



Vinod Patel

complete home and building

Company Profile



About Us

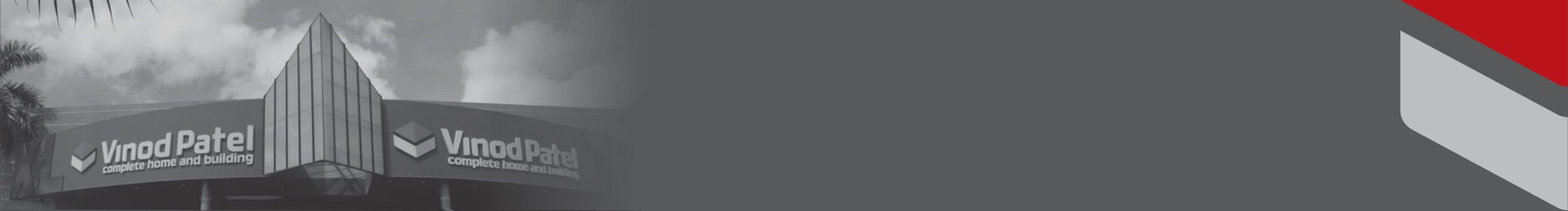
Vinod Patel & Co Ltd (VPCL) is Fiji's leading supplier of Hardware and Building Materials. VPCL has been in the business of Hardware, Retail and Export for more than 50 years and is proud to offer products of the highest quality, reliable service and customised solutions to its customers.

Today, VPCL has branches located at all major towns and cities, employs over 700 staff and has a product range of more than 30,000 items ranging from Hardware, Building Materials, Tools, Plumbing & Sanitaryware to Tiles, Paints, Electricals, Industrial Equipment and more.

VPCL's new Division, Home & Living has a wide range of Homeware & Giftware, White Goods, Small Domestic Appliances, Home Entertainment, ICT Products, Home Furniture, Office Furniture and Curtains & Blinds. Home & Living has stores at Centerpoint, Nadi and Labasa.

VPCL's associate companies include: Ba Industries Limited, Tubemakers and Roofmart (SP) Ltd, Vinod Patel Works, Wheels Pacific, Hardware Haus Limited (PNG), Pacific Flexibles Limited, Metframe and Buildex (NZ). VPCL has also acquired significant shares in Pacific Cement Limited, Humes Industries Limited and Standard Concrete Industries Limited.

VPCL is committed to providing its customers with the widest range, products of the highest quality at competitive and affordable prices and offer a **“Complete Home & Building Solution”**



Chairman's Message

I am proud to present to you an overview of our company. Vinod Patel & Co. Ltd. is the product of a vision conceptualised over 50 years ago which eventuated through sheer hardwork and dedication. Today, we boldly stand as a complete home and building solutions provider in Fiji and the South Pacific. Our company is proud of the contribution we make to Fiji by investing, creating jobs and providing products that meet the needs of the community. Our core business through the years has been providing consumers with a complete range of Hardware and Building Materials. We have achieved this with great success. While maintaining this status has by no means been an easy task, the next step is to diversify our portfolio. We have termed our new vision as a 'progress through diversification'. Currently our modern \$F15 million flagship store at Centerpoint has diversified into a one-stop family shop. Greater product lines have been introduced. These include White Goods, Home Entertainment (TV & Audio), ICT Products, Small Domestic Appliances, Home & Office Furniture, and our modern, state-of-the-art Showroom. Fiji now boasts a very vibrant and progressive consumer market with major investments within the construction industry. Employment and investor confidence is on the increase and our company is fully geared to accept the challenges ahead. I firmly believe that this profile will present to you a brief insight to a highly progressive company.



“Our Company is proud of the contribution we make to Fiji by investing, creating jobs and providing products that meet the needs of the community.”



Tools

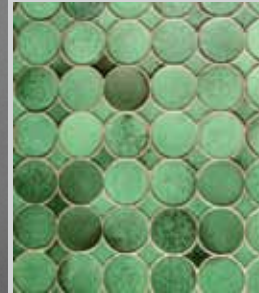
Vinod Patel is a major supplier to more than 1,000 construction companies and DIY enthusiasts in Fiji. Our major reputable construction clienteles include: Construction Multi-national, Fletcher Construction, Downer Engineering, Pacific Building Solutions, Western Builders and Sino Hydro. We are also a major supplier to various departments for the Government of Fiji. From the simple gardener to the professional handyman, there is always a workman's tool available in our stores. Our range of tools includes Power tools, Hand Tools, Welding Equipment, Garden & Agricultural tools, Safety Products and Heavy Machineries. We stock high-quality and trusted brands such as Makita, Dewalt, Sidchrome, Sun-flex, Promax to name a few.





