



**Procurement and Logistics Solutions**





The very existence of Framaco International goes a long way towards answering this question. "Why use Framaco?". The philosophy that **Procurement and Logistics Solutions** advocates, is providing constant solutions to improving building contractors the ability to succeed on their projects. For the past 20 years, our clients have depended on our techniques and expertise as the one single source to procure and supply the best available value materials, **thus reducing costs as they focus profitably on their core business.**

Whether you are tendering on the construction of an airport, a university, a medical facility, a residential / office building, a new hotel or even a military installation, contact us with your requirements. Many of our best served clients have engaged Framaco all these years allowing us to work in partnership all the way to a **successful completion of hundreds of projects worldwide.**

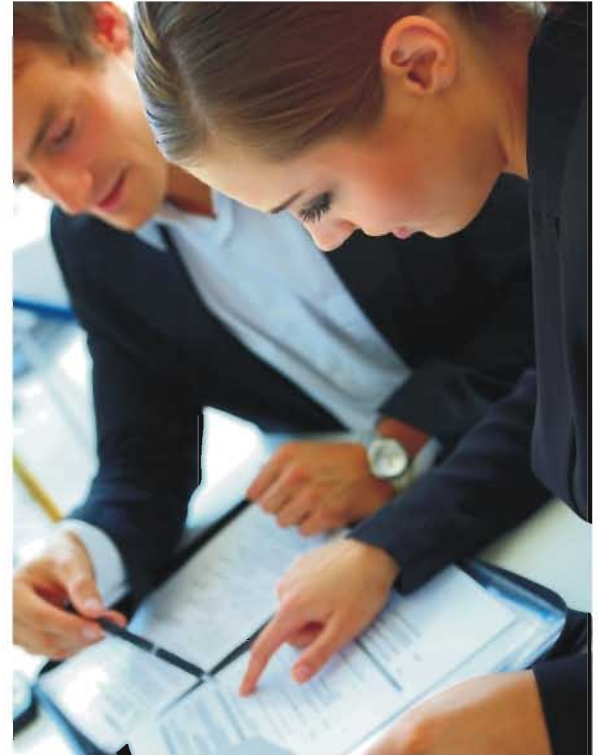
# Procurement and Logistics Solutions

Framaco's **Procurement Solutions** dedicated teams will assist our contractor clients with their materials selection by offering to:

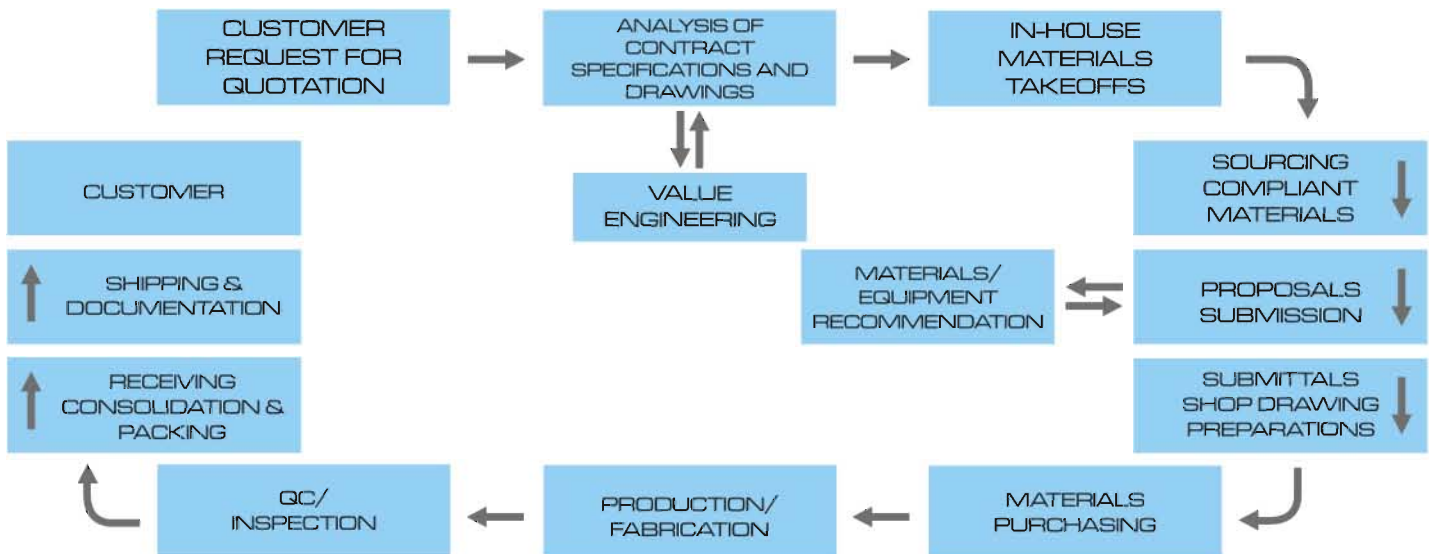
- Review of the Tender documents
- Prequalify the right manufacturers and products
- Value engineer analysis
- Package entire materials, grouped by sections
- Prepare detailed and comprehensive proposals
- Perform technical submittals
- Control the fabrication and quality process

