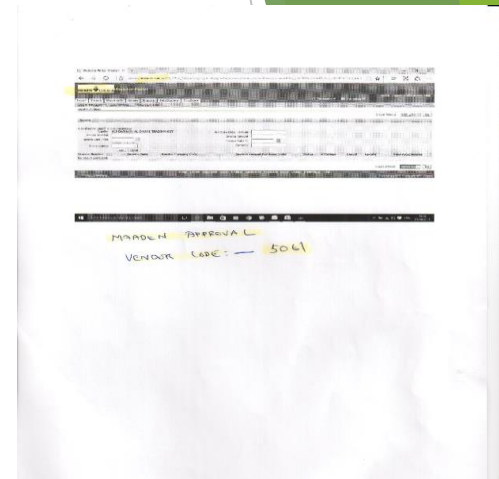
Quality Management

- Quality Assurance:
 - AOT Quality Policy
 - ISO 9001 Certification
 - Qualified testing facilities
 - Qualified technical staff
 - Internal inspection on material
 - Level 2 certified Quality Engineer



Client Approvals

- Saudi Aramco : 10062194
- SABIC : 507887
- Maaden : 5061
- YASREF : 101274



Doha, Aug 04, 2017

Mr. Ali Gashwan Hassan Al-Ghaili
 Ali GASHWAN AL OMANI TRADING EST.
 CR # SA 205102030
 P.O. Box 2040, PRINCE FAWAZ ST. 28th Cross
 Al-Khobar 31952, King of Saudi Arabia
 Phone: +966-013-587-5922 Fax: +966-013-583-5920

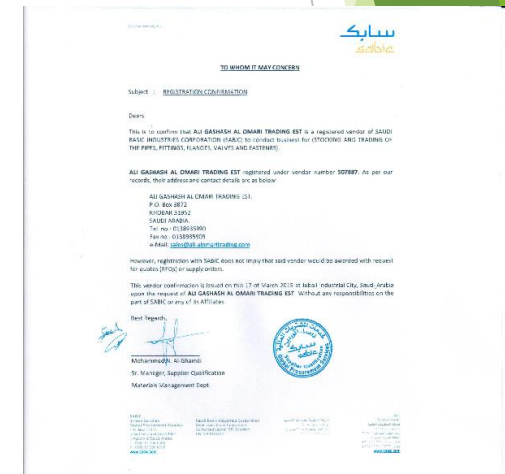
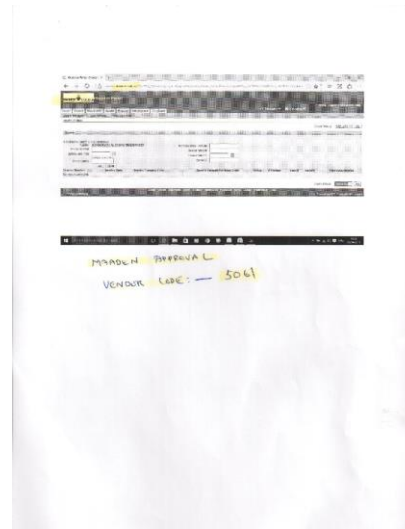
Dear Sir/Madam,

We are pleased to inform you that your company is included in the YASREF Vendor Information System under **Vendor Code 101274**. Provided your company continues to meet relevant YASREF and Saudi Arabian Standards. This approval, however, should not be considered as a commitment by YASREF to procure from you, but your company will have the opportunity along with other approved vendors to respond to requests for submitting proposals.