Tiles

For years, we have been transforming the living and work spaces of our customers with our wide selection of quality tiles. We have elegant designs available for both wall and floor tiles that are suitable for homes or commercial use. Our range includes carpet tiles, glass block tiles and beautiful mosaic tiles in latest designs and we provide made-to-measure vinyl, timber and laminate flooring. Our highly trained team provides solutions for many domestic and commercial clients. We also supply tile accessories such as tile adhesives, grouts and architectural trims, which are an essential element in delivering professionally finished projects. In addition, our team of highly skilled and experienced staff provide installation of underlay for small to large scale flooring.



Carpets Inter



Life's Inspirations





Plumbing and Sanitaryware

Our wide range of Sanitaryware and Plumbing supplies for kitchens and bathrooms caters from small DIY to large commercial building projects. We have sourced the world over looking to provide the best in quality products and the most trusted brands available, from Australia's Ram Tapware, Decina Bathroomware, Solahart and Eco Sun Hot Water Systems to Inox, Caroma, Heirloom (New Zealand), Hansgrohe Tapware range (Germany), Speedfit (UK) and Pex faucets and valves (UK).

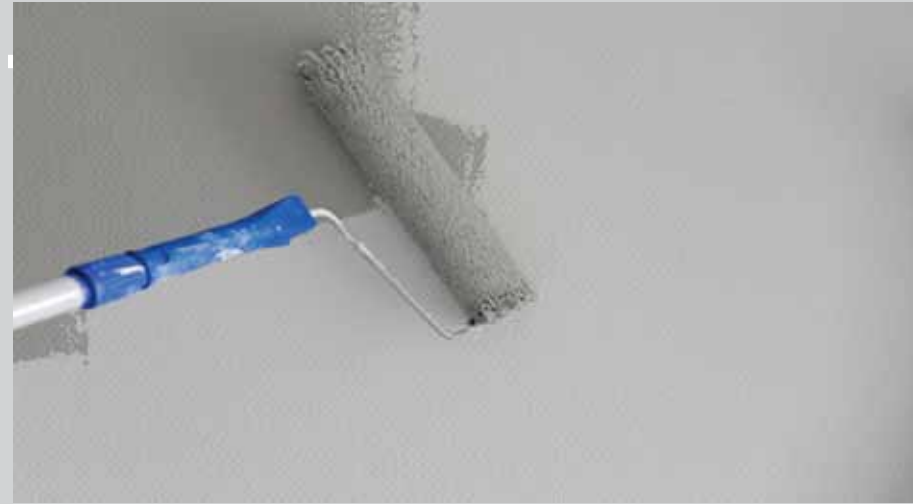
We also supply PVC fittings, push-fit fitting systems, copper fittings, tapware & accessories, swimming pool accessories, waterworks fittings and irrigation. Whether you're unclogging drains, doing general water work fittings, or solving drainage problems, VPCL has everything you need to make your plumbing project a success. From toilets, water heaters, filtration & pump systems, to faucets, metal or plastic pipes and fittings, the team at VPCL are trained to provide the best advice.





PAINTS AND ADHESIVES

Our paints department carries a wide selection of building and marine paints with incredible array of colours to match every style or decor. Inside and out, a fresh coat of paint is one of the fastest, most affordable ways to update your home. At VPCL, you'll find everything you need: from exterior house paint and primer, interior paint with inspiring paint colours for every room, to the painting supplies that will help transform your colourful vision into a stunning reality. We also digitally match colours to customers' specification and have a modern colour stand comprising of thousands of colour schemes. Our full line of accessories of paint brushes, rollers and sprayers will make every job a professional and high quality finish. To achieve this we carry the best brands. We also stock a wide range of adhesives, sealants and waterproofing range from leading industry brands such as Everbuild, V-tech and Gripset Betta. We have adhesives for every application; from instant adhesives to pressure sensitive tape adhesives, structural adhesives to thread-locker adhesives, our products deliver optimal adhesion, convenience and reliability.



