

**QUOTATION (Revised-1)**

SAL/1460-G/MPE/OFF/19/1171  
August 22, 2019

M/s. ALAF Limited  
DAR ESS SALAAM, TANZANIA

E-mail: [sujit.saha@safai@group.com](mailto:sujit.saha@safai@group.com)

KIND ATTEN : MR. SUJIT SAHA (Mobile: +255682038104)

Ref : Our earlier offer No.SAL/1460-G/MPE/OFF/19/0721 & 0722 dtd. 05.06.2019

Sub : Upgradation of your KRITON Seam Welding Machine

Purchase Order to be given at following address :-

M/s. KRITON WELD EQUIPMENTS PVT. LTD.  
BOCK No.305, AT. & VILL. KASHIPURA  
POR S.O. : 391 243, TAL. & DIST. VADODARA, GUJARAT, INDIA.

Dear Sirs,

We give below our Revised Quotation for spares required to be replaced for upgradation of your KRITON Seam Welder on the control side :-

Sr. No.	Item Description	Quantity	Rate per each No.
1.	Spares for upgradation of your Kriton make Seam Welding Machine, Model : DH-100/SML-125, Sr.No.054 :- PLC Control Desk with Stainless Steel Top installed near ONE No. machine comprising of :- 1.1. Siemens make PLC Series S7-1200 CPU with suitable DI/DO and Analog Output. 1.2. Siemens make HMI: KTP-700. 1.3. 24 V DC Power supply : SMPS. 1.4. Profibus communication with line PLC provision. 1.5. Din Rail mounting Relay. 1.6. Teknik Make Push-buttons and selector switches. 1.7. Teknik Make indicators. 1.8. Voltmeter. 1.9. Ammeter. 1.10. Phoenix make Terminals. 1.11. CPU to HMI communication cable. 1.12. Total PLC Panel wiring. 1.13. Program developing in S7-1200. 1.14. Powder coated panel with S.S. Top. 1.15. Wire and allied accessories for welding machine.	C/F.....	US \$ 16,200.00 ----- US \$ 16,200.00

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Sr. No.	Item Description	Quantity	Rate per each No.	Total Amount
2.	1 to P Converter for Auto Electrode Pressure settings.	ONE No.	US \$ 1,440.00	US \$ 1,440.00
3.	Micro Controller based Welder Controller Model : KBD-11 with Binary provision.	ONE No.	US \$ 2,700.00	US \$ 2,700.00
4.	A.C. Drive, ABB make, Model : ACS-355 for Welder Trolley.	ONE No.	US \$ 648.00	US \$ 648.00
5.	IFM make Proximity Switch Model : IIC208 with cable - 26 Nos. & Limit Switch - 2 Nos.	ONE set.	US \$ 5,670.00	US \$ 5,670.00
	Less : Special discount @ 13%			US \$ 26,658.00
	[US \$ : Twenty three thousand one hundred ninety two]			US \$ 3,466.00
				US \$ 23,192.00

**Note:**

All internal machine wiring, machine to PLC panel interface, cabling, switchgears and allied accessories for the machine and panels are to be done by ALAF limited under supervision of our commissioning during their visit.

Extra Spares other than quoted items, as may be required will be provided by you free of cost to our visiting Engineer/s during their visit for commissioning.

At this juncture it is not possible to envisage all needed spares, wires, switchgears, etc. and hence the same are to be arranged or provided by you. You will agree that certain machine spares need to be changed or estimated only during over-hauling and revamping. The cost of such items will be extra to your account.

Our above offer is subject to the terms and conditions attached herewith. We hope you find our offer most suitable to your requirement. We look forward to receive your valued order for our prompt execution.

Sincerely,

Vishal Purohit,  
Managing Director,  
Kriton Weld Equipments Pvt. Ltd.

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: 3 :

M/s. ALAF Limited, Dar Es Salaam, Tanzania.

**TERMS AND CONDITIONS**

**PURCHASE ORDER: M/s. KRITON WELD EQUIPMENTS PVT. LTD.**

**TO BE GIVEN AT**

**BLOCK No.305, AT. & VILL.: KASHIPURA,**

**FOLLOWING**

**POR S.O. : 391 243, TAL. & DIST. : VADODARA,**

**ADDRESS**

**GUJARAT.**

**PRICE**

The Prices quoted are **FOB Nhavashveva Port (upto your forwarding agent)**, exclusive of Custom clearance, CHA charges, handling charges, Commissioning visit charges of our representative and all other incidental charges. Any statutory levy applicable at the time of delivery will be extra to purchaser's account.

