



WHAT TO KNOW ABOUT ARAMSCO

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**ARAMSCO
HAS YOU COVERED:**

Rapid delivery of the products you need, backed up by a nationwide team of experts ready to offer answers, service, and support.



What to know about **AramSCO**[®]

A FAMILY OF COMPANIES

AramSCO is a national distributor providing products and services to the markets of:

- ▶ Professional Cleaning
- ▶ Concrete Surface Preparation
- ▶ Janitorial/Facilities Maintenance
- ▶ Disaster Restoration
- ▶ Environmental Safety
- ▶ Stone Fabrication

We're here — in person, on the phone, and online.

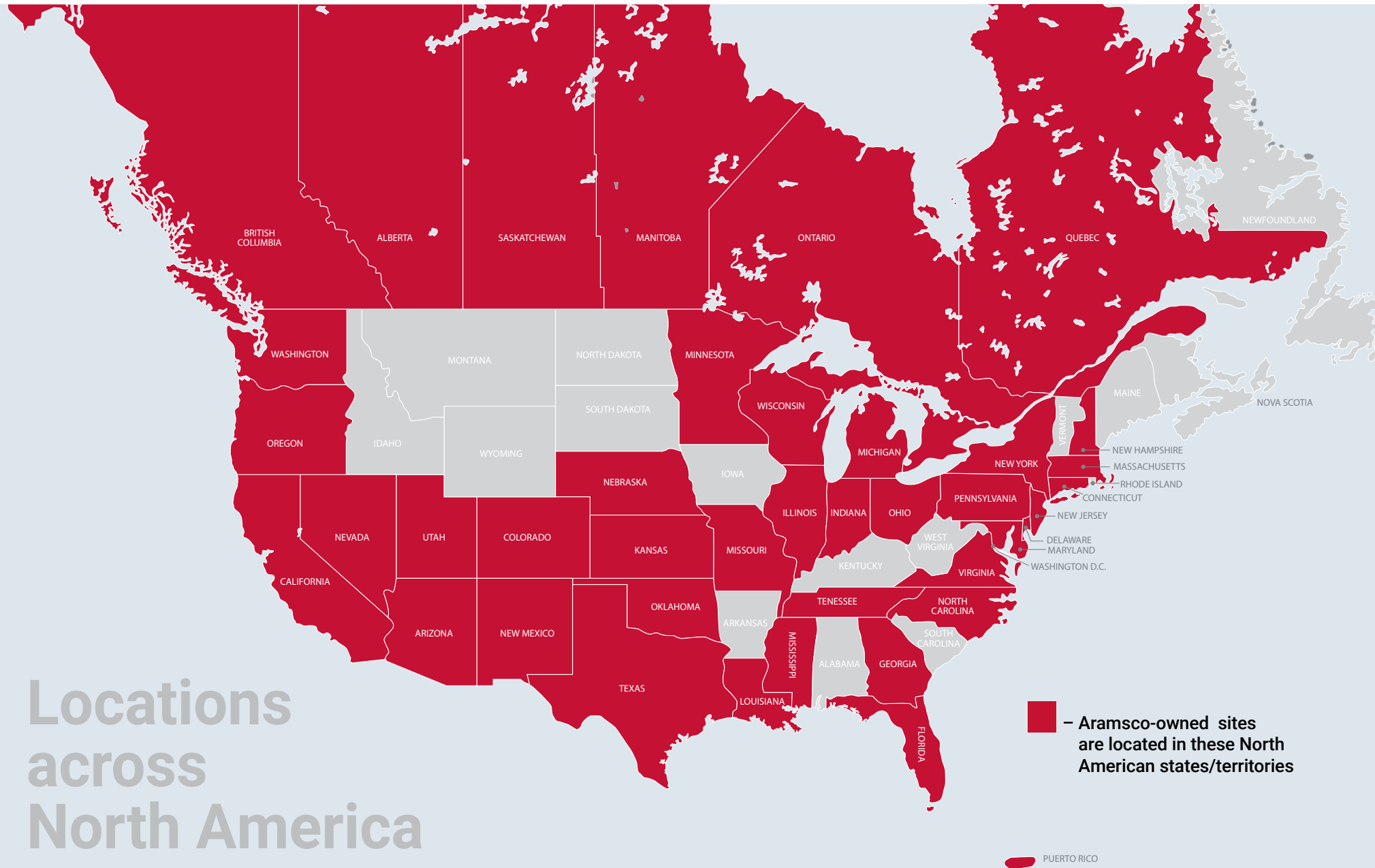
We're behind you in your local market, every step of the way.