Excellence Since 1892



Industrial Equipment

VPCL's Industrial Equipment Division comprises of a large variety of basic, contemporary and advanced Industrial Equipment. Our range of gasoline and diesel generators cover a large array of customer requirements from small homes' back-up power needs to large prime power generation needs. Our range of Onga Water Pumps fulfil needs of local and export markets and caters for basic home pressure systems to large farms and swimming pools. We also provide supply and installation services of sliding gates, swing gates, lifts and escalators. Most recently, we started retailing the reliable and performance oriented Yamaha Outboard Engines in selected stores. We also keep a wide range of Construction Machinery including Concrete Mixers, Flextool Brand concrete vibrators, Flexishaft pumps and rammers. Our highly experienced staff provide turnkey solutions to all kinds of industrial installation projects. Our industrial equipment division strives to become one of the best solution providers for all industrial needs in Fiji and the South Pacific region. Continuous market research and new product development initiatives ensure that VPCL meets the changing needs of our customers.





Hardware and Building Materials

As Fiji's market leader in Hardware and Building Materials, we provide our valued customers with the best brands and the widest range of concrete, structural steel, roofing irons, timber, PVC pipes, tools, fasteners, ladders, doors & locks, paints, hardware accessories and a whole lot more to cater for all building, 'Do-it-yourself' (DIY) and renovating needs. Our team of dedicated professionals have a complete and thorough understanding of materials that are best suited to various applications; from laying footings and building walls to installing roofs and insulation. With such a large choice of building materials in the market it pays to draw upon the years of experience that our staff have gained from assisting our clients with numerous construction projects. Fiji's construction boom has led to a high demand from construction companies and we are proud to be able to meet that demand by providing them with the best service. Today, we have a strong alliance with our subsidiaries: Ba Industries Ltd., Tubemakers & Roofmart (SP) Ltd. and Vinod Patel Works Ltd. This has further elevated our profile in the construction industry.



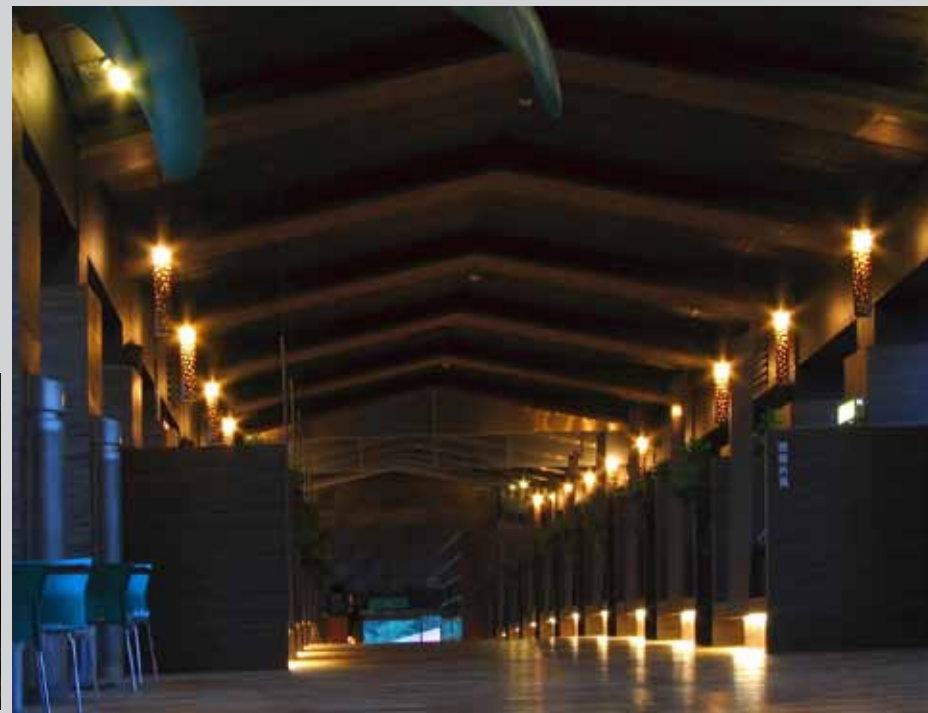
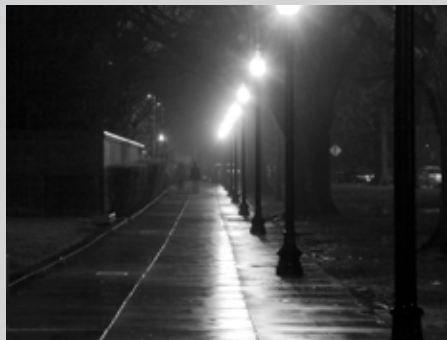
BUMIL SAFE