Framaco's **Logistics Solutions** team will carry out the following functions:

- Consolidate the grouping of materials selection
- Coordinate a safe and fast expediting of materials to site
- International forwarding
- Ship and aircraft chartering
- Inland haulage
- Inventory management
- Project transportation management
- Documentation and tracking
- Customs clearance support



## Procurement and Logistics Solutions: *how we do it*



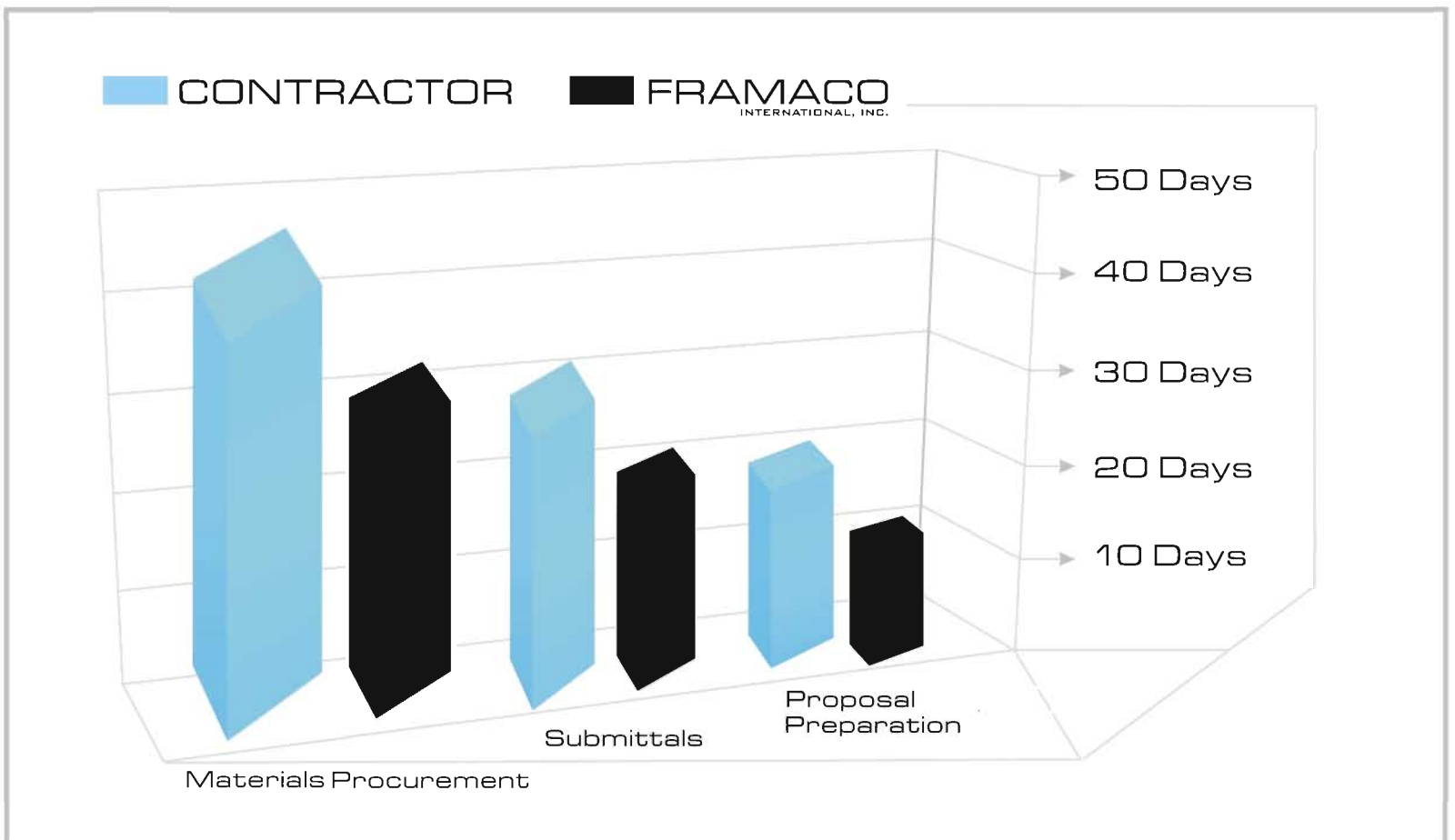


## Cost and Time Savings

The greatest difference between contracting Framaco to supply the scope of materials, versus one supplied by the contractor or the owner has always been measured in terms of **cost and time savings**. The true distinction is gauged by our value added approach to supply chain management. This is demonstrated by our trained engineers true **understanding of a project requirements and construction schedules**. Our priority becomes to work towards a fast turnaround of proposals and submittals, in coordination with our established relationships and negotiated costs with hundreds of manufacturers and suppliers thus saving considerable time and costs in procuring materials and delivery.

**Cost Savings:** Framaco delivers the most competitive equipment and material pricing available. **Procurement Solutions** has developed a purchasing system that delivers the lowest available pricing for the products needed. This is accomplished by consolidating orders and increasing volume to facilitate price negotiations. Additionally, we always purchase our orders on a direct basis as our goal is to **pass all manufacturer discounts to our clients**. This process along with the Procurement Solutions team negotiations skills results in reduced pricing and ultimately project Cost Savings. Ultimately, Framaco's purchasing techniques have contributed in selecting the **best Price for the best Value**.

**Time Savings:** Upon approval and release of material by the client, our **Procurement Solutions** group will step in with one goal in mind: Cycle Time Reduction. Procurement will take the responsibility to place the order under the best possible conditions. Our team, with the collaboration of our manufacturing partners will purchase long-lead equipment and material with one goal in mind: Removing those items from the schedule's critical path. Our purchasing system can be directly tied to any