

QUOTE

Attention: Steven Domingue

Architects Southwest

BUDGET QUOTE #: AE-005296

Prepared by: Ken Haga

Email: khaga@avanienvironmental.com

October 27, 2012

Thank you for allowing Avani Environmental Intl., Inc. (Avani) to present this proposal for your clean air requirements. It is always our goal to provide our customers with the best possible clean air solution through innovation, testing, engineering and future service factors.

Avani is known for manufacturing heavy duty fume extraction equipment, dust collectors and welding booths. Our only business is ventilation so we must insure that our equipment is not only the best in the industry, but more importantly correct for each application.

Our core product line includes: fume arms, down draft tables, blowers, portables, ambient fume collectors, welding benches, grinding benches, environmental booths, welding booths, dust collectors, cyclones, and a full line of robotic fume collectors. A large part of our business is custom built products to meet our customer needs. Avani offers engineering, service, installation, and project management.

95 Cypress Drive
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avani
environmental

"Custom is our Standard"



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Attention: Steven Domingue
sndomingue@architectssouthwest.com

Architects Southwest
534 Jefferson Street
Lafayette, LA 70501

Dear Steven,

Please review our "budgetary quotation" for the Evageline LTC project per our discussions and plans:

Product Name	Product Description	Product Picture	Qty	Unit Price	Total Price
Base Bid Option #A Welding Booths Models WB-1044	Welding Booth-1000 Series (WB-1044) Dimensions: 48"x48"x90" Support Structure: 2"x2" Welded Square Stock. Panel Construction: 12-gauge welded steel with 1" welded square stock cross and bracing. Welding Curtain Bar with Brackets Rear Shelf. Adjustable feet, powder coated safety blue and 3-piece construction.		60	\$1,988.00	\$119,280.00
Welding Booth Model WB-1044 Swing Arms Models #1620 (6"D x 7'L) OR #2020 (8"D x 7'L)	Swing arm 8"6"D x 7'L, 13"D fume hood, suspended model, tension spring w/safety cover, adjustable external joint supports w/friction brakes, powder coated steel tube, swivel base, inline volume control damper, and external grab handles.		60	\$792.00	\$47,520.00
Option #B Welding Booths Models WB-5044	Welding Booth: 4'x4' Includes hood and backdraft. Hood Dimensions: 48"W x48"H x8.8"D - (2) 1" x 38.5" slots with 3 adjustable knobs Back draft Dimensions: 40"W x27.5"H x9.5"D - (3) 1" x 38.5" slots with 3 adjustable knobs Standard Features: 2 – dust-tight light fixture w/LED lamps, clean out drawer, shelf, lifting lugs, adjustable level system, welding curtain supports. Standard construction: support structure: 1.5" square welded tube steel, panels 14 gauge welded steel, 19" gussets for support and overhead pipe mounting. Color: Powder Coated Safety Blue Adjustable feet, fabricated from 16 guage steel, Hood and Backdraft powder coated blue and Side Panels powder coated grey.		60	\$3,735.00	\$224,100.00
Optional Welding Curtains w/Rods	Welding curtains c/w (8) curtain hooks, rod, safety blue is our standard color, and related mounting components.		60	\$125.00	\$7,500.00

Optional Adjustable Work Table	Adjustable work shelf or rear work table w/center hole for customer or AEI provided welding fixture w/clamp and or pipe.		60	\$189.00	\$11,340.00
Optional Pre-fabricated Ductwork	Pre-fabricated ductwork (galvanized) c/w straight ductwork, branch transitions, elbows/bends, connecting couplings or clamps, transitions, mounting materials/suspension materials.		1	\$111,480.00	\$111,480.00
Optional Mechanical Installation	Mechanical installation includes mounting and assembly of welding booths, collection systems, ductwork, and related components. Excludes: electrical wiring, compressed air piping, offloading/storage, cement pads, fire suppression (where required), and permits are not included.		1	\$54,000.00	\$54,000.00
Optional Weld Fume Collectors (3) 12,000CFM Systems	Continuous duty weld fume collection systems models SDC-3-24-30HP each c/w (24) flame retardant cartridge filters, positive sealing filter access doors, floor stand w/pyramidal hoppers & 55-gallon drum connections, digital pressure gauge & adjustable cleaning system controller, 30HP centrifugal fan w/discharge silencer & outlet damper, and custom electrical control panel.		3	\$34,398.00	\$103,194.00
Optional Weld Fume Collectors (2) 14,000CFM Systems	Continuous duty weld fume collection systems models SDC-4-32-40HP each c/w (32) flame retardant cartridge filters, positive sealing filter access doors, floor stand w/pyramidal hoppers & 55-gallon drum connections, digital pressure gauge & adjustable cleaning system controller, 40HP centrifugal fan w/discharge silencer & outlet damper, and custom electrical control panel.		2	\$43,673.00	\$87,346.00