Electrical

With years of experience in domestic and industrial lighting, we offer a diversity of products ranging from energy saver bulbs, LED lights/lamps, tube lights, chandeliers to fans (domestic and industrial), air conditioners, wires & cables, conduits & fittings, antennas, switches and other accessories. We stock reputable brands such as, Ecolife, Sylvania, Superlux, HPM Legrand, PDL, Powermate, Pensonic and TCL, to name a few. Our electrical department caters for consumers with the simplest need such as installation of a bulb to complex, large-scale ones such as the installation of stadium lighting.





Home & Living

Home & Living, a new experience in shopping in Fiji is the newest division of Vinod Patel & Co. Ltd. Our mission is to deliver to the people of Fiji and the Pacific Islands quality International brands at an affordable price. Home & Living provides consumers with an alternative choice when purchasing consumer electronics such as ICT Products, Home Entertainment, White Goods and Small Domestic Appliances. We also have traditional Fijian made and contemporary furniture and office furniture solutions at a low cash price and also on hire purchase terms at a competitive low interest rate. We are focused on delivering modern retail stores in the region and drive Customer Service Satisfaction to another level as a priority.





Export Division

VPCL's Export Division has been exporting Hardware and Building Materials to its neighbouring islands for over 40 years and is Fiji's largest Exporter of Hardware and Building Materials. We currently service 15 Island Nations and have supplied as far north as Marshall Islands and as far East as Tahiti.

We source materials from Asia, Europe, USA, Australia, New Zealand and Fiji. We offer our clientele options of shipping their orders directly from these nations to them or shipping goods out of our bonded warehouse in Fiji.

Our product range is diverse and includes Power Tools, Hand Tools, Safety Equipment, Gardening, Plumbing, Sanitaryware, Tiles, Hardware, Building Materials, Paints and Office Furniture. We are either exclusive agents or major distributors for brands such as Makita, Stanley, Sidchrome, Cooper Tools, Cyclone, Nylex, Caroma, Sabco, Clark, Pex, Rheem, Guocera Tiles, Onga Water Pumps, TCL Air Conditioners, Pensonic and Sinbo Home Appliances, Powers Powers Fasteners, James Hardie, Rondo, and GIB to name a few. We also stock metal roofing and



wall cladding, fencing materials, and a complete range of structural and reinforcing steel. We aim to create a long term, sustainable and mutually beneficial relationship with our suppliers and our valued customers.

As part of our Corporate Social Responsibility Programme, Vinod Patel invites high school students from Wallis and Futuna and hosts a 3-week internship programme where the visitors get an opportunity to enhance their customer service and retail skills as well as develop their English speaking skills. Vinod Patel has been running this Programme in conjunction with the French Embassy for the last three years and is committed to continuing this programme for years to come. We look forward to engaging with other Pacific Islands countries.



Wheels Pacific (Subsidiary Company)

Wheels Pacific Limited (WPL) specialises in importing and selling new vehicles from China and providing after sales service to customers. We have two branches one in 174 Ratu Mara Road Samabula and one in Lot 2 Waimalika Industrial Subdivision Legelega Nadi.

Our Brands include:

1. Great Wall Brand Single and Double Cab Utility Vehicles which are very popular in Australia and New Zealand
2. Foton Brand Light Duty and Heavy Duty Commercial Trucks and Trailers
3. FAW brand Heavy Duty Trucks

As part of our commitment to our customers we provide 2 years or 50,000 km Drive Train Warranty on all our new vehicles to ensure our customers' peace of mind.

We are also the authorised distributors in Fiji for TCM Brand Forklift and Warehouse Equipment directly from Japan.

WPL also imports quality handpicked Japanese used vehicles directly from Japan which comes with genuine low

mileage and the quality is as good as new vehicles.