For further information or assistance, please send your inquiries to: vendor.registration@aramco.com

Sincerely yours,
 Amal S. Alkhatib
 Purchasing Supervisor

Yasref Industrial City, P.O. Box 33333, Jeddah 21511, Jeddah, Kingdom of Saudi Arabia
 e-mail: vendor.registration@aramco.com



Value Added Services

- Machining & Fabrication:-
- Coating & Cladding Services:-
- Valve Modification:-
- Color Coding Services:-

PROJECT LIST SUPPLIED BY AOT

SL NO	YEAR	PROJECT NAME	COMODITY	VALUE IN M SAR
1	2017	JAZAN ECONOMIC CITY PORT & INFRA STRUCTURE REVERSE OSMOSIS PLANT SAUDI ARABIA	PIPES,FITTINGS,FLANGES	2.8 M SAR
2	2017	INTERMEDIATE CHEMICAL PHOPHATIC FERTILISER COMPLEX EGYPT	PIPES,FITTINGS AND FLANGES	2.69 M SAR
3	2017	YANPET SHUT DOWM , SABIC	PIPES,FITTINGS AND VALVES	1.0 M SAR
4	2017	JAFOORA PROJECT, ARAMCO	PIPES,FIITINGS AND VALVES	1.8 M SAR
5	2017	HARMALIYA ARAMCO PROJECT	PIPES	0.80 M SAR
6	2017	JAZAN SEWAGE TREATMENT PLANT , ARAMCO	PIPES AND FITTTINGS	0.60 M SAR
7	2017	DUBA POWER PLANT, DUBA SAUDI ARABIA	PIPES,FITTINGS AND VALVES	2.50 M
8	2016	AL WAH PETROCHEIMCAL FW SYTEM UPGRADING PROJECT JUBAIL	PIPES,FITTINGS AND VALVES	2.50 M
9	2016	SHARQ PROJECT PROJECT REF 24064	PIPES,FITTINGS AND VALVES	1.50 M
10	2016	NOTRGEN HEADER LINE FOR SABIC 16" PIPE LINE, 5 KM	PIPES,FITTINGS AND VALVES	2.50 M
11	2016	JAZAN REFINERY , ARAMCO	FITTINGS AND FLANGES	0.250 M