**PACKING AND FORWARDING**

**Inclusive. (Fumigated Export-worthy Wooden Packing).**

**FREIGHT CHARGES**

**Inclusive.** (We will dispatch the ordered material duly fumigated export-worthy wooden packing through any reliable transport upto your forwarding agent at Nhavashveva).

**INSURANCE**

**Transit Insurance will be covered by Kriton at our end upto your forwarding agent at Nhavashveva** for which Kriton will give you the dispatch intimation by E-mail.

**I.G.S.T.**

**If applicable statutory levies are charged extra.**

**DELIVERY PERIOD**

The subject machine or equipment or spare will be ready for trial and subsequent delivery **1<sup>st</sup> week of February, 2020 (provided we receive the 10% Advance payment with order & 40% Advance payment in last week of November, 2019)** at our factory after our acceptance of techno-commercially clear order and receipt of advance amount mentioned in our quotation. We will try our level best to adhere to stipulated period subject to force majeure clause. We reserve our right to alter the delivery schedule in case of (a) unavoidable circumstances beyond our control besides force major (b) any variation or delay in receipt of advance and subsequent advance installments (c) Any variation or delay in submission/approval of technical details from the customer (d) In case of change in scope of supply, design modification as requested by customer subsequently (e) In case of shortage, non-supply or crisis of Raw-material required for the machine of order.

**Colour & Due Packing Instructions** should be given alongwith order. The buyer must give dispatch instruction after completed final inspection date OR delivery date whichever is earlier within 10 days alongwith relevant forms, transporter's details and clear destination.

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DISPATCH  
INSTRUCTION  
In case of delay in dispatch instructions after 20 days of final inspection interest on balance amount will be charged @ 0.5% per week till the final instructions of dispatch.

INSPECTION  
If desired, can be arranged at our works, prior to dispatch, by your Engineer/Authorized agency.

All expenses of your Engineer OR Agency and trials for inspection at our works should be borne by buyer.

COMMISSIONING  
After the material is installed by customer at their works with connection to Power, Air and Water as per our instruction, we can depute our Engineer for commissioning and trial of the machine. The commissioning and/or Supervising installation visit charges for dispatch of machine in advance will be on following terms :-

[a] To-and-fro Air tickets (from Vadodara to Ultimate destination and Ultimate destination to Vadodara), Visa and Medical including the necessary Govt. charges for the travel per Engineer. To be borne by buyer.

[b] Free Lodging, Boarding and Local conveyance for our Engineers to be provided by buyer free of cost for entire period of visit including the free period.

[c] Out of Pocket expenses equivalent to local currency of country to be visited at rate of **US \$ 250.00 per day per Engineer**. The days are counted from the date our Engineers leave Vadodara (India) till they return back to Vadodara (India).

[d] Other spares, supporting labour, workshop tools and tackles to install/commission the supplied items are to be provided by buyer free of cost.

[e] Total man-days after installation depend upon the setting of line. However it can be at least minimum a week after installation.

[f] Cost of Commissioning and other spares required, if any.

[g] If applicable @ 18% IGT extra on the above commissioning visit charges OR as may be applicable at the time of billing of commissioning visit charges.

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PAYMENT

For all orders our payment terms are as per following schedule :-

- 10% of the order value alongwith the purchase order by T/T.
- 40% of the order value will be paid in last week of November, 2019 by T/T.
- 45% payment + Full Taxes (if applicable) against our Proforma Invoice prior to dispatch of the materials by T/T.

Balance payment will become due on submission of Proforma Invoice as above after final inspection OR delivery date whichever is earlier. In case any delay in payment after 30 days of submitting Proforma Invoice, interest on balance payment will be charged @ 0.5% per week.

5% balance payment after commissioning. The commissioning should be completed within One year from the date of supply of material. Otherwise you will pay us on completion of One year.

All payments by T/T payable at Vadodara only. All Bank charges to your account.