WPL has a modern commercial motor vehicle garage located in Bulei Road, Laucala Beach Estate. We also carry a full range of genuine parts for all our franchise vehicles and aftermarket parts for brands such as Toyota, Nissan, Isuzu and Hino. We also specialize in CVT transmission oil change which is done on a fully computerised machine.

WPL arranges finance through ANZ, BRED, Westpac and BSP on a minimum deposit of only 10% and repayment up to 5 years to approved customers. We also arrange finance through Merchant Finance and Credit Corporation on 20% deposit and approval is given within 24hrs. WPL also operates a fully-fledged tyres division in Laucala Beach, we sell Triangle and Comforser brand tyres. As part of our service we provide free fitting and free wheel alignment to all passenger cars and SUV.





Vinod Patel Works Limited (Subsidiary Company)

Vinod Patel Works Limited (VPWL) provides a full range of domestic and commercial cabinetry, joinery and stone related services. It specializes in renovations, restorations, resort type fit-outs, additions and tenant fit-out projects. Other services include supply and installation of lifts, escalators and air conditioners. The mission of VP Works is to contribute to the success of leading organisations and individuals by delivering innovative and creative solutions which enhance their market position and deepen their relationship with customers, employees, business partners and other key stakeholders. VP Works has specialist teams with the latest product knowledge and years of experience in Hardware, Heavy Equipment, Paint, Joinery, Electrical and Innovative Product Design. The Company has implemented modern manufacturing practices,

encouraging efficient utilisation of resources and a lean production process. The company has been investing in modern technology and both its workshops in Suva and Lautoka have an impressive array of the latest machinery and equipment that is capable of producing high-quality products, enabling VP Works to effectively and consistently execute complex projects. The team is capable of granite transformations makeover of benchtop, splashback, kickplates, vanities, shower recesses floors and furniture tailor-made to the clients' requirements with minimal disruption and mess. Our leading industry equipment includes an Edge Bender, Panel Saw, Tooling, Adhesives, Dust Extraction, Panels & Boards, Laminates, Veneers, Coatings and products relevant to the industry in addition to the Stone cutting machine.





Tubemakers & Roofmart (SP) Limited (Subsidiary Company)

Tubemaker & Roofmart (South Pacific) Limited (TRL) was established in 1986 under the name “Steel Tubes and Limited” and was involved in manufacturing galvanized pipes, black steel pipes and tubes. In 1997 the production range was expanded and roofing irons and Polyvinyl chloride (PVC) pipes were introduced, with this expansion the company name was also revamped as “Tubemaker & Roofmart Limited”. Today, TRL specialises in the manufacture of Unplasticised Polyvinyl Chloride (uPVC), Modified Polyvinyl Chloride (mPVC) and Polyethylene (PE) pipes for portable water, sewerage, drainage, stormwater, gas, electrical, and communication installations. We also deliver to our customers’ complimentary plumbing products such as PVC and PP Fittings.

We have been undertaking plumbing, gas, electrical and communication installations in Fiji, New Zealand and the South Pacific Countries for the last 16 years. Tubemakers operations are carried out under certified Quality Management system in accordance with ISO 9001: 2008 (License number QMS 24165), which covers manufacturing at its Lautoka site in Fiji. This registration also covers the purchase and sale of complementary products. In addition, TRL pipes are manufactured in accordance to respective Australian and New Zealand Standards. All product ranges are manufactured and tested under controlled conditions and are documented accordingly to procedures of ISO 9001 and ISO/IEC 17025 to meet the performance requirements stipulated in the relevant Australian/New Zealand standard.





Metframe (Subsidiary Company)

Metframe is a specialist steel house panel and truss manufacturer based in Lautoka. Metframe uses the latest technology to design and detail steel frame homes. It also has the capacity to supply pre-engineered steel structure that can outperform other methods of construction in terms of affordability, reliability and durability. Metframe can supply from their own designs or plan to your needs. Our computer aided design and quotation system allows us to produce plans and manufacture structures with dimensions that are accurate to the nearest millimeter. It also enables us to provide clients with accurate quotes, so no matter what size or style of building you wish to purchase, you will be able to review your options and place an order with confidence. Our kits are complete as they include all structural parts. Whether you want a domestic house, Commercial building or a Resort, you can take advantage of our custom prices without making any compromises. We take great care to ensure that all the products we sell are manufactured to the highest standards. We are a member of the Fiji Master Builders Association (FMBA) so you can be certain that we are committed to providing our customers with quality structures at competitive prices.