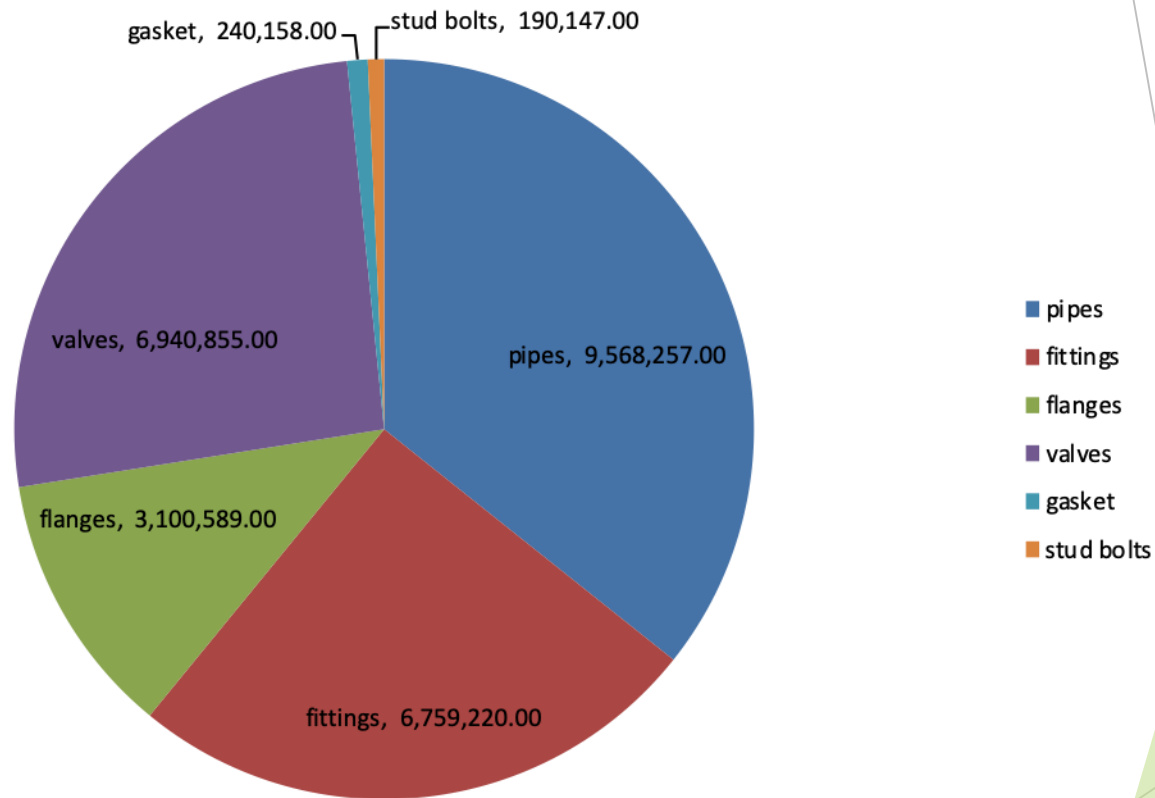
PROJECT LIST SUPPLIED BY AOT

SL NO	YEAR	PROJECT NAME	COMODITY	VALUE IN M SAR
12	2016	WASTE WATER TREATMENT SABIC SAUDI KAYAN	PIPES,FITTINGS AND VALVES	0.700 M
13	2015	SADARA PETROCHEMICAL PROJECT	VALVES	1.20 M
14	2015	SEC PROJECT RABIGH	LARGE SIZE FITTINGS	1.10 M
15	2015	SAFCO/SABIC	VALVES	0.40 M
16	2014	POM/IBN ZAHR PROJECT	PIPE,FITTINGS,FLANGE	4.0M
17	2014	OXY PROJECT	PIPE,FITTINGS,FLANGE	0.50 M
18	2014	LSTK PIPE LINE FOR PCQ SEGMENT GAS/SABIC	3D BEND	1.5 M
19	2014	SADARA PROJECT	PIPE,FITTINGS,FLANGE	1.20 M
20	2014	PETROKEMYA /SABIC	PIPE,FITTINGS,FLANGE	2.0 M
21	2014	INDUSTRIAL WASTEWATER TREATMENT PLANT II MARAFIQ	DISMANTLING JOINT	0.375 M
22	2014	SABIC POM PROJECT	PIPE,FITTINGS,FLANGE	2.50 M
23	2014	UPGRADE OH BENZENE PIPES IN IBNZAHR II	DUPLEX PIPES,FITTINGS & VALVE	1.20 M
24	2014	CONSRTUCTION OF L.P STEAM INTEGRATION YANSAB	PIPE,FITTINGS,FLANGE	0.50 M

PROJECT LIST SUPPLIED BY AOT

SL NO	YEAR	PROJECT NAME	COMODITY	VALUE IN M SAR
25	2013	9002-EXPANSION OF EAST PUMPING STATION	PIPE,FITTINGS,FLANGE	0.50 M
26	2013	NGL EXPORT FACILITIES AL KHAFJI	PIPE,FITTINGS,FLANGES	0.680 M
27	2013	PETRTOKEMYA SABIC PROJECT	PIPE,FITTINGS,FLANGES	1.20 M
28	2011	RAZ AZ ZAWR PROJECT RIYADH WATER TRANSMISSION SYSTEM	AWWA FLANGES	1.0 M
29	2011	SHOIBA P3 TANKS WATER PROJECT	FITTINGS AND FLANGES	0.90 M
30	2011	ARAMCO PROJECT	UNS PIPES & FITTINGS	0.40 M
31	2010	RAS AZ ZAWR ALUMINIUM SMELTER	CS SAW PIPES	1.30 M
32	2010	120 K EXPANSION PROJECT	FITTINGS AND FLANGES	2.0 M
33	2009	SAUDI KAYAN	CS PIPES	0.365 M
34	2009	SAUDI KAYAN	FITTINGS AND FLANGES	2.0 M
35	2008	HASSAD PROJECT	PIPE,FITTINGS,FLANGES	1.0 M
36	2008	SHARQ ETHYLENE PROJECT	PIPE,FITTINGS,FLANGES	1.0 M

Product turn Over 2015



Warehouse & Operation Facility



Key Suppliers

BSL Pipes & Fittings

Awaji

ULMA
FLANGES

BKL

RACCORDTUBI
PIPE CONNECTORS

ArcelorMittal

TUBACEX

ARABIAN PIPES
ERW pipes

METALFAR
PRODOTTI INDUSTRIALI S.P.A.
A FARINA COMPANY

ERNE
BW-FITTINGS

DELLA FOGLIA
Ball Valves, ITALY

npc

PKvalve
피케이밸브 | 주

HI

IVM

M.E.G.A.