Grand Total: **SELECT OPTIONS BASED ON DESIRED BOOTHS**

Freight charges (FOB) are additional and not included with our proposal (pre-pay & add or collect via your preferred carrier)

Additional Product Options:

Product Number	Product Description	Quantity	Unit Price
Optional Note: In lieu of collectors Centrifugal Exhaust Fans	Direct or belt driven centrifugal exhaust fans each c/w shaft seal, access door, flanged inlet/outlet, manual opposed blade outlet dampers, EPACT TEFC motors, and related shaft & belt guards.	LOT	Pricing Upon Request
Custom Configuration and or Controls	Custom accessories welding fixtures, custom colors, inverter brackets, variable frequency drive controllers and customization outside of scope.	LOT	Pricing Upon Request



Feel Free to Review the Avani Product Line: [CLICK HERE](#).

Exclusions:

- Lift and material handling equipment for installation of arms/trolleys/collector (sourced locally and rented by customer).
- Freight charges; freight is FOB Youngsville, NC to job site (prepay & add or collect with customer specified carrier).
- Electrical wiring, compressed air piping, and or permits (where required) are additional and not included with our proposal – provided by others.

Project Timeline and Overview of Purchasing Terms

- Purchase order issuance.
- Approval drawings within 1-week after receipt of order.
- **Drawing approval and customer issues a deposit to start work 35% of order.**
- Fabrication starts.
- Delivery expectations 8-12 weeks after receipt of order.
- **Second deposit upon delivery 35%.**
- Delivery acceptance of equipment.
- Start of installation & assembly.
- Allowing 2-3 weeks of installation.
- System start-up, trouble shooting, debugging, and operational training.
- **Final balance due NET 30 days after date of delivery/acceptance balance.**

Sincerely,

Ken Haga
SE Territory Manager - Atlanta, GA Office
Avani Environmental International, Inc.
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Standard Terms and Conditions

General:

- 1) Payment Terms: Noted in the body of the quote. All quoted prices and payments are in US dollars.
 - a. Customized products: 35% down with PO, 35% prior to shipment and 30% net 30.
 - b. International Orders: 40% down with PO, 40% prior to shipment and 20% net 30.
 - c. New Customers: 35% down with PO and 65% net 30.
- 2) Quotation price does not include actual shipping costs. All products are shipped FOB from manufacturer. If requested by Buyer, Avani can supply an estimated shipping cost(s). The estimated shipping cost is only an estimate and actual charges can be different from estimated charges.
- 3) Late payments and any charges associated with the late payment begin incurring charges 30 days after standard payment terms are due.

Shipping and Delivery Time:

- 1) All products are FOB Manufacturer
- 2) Shipping times: Stock items – 1 week, Non-stock items –8 weeks, Customized products –10 weeks. If deposits and/or signed drawings are required for specific job; shipping time begins after Avani has received these items.
- 3) Unless otherwise stated on the purchase order Avani will ship Best Way Prepay and Add.
- 4) All products that are shipped via Truck will be shipped with standard pallets and shipping material. If needed or requested by the buyer the product(s) can be completely crated for an additional cost.
- 5) The Buyer is responsible for inspecting the Product(s) immediately when they are delivered and must state upon delivery if the Product(s) is damaged or has missing parts. If not, the Product(s) are acknowledged as being complete and satisfactory.

Warranty and Return:

- 1) All New Products come with a standard 1 year warranty. Other warranties and terms are available and must be approved by Avani personnel.
 - a. Warranty covers replacement parts for 1 year.
 - b. Does not cover labor or charges incurred for removing and installing new parts.
 - c. Not responsible for loss of use or downtime.
- 2) Returns product(s) must be approved by Avani before being sent back.
 - a. Must have RGA and Case # when the product(s) is shipped back.