Ba Industries Limited (BIL) (Subsidiary Company)

Ba Industries Ltd was built on the noble fundamentals of local pride and that is by being 100% locally owned, manufacturing products that are Fijian made and keeping the people of Fiji working. BIL (Ba Industries Ltd) was the vision of Mr Vinod Patel after witnessing the catastrophe caused by Hurricane Bebe in 1973, the objective being to cater for the needs of the people of Fiji with quality and reliable products that built stronger homes. With humble beginnings that started operations in a small shed in Ba, BIL has since expanded its operations into a 11,000 square foot property using state of the art machinery and employing over 80 employees. Ba Industries takes a substantial market share of more than 60% in the wire and fencing industry in Fiji and the Pacific region. Since its inception, BIL has consistently delivered quality products to domestic as well as export markets.

As a reward of Quality Management System BIL was awarded with ISO 9002: 1994 accreditations in 1995. Recently BIL has been accredited with the ISO 9001 –2008 Certification. The aim of BIL is to be the leading suppliers of quality wire and fencing products and related services consistently, not only in Fiji but in the whole Pacific Region. And over a 40 year period, since its inception, BIL has been able to achieve this successfully. BIL is hinged on being 'Reliable' and consistently provides product that meet customer needs and applicable statutory and regulatory requirements. Ba Industries Limited embarked on an aggressive exports plan in the 1990s. BIL has been exporting to most of the South Pacific Island countries and has reached a milestone in becoming the only wire and fencing product manufacturing company in the South Pacific to export its product to the developed markets of Australia and New Zealand.





Standard Concrete Limited (Associate Company)

Standard Concrete Industries is Fiji's largest supplier of quarry, ready mix concrete, concrete blocks & pavers. It is the longest running company in concrete and aggregate supply business. The company was established in 1968 by CSR, Australia, then taken over by Pioneer Concrete Services of Australia in 1974 until 1989 when it was bought out by Basic Industries Limited, a company jointly owned by Fijian Holdings Limited and Holicim, NZ Ltd. Over the past 47 years of operation, Standard Concrete products have been used on most of Fiji's land mark projects. These projects include Denarau Resorts, Shangri-La's Fijian Resort, Holiday Inn, Outrigger on the Lagoon, Nadi, Taveuni, Nausori and Tuvalu Airports, FSC Sugar mills, FEA projects, Mine projects, Kings & Queens wharfs, FSC Sports facilities, number of Government Roothing projects and Multi Storey buildings. In addition to being a well- established supplier within the local construction industry, the company has from time to time supplied its products to various neighbouring South Pacific Island Countries. Our products continue to be used in many Pacific Island Countries including Kiribati, Samoa, Tonga, Solomon Islands, Vanuatu, PNG and Tuvalu. Today Standard Concrete Industries continues to offer a wide range of products for various applications in the building and civil construction industry. These products are manufactured at the company's 9 concrete batching plants, 2 permanent crushing plants, 3 mobile crushing plants and 2 blocks & pavers. In addition, the company also operates ancillary services such as concrete pumping, drilling & blasting mobile screening and materials design & testing laboratory.





Pacific Cement Limited (Associate Company)