With the largest US footprint in the industry, AramSCO is **the strongest team in the business.**

We are your national source, with one of the widest product offerings of any distributor. We have access to over 100,000 items and offer them to you with local service, support, and the type of delivery you need, when you need it.

We're also a critical resource for valuable **product and application expertise** on a wide range of items. We believe this is a valued difference our customers enjoy as much as our fast and reliable delivery and competitive prices.

We pride ourselves on being the one-stop shop you need to be successful.





What Makes Aramsco Different...

A live team of experts

Just like you, our business is on call – **with sales team members at your service 24/7.**

The Aramsco team delivers everything – helpfulness, fast response times, product and industry knowledge, and good old-fashioned courtesy and respect. At Aramsco **we make customer service happen.**

One-stop easy sourcing

The strength of Aramsco buying power gives you **the widest range of products** – from everyday items that everyone wants, to small custom items that top experts are using.

Our special-order department can source any non-stock or special-order items easily and efficiently from our large vendor network.

Value-based pricing

It's not the only thing, but cost is important. At Aramsco, we base our pricing on our **national buying power.**

We work hard to make sure your material costs, and their delivery and quality, create the highest value to you, as our customer.

Expert Guidance on Equipment and Beyond

You are on the job
and have no time to
research, analyze,
and assess every
new product
out there.

**We do it
for you.**



At Aramsco, our customer service isn't just about taking your order, it begins **before** your purchase. Our team takes care of research and fact-finding on the equipment and supplies you need. We go to extraordinary lengths to see that the items we help specify are designed precisely for the job at hand.

While you may interact with our team members locally, the Aramsco organization can be channeled to support the needs of any customer, **any size, any time and anywhere.**

Our goal is exceptional customer service every time, and to make it easy to work with Aramsco.

How our expertise works for you

Your Aramsco team is comprised of product experts in each market we serve and a community of valued vendor partners.

We Know What You're Dealing With, Day-to-Day

Critical listening skills are the most valuable skill in today's work world.

And every one of our team members serves you by **hearing** what you have to say about what you need the most. Aramsco can provide answers and solutions for business-management needs, including:

- ▶ How to be competitive while being more profitable
- ▶ Identifying the right product for the job
- ▶ Training and certification
- ▶ Equipment repair
- ▶ 24/7 disaster response
- ▶ Dealing with insurance adjusters
- ▶ Equipment rental
- ▶ Financing and innovative cash flow solutions

Industry-Leading Training

Certified Training Classes

We offer a variety of classes that provide industry-recognized certifications, including:

- ▶ Water Damage Restoration (WRT)
- ▶ Fire & Smoke Damage Restoration (FSRT)
- ▶ Odor Control (OCT)
- ▶ Trauma Scene Clean-Up (TCST)
- ▶ Stone, Masonry and Ceramic Tile (SMT)
- ▶ Applied Microbial Remediation (AMRT)
- ▶ Carpet Cleaning (CCT)
- ▶ Applied Structural Drying (ASD)

We also offer classes that provide continuing education credits. Please check our [website](#) regularly for new class offerings.

Expert Guidance

Our instructors not only teach the most current processes but also have

real-world experience in their field of education. Our training will ensure you're equipped to handle any challenge thrown your way.

Product Training

Unsure of what to buy? Our product management team evaluates thousands of items to discover best-of-class solutions so you don't have to. Our knowledgeable sales staff will provide hands-on demos and discuss the pros and cons of each equipment choice.





Corporate Accounts: We Offer What Others Can't

Our Corporate Accounts team is designed to assist large, multisite organizations with their product and training needs.

Each corporate account has a dedicated manager acting as the customer's gateway to the full Aramsco family of businesses and services: product sales and rentals, equipment repair, education, and equipment financing.