software schedule (Primavera, Timberline, etc...). Depending on the level of technical sophistication, a fabrication schedule consisting of various inspection visits could be scheduled. This procedure will monitor the manufacturer's quality and timeliness for a complicated piece of equipment. These techniques systematically result in **significant Time Savings that shall reduce the overall cost of a project**.



Range varies by type of material

## About us

### Headquartered in the New York area, **FRAMACO INTERNATIONAL INC.**

is a privately owned corporation established 20 years ago offering complete procurement management services.

Since its creation, Framaco has forged exclusive alliances with top leading manufacturers and performed as a leader in **Procurement and Logistics Solutions** supplying building materials to construction contractors and developers all over the world. With an established and proven successful network, we primarily provide a US market outreach that otherwise would take years to penetrate.

The **Procurement and Logistics Solutions** teams operating from our US and Turkey locations have extensive knowledge and engineering training in all trades ranging **from architectural to electromechanical materials**; we are equipped with a vast in-house data base and procedures to review your project materials requests and handle all of the stages required to propose, submit, and supply you material value expeditiously and cost effectively.

Ultimately, it is our team approach to quality management that has enabled us to make significant contributions to our client's construction projects, earning Framaco the reputation as one of the international preeminent **materials resource experts**.



# Materials Capability

Our Procurement teams will work hand in hand with your Estimators and provide assistance in assessing all aspects of your needs to identify and show you the benefits for using one single purchasing source. Our construction purchasing background allows our strategic offices to deal with any specified item when it comes to the following materials category, but not limited to:

## Architectural

Steel and Wood Doors, Frames  
Hardware  
Bullet/Blast/Vault Assemblies  
Sound Acoustic Rated Doors  
Rolling and Sectional Doors  
Curtain Walls and Skylight systems  
Windows and Storefronts  
Hangar and Industrial Doors systems  
Louvers  
Railings