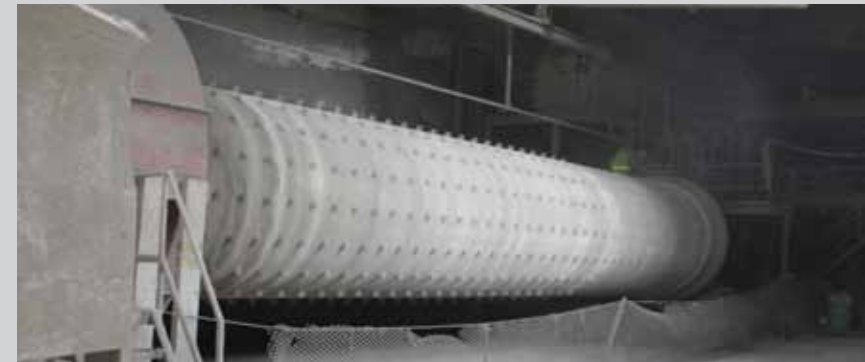
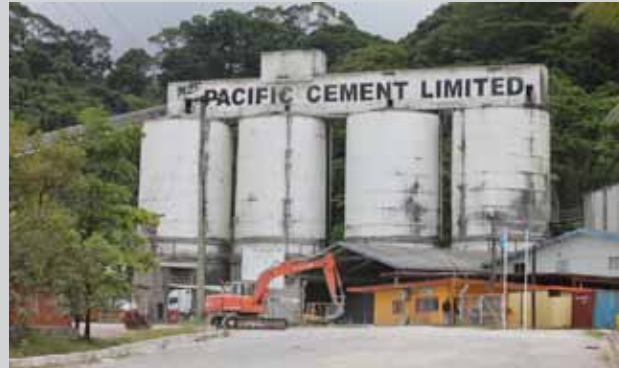
Pacific Cement Limited, formerly known as Fiji Industries Limited was established in 1961 and is fully owned by Fijian Holdings Limited and supported by partners Holcim and Fletchers of New Zealand.

From a predominantly original foreign ownership, Pacific Cement has now become a locally controlled company with significant shareholding by Vinod Patel Investments and Fijian Holdings Limited.

We operate fully integrated grinding cement plant with annual capacity of over 215,000 tonnes. Pacific Cement Limited has been efficiently operating for 54 years and is Fiji's largest supplier of Cement and related services.

We produce international standard cement and run fully equipped cement testing laboratory at our Lami operations. Our experienced staff are supported by our in-house cement and concrete engineers as well as Technical Consultants from New Zealand. Our Laboratory is equipped with modern machines and is accredited by International Accreditation New Zealand.

The Pacific Cement Laboratory is the technical hub of Pacific Cement Limited and is duly committed to providing the valuable services to its customers. Our proven capability to research and to produce reliable results is an endorsement of our ability to continually meet global benchmarks.





Humes Industries Limited (Associate Company)

Humes Industries Limited (HIL), a subsidiary of Basic Industries Limited was established in Lami in 1958, as Humes Industries (South Seas Ltd) to manufacture Humespun concrete pipes and within two years, a second factory was established in Lautoka to manufacture pre-stressed concrete rail sleepers for the C.S.R. Company Ltd. This facility in Lautoka continues to meet the rail sleeper requirements of the Fiji Sugar Corporation, and like the Lami plant, have extended its range of products to include power poles, box culverts, spun pipes, bridge beams, uni-span and double tee flooring units, wall panels to name a few. Until 2004, HUMES Industries business was primarily producing and supplying spun concrete pipes, railway sleepers, power poles, bridge beams and some project focused pre-cast concrete elements. Today, HUMES has ventured into a full range of precast/ pre-stressed building products to cater for the ever increasing demand for high quality, durable and fast tracked projects. With the recent surge in construction in Fiji, HUMES Industries embarked on a programme of supplying quality pre-cast concrete elements to major capital projects across Fiji, where our products and management have assisted the client completing their tasks successfully, faster and cheaper with guaranteed quality. Through these projects, HUMES Industries have proven its capability of managing high profile construction project supplying quality pre-cast concrete products. In recent years HUMES Industries has supplied products for several major construction projects.





Hardware Haus Limited (Associate Company)

PNG Hardware Haus Limited (HHL) is a joint venture business between Vinod Patel Group of Companies and City Pharmacy Limited (CPL) from Papua New Guinea. HHL currently operates eleven retail outlets in nine major cities and towns [Port Moresby, Lae, Goroka, Mt Hagen, Madang, Wewak, Popondetta, Kaveing and Kokopo] across PNG and is considered to be the largest retailer and distributor of hardware and building materials in the country. Hardware Haus also operates a kit house manufacturing and distribution facility under the brand name "Kwik Built Kit Home" and an extensive range of homeware through "HOMEMAKER" situated in Badili, Port Moresby.