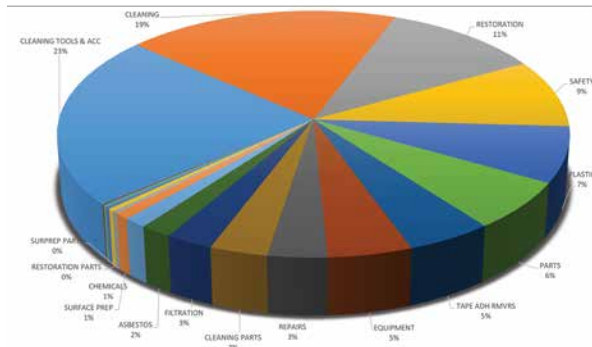
The corporate account structure provides a consistent procurement strategy to leverage pricing, terms, and services at all locations through local representation.

The structure also offers **specialized purchase reporting** to identify process activities and product trend analysis. Continuous improvement processes bring:

- ▶ Reduced administrative cost through supply chain consolidation
- ▶ Multisite implementation for consistent message and data collection to ensure standardization



- ▶ Coordinated CAT response support
- ▶ Cost savings by pairing clients' location(s) with the nearest Aramsco branch and service teams
- ▶ Customized product offerings and marketing materials to support:
 - Growth of the client's brands
 - Consistency across multiple locations



MARKET SERVED: Professional Cleaning

Products like these...



And 180 more...from brands like these:



AramSCO is the nation's largest provider of professional cleaning supplies for virtually every surface, including carpet, tile, concrete and wood flooring. From presprays to truckmounts, we carry a broad selection of the brands you trust most for your cleaning and maintenance needs.

Additionally, our in-house experts have hundreds of years of combined experience and can help you find solutions to your most challenging cleaning problems.



Environmental Safety products include:

- Air Filtration Equipment
- Chemicals
- Communication Products
- Confined Space and Fall Protection
- Containment Products
- Detection & Sampling
- Eye, Face, and Head Protection
- First Aid
- Hand and Arm Protection
- Power Tools and Hand Tools
- Protective Clothing
- Respiratory Protection
- Remediation Tools and Equipment
- Specialized Kits
- Spill Control
- Traffic / Work Zone Safety
- Vacuums

MARKET
SERVED

Environmental Safety

Aramsco carries a full line of products used by contractors to protect themselves from jobsite hazards. Our team of experts are well equipped to help you with PPE for:

- Asbestos and lead abatement
- Trauma cleanup
- Oil spills and bioremediation
- Low-oxygen environments
- Clean rooms
- Plus, many more



CREDIT: VENTURI RESTORATION



MARKET SERVED: Disaster Restoration

Fire/Water Damage Restoration & Mold Remediation

Restoration contractors are specialists. Our deep experience in supplying professionals who respond to industrial clean-up events, hurricanes, floods, and other disasters has built a level of expertise **to help you respond even better**. Many companies talk about supplying products before, during, and following emergencies. **We live it.**

While no emergency is typical, some are at a scale that can only be met by a partnership between the professionals who provide the response and a supplier who provides the **experience, the depth and range of products, and process knowledge that others cannot.**

AramSCO's emergency-response supply-fulfillment goes beyond availability during crisis; we stock products and deliver material to our customers **in advance of crisis**, so they can stand ready-to-go when the call comes in.



MARKET SERVED : Stone Fabrication

Aramsco is quickly establishing itself as one of the largest distributors in the stone fabrication industry.

In addition to the equipment required for countertop fabrication, we also have a broad selection of luxury sinks, faucets, and accessories that range from modern European to classic American designs, all constructed to the highest manufacturing standards.

We are committed to sourcing, developing, and distributing the most innovative, cost-effective products from the world's leading and most trusted manufacturers.