## Equipment

Loading Dock Equipment  
Food Service Equipment

## Mechanical

Chillers  
VAV Boxes  
Plumbing Fixtures  
Fuel Oil Distribution  
Pumps  
Fans and Heaters  
Boilers  
Air Handling Units

## Finishes

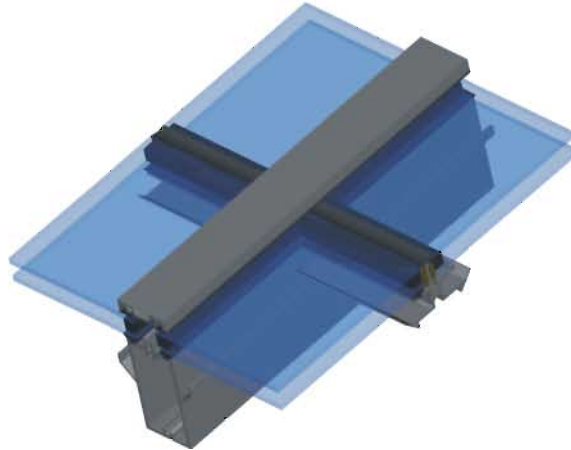
Gypsum Board Assemblies  
Wall and Ceiling systems  
Flooring - Tiles and Carpeting  
Window Treatments  
Paints and Coating

## Specialties

Lockers and Shelving  
Bath Compartments and Accessories  
Signage  
Postal Specialties  
Safety Equipment  
Visual Displays and Boards

## Electrical

Cables and Wires  
Light Fixtures, Lighting Poles  
Panelboards  
Pipe and Fittings  
Conduits





# Project Achievements

Among the dozens of projects undertaken by Framaco over the past 20 years, the following is a partial list that will give you an indication of the variety of work we are capable of handling.

## Private Sector Construction Projects

- New Doha International Airport, Qatar
- Ritz-Carlton Hotel, Jamaica
- Exxon Mobil new Headquarters, Angola
- Cornell Medical College, Qatar
- British Petroleum new Headquarters, Angola
- American University Cairo, Egypt
- Cathedral Office Tower, Hamilton The Bahamas
- Curacao Airport, Netherlands Antilles
- Sakhalin Energy Investment HQ, Russia
- Dar El Fouad Cardiac Hospital, Egypt
- Casino Du Liban, Lebanon

## Army Corps of Engineers Army, Navy and Air Force Installations

- Al Udeid Air Base, Qatar (over 12 phases)
- As Sayliyah Base, Qatar
- Amman, Yajooz, Jordan
- Balad Air Base, Iraq
- US Naval Base, Manama Bahrain (over 10 phases)
- Peace Vector Army and Air Bases Program, Egypt (over 6 contracts)
- Naval Base Alexandria, Egypt (over 4 contracts)
- Bagram Air Base, Afghanistan
- Mazar El Sharif, Afghanistan
- ANA Brigades - Kabul Afghanistan
- Comalapa Air Base, Ecuador
- Naval Base programs; Panama, Puerto Rico and St. Croix, USVI
- Various Army Navy and Air Bases: Guam, The Marianas and Marshall Island

## US State Department Diplomatic Embassy & Consular Facilities

- |                          |                            |                        |
|--------------------------|----------------------------|------------------------|
| • Abidjan, Ivory Coast   | • Kingston, Jamaica        | • Skopje, Macedonia    |
| • Abu Dhabi, U.A.E.      | • Luanda, Angola           | • Ljubljana, Slovenia  |
| • Accra, Ghana           | • Majuro, Marshall Islands | • Sofia, Bulgaria      |
| • Bamako, Mali           | • Mumbai (Bombay), India   | • Tallin, Estonia      |
| • Beijing, China         | • Panama City, Panama      | • Tashkent, Uzbekistan |
| • Bratislava, Slovakia   | • Paris, France            | • Tbilisi, Georgia     |
| • Chennai, India         | • Phnom Penh, Cambodia     | • Tunis, Tunisia       |
| • Dar El Salam, Tanzania | • Riga, Latvia             | • Vilnius, Lithuania   |
| • Kabul, Afghanistan     | • Rome, Italy              | • Warsaw, Poland       |
| • Karachi, Pakistan      | • Shanghai, China          | • Yerevan, Armenia     |
|                          |                            | • Zagreb, Croatia      |



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