FORCE MAJEUR  
CLAUSE

If at any time during the continuance of this contract its performance either in whole or in part, is delayed or any obligation under this contract shall be prevented to be fulfilled, by reasons of any War, Hostility, Acts of Public, Enemy, Evil, Commotion, Sabotage, Fire, Flood, Explosion, Quarantines, Strikes, Restrictions, Lock-outs, Power failures, Actions of Govt. or Acts of GOD (hereinafter referred to as "EVENTS"), neither party shall, by reasons of such events, be entitled to terminate this contract (provided notice of happening of any such event is given by either of the parties to the other within 21 days from the date of occurrence thereof) nor shall neither party have any claim of damages against the other, in respect of such non-performance or delay in performance; and delivery under the contract shall be resumed as soon as practicable after such events have come to an end or ceased to exist.

VALIDITY

Our offer is valid for 30 days from the date of the quotation. Thereafter it is subject to our confirmation.

SCOPE OF SUPPLY

The equipment will be supplied as per our quotation and specifications alongwith set of fitted standard electrode wherever applicable. The purchaser will be required to arrange Electric Power supply with input cable and switch fuse units, adequate dimneralised water supply below 25°C for cooling and air supply for recommended pressure and flow. We will supply one set of operation and instruction manual with the machine. Any components/equipment/system is required out of scope of supply, it will be charged extra.

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EXCLUSIONS/BUYER'S SCOPE :-

- \* Adequate Electrical Power Supply.
- \* Hydraulic and Pneumatic Supply system.
- \* First fill of Oils, first Lubrication and all commissioning consumables like Flush-Oil, Gas Cutting system, Welding Rods, Cleaning Material etc.
- \* Skilled and Unskilled manpower for commissioning at site.
- \* Installation of Equipments at site with necessary civil work, grouting, trenches, gROUT inserts, Packing Plates, Foundation Bolts, etc.
- \* Unloading, Storage and transfer of Equipment.
- \* Erection and commissioning of Equipments.
- \* EOT Crane, Mobile Crane and handling facilities.
- \* All incoming piping; their laying and termination.
- \* All Cables, their laying and terminations for supply.

VARIATION IN THE SCOPE OF WORK

In the event of any additions and deletions, substitutions or omissions to the scope of work mentioned in the offer. The value of our offer shall be enhanced or reduced by mutually negotiations and the payment shall be made in accordance with the terms of payment mentioned hereby.

PRICE ESCALATION

KRITON accept to supply the above equipment/machine as per the prices quoted but reserve the right to demand escalation in the quoted prices under following conditions

Unexpected/sudden rise of raw-material, beyond our control, due to market trend or statutory Govt. declarations.  
Any variation/change/modification of system/design/part etc. by the customer which is not in our quoted scope of supply.

LIABILITY

As a manufacturer of machinery, Kriton's responsibility and the liability is limited to ordered machines only. No indirect or direct loss or gain to customer is a liability of Kriton.

ARBITRATION

All dispute or differences whatsoever arising between the parties out of relation to the construction, meaning and operation of effect of this contract or the breach thereof shall be settled by arbitration of India Council of Arbitration and the award made in pursuance thereof shall be binding on the parties.

DIVERTING OF ORDERED EQUPTS.

Kriton will give one/two weeks prior written intimation for final date of inspection and delivery. Due to any reason, if the customer can not take delivery or arrange for trial within one month from the date of advance intimation, Kriton reserve the right to divert the machine or

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some equipment to other clients and in such case delivery of machine will be subject to the situation prevailing at that time. All deliveries then will be subject to prior sales and prices prevailing at the time.

CANCELLATION

Any order once placed cannot be cancelled or diverted due to any reason under any conditions and the advance paid are non-refundable.

JURISDICTION

The terms of contract, sales and any dispute arising thereof are subject to VADODARA JURISDICTION only.

We now await your valued order for our prompt execution. Should you need any clarification OR information, please feel free to write to us.

Sincerely,

Vishal Purohit,  
Managing Director,  
Kriton Weld Equipments Pvt. Ltd.  
Regd. Office Address:  
Block No.305, At. & Vill. Kashipura,  
POR S.O. : 391243, TAL. & DIST. VADODARA,  
Gujarat, India  
Phone: +91-9510719646 & 9687652119  
E-mail: [sales@kwepl.in](mailto:sales@kwepl.in)  
Web: [www.kritonwelders.com](http://www.kritonwelders.com)  
CIN # U22122GJ1997PTC032411  
ISO 9001 : 2015 Certified.

uk/VKP.