Centerpoint

1 Ratu Dovi Road, Nasinu. G.P.O. Box 14416, Suva
Ph: +679 339 3111 Fax: +679 334 0255

Nabua

6 Nasolo Street. G.P.O. Box 14416, Suva
Ph: +679 338 2199 Fax: +679 337 0445

Suva

10 Stewart Street. G.P.O. Box 14416, Suva
Ph: +679 331 3811 Fax: +679 330 2627

Pacific Harbour

Lot 1 Pacific Harbour. G.P.O. Box 14416, Suva
Ph: +679 345 0061 Fax: +679 345 0061

Sigatoka

Market Street. P.O. Box 97, Sigatoka
Ph: +679 650 0600 Fax: +679 650 0503

Nadi

5 Nadi Back Road. P.O. Box 1070, Nadi
Ph: +679 670 2333 Fax: +679 670 0700

Lautoka

27 Yasawa Street. P.O. Box 874, Lautoka
Ph: +679 666 2066 Fax: +679 666 5552

Ba

Rings Road, Nasinu. P.O. Box 434, Ba
Ph: +679 667 4411 Fax: +679 667 0252

Tavua

Main Street Tavua, Nadi. P.O. Box 2757, Nadi
Ph: +679 668 0074 Fax: +679 668 0074

Rakiraki

Vaileka, Nasinu. P.O. Box 1342, Rakiraki
Ph: +679 669 4122 Fax: +679 669 4666

Nausori

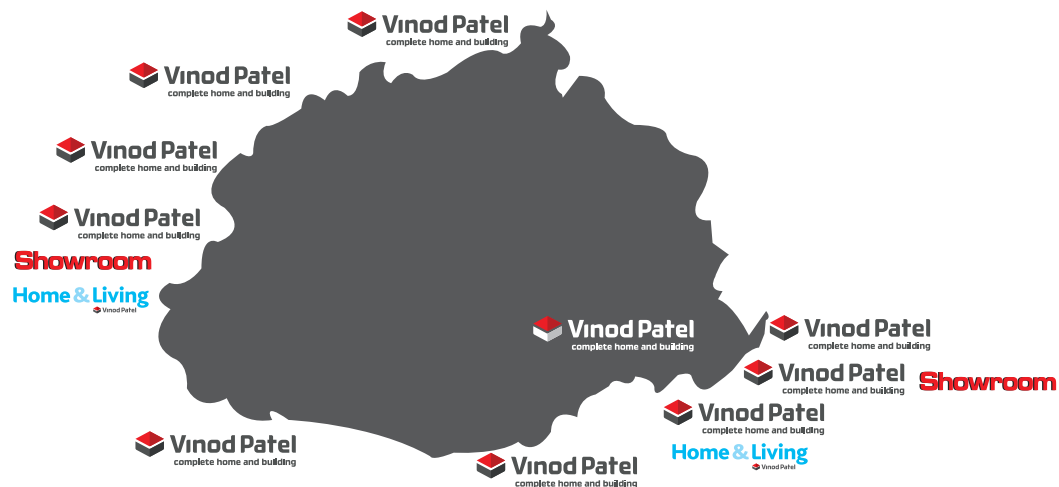
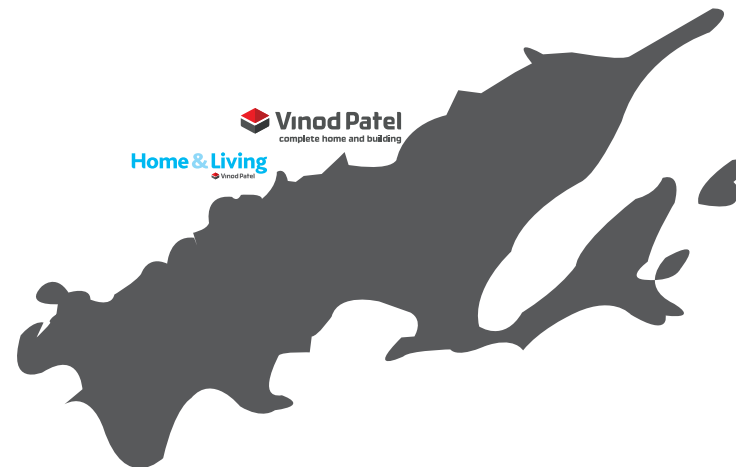
Ross Street, Nasinu. P.O. Box 2757, Nausori
Ph: +679 347 7685 Fax: +679 347 7896

Labasa

Nasekula Road. P.O. Box 1342, Labasa
Ph: +679 881 3788 Fax: +679 881 3672



Store Locations



Centerpoint
Ph: 5887

Namotomoto (Nadi)
Ph: 5887

Labasa
Ph: 5887