The best brands and products for stone fabrication

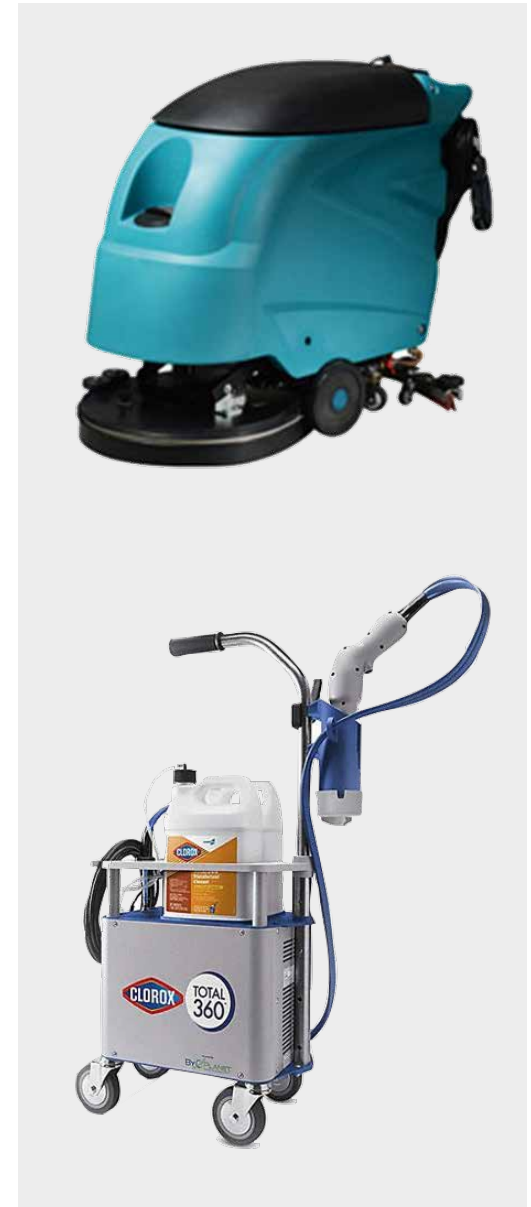
- Blades
- Polishing Systems
- Drilling, Grinding, Profiling
- CNC Tooling
- Material Handling
- Installation & Shop Supplies
- Cleaners, Sealers, and Adhesives



MARKET SERVED: Janitorial/Facilities Maintenance

AramSCO carries a large selection of chemicals, tools, and consumables utilized in the Janitorial and Facilities maintenance industries.

From floor pads to mops, vacuums to floor scrubbers, hand soaps, paper towels and dispensers, AramSCO has what you need to get the job done.



MARKET SERVED : Concrete Surface Preparation

The products we supply for concrete surface preparation include: **shot blasting, grinding and polishing equipment, scraping equipment, chemicals, abrasives, hand tools, and many others.**

We serve professional concrete flooring contractors as well as general users like facilities maintenance organizations that are doing surface preparation work in-house. Our experienced account managers and technicians will provide the solutions for your needs.

We listen and work with you, to provide products ranging from **equipment** and **replacement parts**, to the **personal protective products** that go with every job.



We're Selling, Servicing, and Renting Equipment for Surface Preparation

Aramsco doesn't just sell and service surface preparation equipment. We rent it too. Whether you are a full-service professional, or adding concrete surface preparation as an added-value service, Aramsco rents:

- **Floor Grinders and Polishers**
- **Shot Blasting, Scarifiers and Shaving Equipment**
- **Dust Collection**
- **Scraping Equipment**



Equipment Maintenance and Repairs

There is nothing more frustrating than experiencing equipment failure while on a job. In addition to losing time and money, you also run the risk of losing a client depending on the severity of the failure. Our nationwide network utilizes manufacturer-certified technicians that can help keep your equipment running smoothly for as long as possible. And, **if you get in a bind, our experienced technicians can get you back to business faster than anyone else.**

We keep you on the job during servicing

- ▶ Rental equipment available during repairs
- ▶ Quick turnaround
- ▶ Comprehensive parts inventory
- ▶ Manufacturer-certified technicians repair:
 - Truckmounts and portable extractors
 - Dehumidifiers
 - Air movers
 - Tile tools
 - Ride-on scrapers, and much more

Customized Financing Options

Whether you are just getting started, or equipping your team for a larger-than-usual job, you want to protect your company's cash flow and enhance its financial flexibility.

Aramsco has partnered with Aztec Financial to offer lease and loan

products to address all your equipment finance needs.

Aztec Financial & Fleet Services is also the largest supplier of service vans and box trucks in the industry and understands the uniqueness of your business since they are dedicated

to serving the Professional Cleaning, Restoration, Abatement and Concrete Surface Preparation markets.