M.E.G.A.
Forged Fittings up to 4" and branch
connection in various sizes in 3/16000psi
Grade ASTM A 105, LF2 and 316L

DOUGLAS CHERO SpA
dc FORGED VALVES

JD

DELCORTE S.A. FRANCE

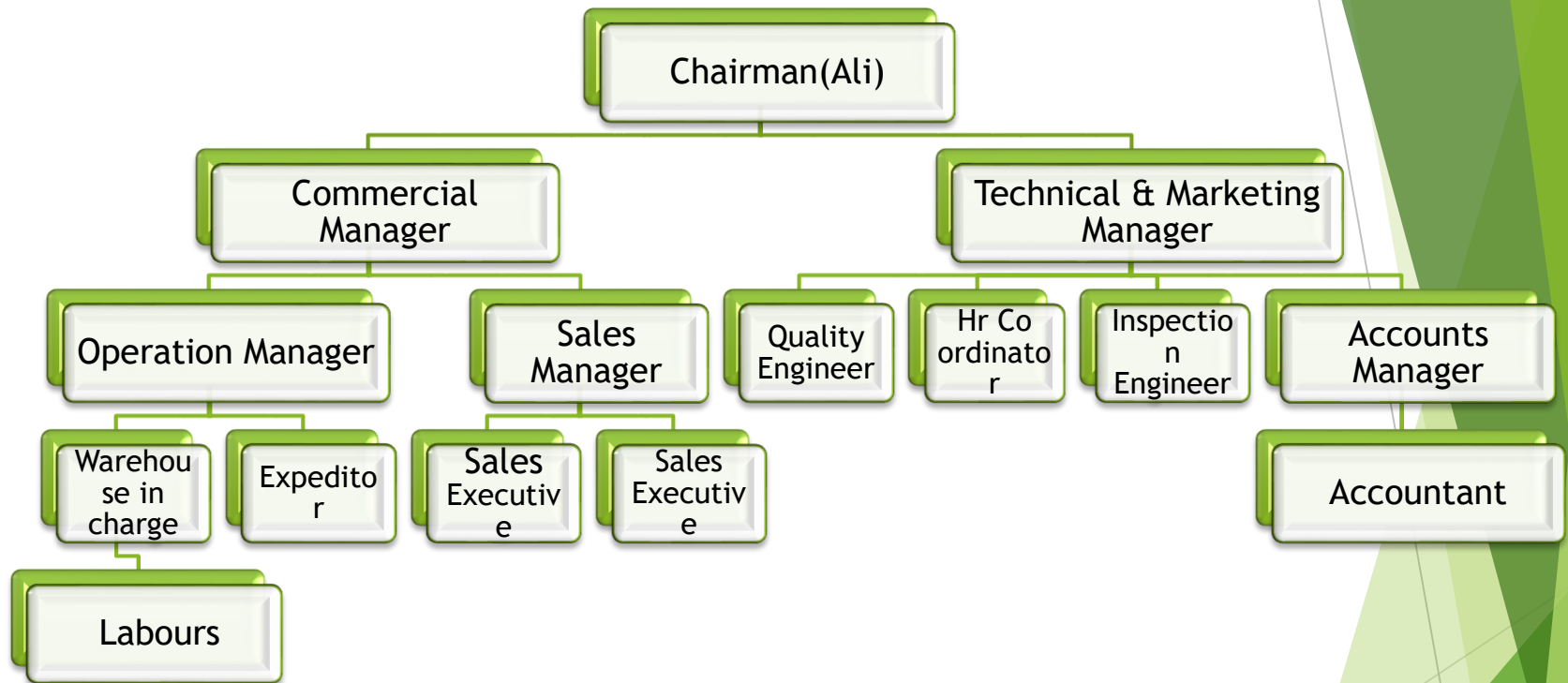
JD

ORION

Key Customer



Organisation Chart



Thank you