EMAIL info@aztecfinancial.com
WEB www.aztecfinancial.com
PHONE 800.644.9537



Financing & Fleet Vehicles

Benefits of Flexible Financing

1. Tax-efficient financing structures
2. Payment schedules customized for your cash flow and operational needs
3. Industry-specific financing options designed with your business in mind

Equipment Credit Line Program

Prepare for future equipment financing needs with the Equipment Credit Line Program. Get the flexibility you need to respond to business growth opportunities and secure financing before you begin shopping.

1. **Quick Access to Capital**
Shop with confidence, knowing the financing is already approved.
2. **Fixed Draws**
Financing costs are fixed and will not increase over time.
3. **Prepare for the Future**
Be prepared for growth opportunities with pre-approved financing.

How to Apply

1. Call Aztec Financial at 800-644-9537, email info@aztecfinancial.com, or apply online at www.aztec-credit.app
2. Get financing with the support of a dedicated Account Manager
3. Pick up your equipment and vehicles and take them home!

Fleet Vehicles

Aztec Fleet Sales has the largest supply of service vans and box trucks in the industry. We provide a fast, easy vehicle purchasing process while saving business owners thousands of dollars on their new vehicle purchases.

Cargo Vans, Box Trucks, and Pickups

Aztec Fleet Sales offers a variety of RAM and Chevy vehicles, specifically chosen to accommodate the needs of your business. These vehicles are sold below retail prices and include a 5 year/100,000 mile powertrain warranty, and

free driven delivery to anywhere in the lower 48 States. Vehicle models include the RAM Promaster, Chevrolet Express, custom box trucks, RAM pickup trucks, and more.

Upfitting & Wraps

Graphics, wraps, and vehicle upfits are also available at the time of purchase, ensuring your vehicle is ready to go when it arrives at your location. Upfits include shelving, ladder racks, ramps, lighting, protective flooring and walls, heaters, Mobile Office, and more. Wraps and graphics are professionally designed and installed, turning your truck, box truck, or van into a moving advertisement for your business.



FINANCIAL & FLEET SALES

EMAIL sales@aztecfinancial.com
WEB www.aztecfleetsales.com
PHONE 855.271.7233

Resources

Print Resources

AramSCO publishes the "AramSCO Xpress" booklet 3 times a year for the markets we serve: Janitorial & Sanitation, Professional Cleaning, Restoration & Abatement, Stone Fabrication and Surface Preparation. Digital versions may be viewed on aramSCO.com/aramSCO-xpress.

These, and manufacturer-supplied materials, are free and always available to our customers.

Online Resources

Our online presence and technology are intended to let each customer operate their business more efficiently. **AramSCO.com** is a starting point to find:

- ▶ Information on thousands of products
- ▶ Training classes and certifications
- ▶ Primary markets we serve
- ▶ Links to online catalogs
- ▶ Online product ordering
- ▶ Order tracking and shipment notification
- ▶ Sales and product training
- ▶ Product manuals
- ▶ Safety data sheets
- ▶ Financing applications



Pro's Corner is AramSCO's official, industry-leading weekly blog. Written by experts, the goal of Pro's Corner is providing technical expertise and strategies to our customers on how to improve their business.

The NeXus Convention

Where Expo, Expertise, and Education meet

NeXus means connecting

NeXus is where our experienced sales force connects professionals with trusted manufacturers and industry experts in the markets of professional cleaning, disaster restoration, environmental safety, stone fabrication, facilities maintenance, and concrete surface preparation.

- ▶ Customized training sessions, led by experts in product and market segments
- ▶ Product information “sharing and showing” at an exposition filled with industry-leading manufacturers
- ▶ Entertainment activities where foundational connections between information-experts, suppliers, and end-users can begin (or continue), with a flourish of fun



What happens at NeXus

- Exposition of top industry vendors
- Learn & Earn educational seminars for IICRC credits
- Product demos and hands-on testing
- Receptions and after-party entertainment events



Warehouses & Stores Across North America

Aramsco[®]
A FAMILY OF COMPANIES

Equipping You for Success™

CORPORATE OFFICE

Aramsco | 800.767.6933 | aramsco.com