

QUOTE

**Attention:
Mr. Nick Gisclair
General Manager**

**Weatherford – Broussard, LA Facility
Welding Ventilation & Dust Collection Systems**

Quote #: AE-004830

Prepared by: Ken Haga

Email: khaga@avanienvironmental.com

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
Youngsville, NC 27596
Phone: 919-570-2862
Fax: 919-570-2863
www.avanienvironmental.com

avani
environmental

"Custom is our Standard"



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August 29, 2012






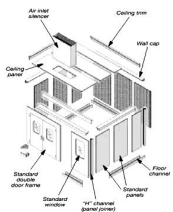
Attention: **Nick Gisclaire**
General Manager
nick.gisclaire@weatherford.com








Weatherford
200 St. Nazaire
Broussard, Louisiana 70518

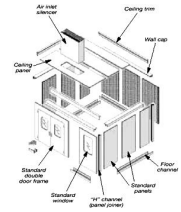
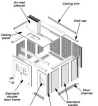




Dear Nick,

Please review quote below, based on our meetings/discussions and design requirements:

Product Name Part Number	Basic Product Description	Generic Product Picture	Item Qty	Basic Unit Price	Extended Total Price
Custom Designed & Engineered Avani Environmental Intl., Inc. Dual Welding Booths Models WB-601612 <i>Designed to operate without overhead ductwork, allows loading/unloading of work-pieces with unique designed crane rails (booth top), and has integral gas plumbing for welding gasses.</i>	Complete custom engineered welding booths each c/w base dimensions of 16'W x12'D x8'H with the premier model features that include: specially designed crane slots for loading/unloading manderals into weld booths, backdraft hood dimensions: 74"L x 84"H x 10"D (backdraft hood with two per booth) and (5) dust-proof LED light fixtures per booth side, built-in removable clean-out drawers, standard 8"D fume arm connections, standard electrical outlets – (2)110V (3-phase optional), compressed air connections - CO2 or gas connections (specify qty at time of order), ethernet cable, standard shelf, adjustable mounting feet, welding curtain support bracket, double walled construction robotically welded and powder coated afety blue RAL #5005 paint finish, panels are 16-gauge stee (see drawings for additional specifications).		12	\$23,847.00	\$286,164.00
Top Mounted Continuous Duty Cartridge Fume Collection Systems Avani Environmental Intl., Inc. Models SDC-15-9 <i>Top mounted collection systems provide ventilation of welding fume and allow for re-circulation back into the plant w/clean air.</i>	Continuous duty self-cleaning cartridge fume collection systems ea c/w 15HP TEFC motor and high-volume centrifugal blower w/aluminum impeller, (9) extended surface cartridge filters, removable dust drawers, automatic self-cleaning system w/adjustable timer/controller, UL listed control panel w/combination motor starter/disconnect/overload protection and related accessories. Unit is constructed from 12/14-gauge welded steel with a durable powder coat paint finish; RAL-5005 safety blue.		6	\$16,693.00	\$100,158.00

<p>Magnehelic Differential Pressure Gauges</p>	<p>Magnehelic® differential pressure gauges, 0-10"WG IN SP, mounted in a bracket with connections for fume collection system.</p>		<p>6</p>	<p>\$250.00</p>	<p>\$1,500.00</p>
<p>Avani Environmental Intl., Inc. Swing Arms/Fume Extraction Arms Model 2040</p> <p>Swing arms for manual stations at the end or booth lines.</p>	<p>Swing arm each c/w with dimensions 8"D x 14'L with 14"D source capture hood, hanging version, tension spring w/safety cover, adjustable knuckles w/grease zirc fitting, powder coated steel tubes, heavy-duty flexible hose elbows, mounting swivel base, inline volume control butterfly damper and external perimeter grab handle.</p>		<p>4</p>	<p>\$1,307.00</p>	<p>\$5,228.00</p>
<p>Mechanical Installation of System</p> <p>Mechanical installation and assembly of side, rear, top booth panels as well as collection systems mounted rooftop of each booth (no ductwork required).</p>	<p>Mechanical installation and assembly includes; travel, expenses, labor to mount & assemble booth panels side, rear, roof structure, LED light fixtures, collection systems, and related components (including swing arms and brackets). Estimated time frame 4-men for 2-3 weeks.</p> <p>(Excludes: offloading & storage of equipment, material handling & lift rental (sourced locally by customer), electrical wiring, compressed air plumbing, fire suppression (where required), demolition work or holiday work - unless otherwise stated).</p>		<p>1</p>	<p>\$29,000.00</p>	<p>\$29,000.00</p>
<p>Plasma Cutting Fume Collection System SDT-4-16</p>	<p>Downward airflow fume collection system c/w (16) flame-retardant cartridge filters, Photohelic® cleaning system & gauge, pyramidal hopper w/55-gallon drum & lid kit, centrifugal fan w/15HP motor, discharge silencer, control panel, and related accessories.</p>		<p>1</p>	<p>\$24,226.00</p>	<p>\$24,226.00</p>
<p>Inline Spark Trap for Plasma Cutting Fume Collection System</p>	<p>Inline ductwork mounted spark trap w/specially designed baffle system designed to mitigate spark entry into collection system.</p>		<p>1</p>	<p>\$3,088.00</p>	<p>\$3,088.00</p>
<p>Optional Accoustical Panel Galvanized Enclosure for Plasma Cutting Operation</p>	<p>Custom plasma cutting fume exhaust booth c/w opening for crane loading/unloading, 2" thick galvanized enclosure c/w solid skin panels, 4# mineral wool fiberglass insulation fill, perforated liner, internal structural stiffeners, 18/22-gauge tongue and groove construction to also include AutoCAD DWG and assembly instructions & hardware.</p>		<p>1</p>	<p>\$6,773.00</p>	<p>\$6,773.00</p>

<p>Mechanical Installation of Plasma Enclosure, Ductwork, Collection System and Related Components.</p>	<p>Mechanical installation includes labor to assemble/install collectors, hoods, ductwork, and related accessories.</p> <p>(Excludes: lift rental, electrical wiring, compressed air piping, fire suppression (where required), roof or wall penetrations may be additional, concrete pad(s), permits, and offloading/storage of equipment. (also, demolition work or holiday work – is additional unless otherwise stated).</p>		1	\$7,800.00	\$7,800.00
<p>Ductwork System for Plasma Cutting Fume Collection System</p>	<p>Pre-fabricated ductwork complete with straight duct, branch transitions with 30-degree or 45-degree entry, elbows/bends, and hanger brackets (includes related accessories including flexible hose where required).</p>		1	\$3,100.00	\$3,100.00
<p>HEPA Filter Housing for Plasma Fume Collector</p>	<p>Filter housing c/w pleated pre-filters, HEPA safety filters, side access doors, and related accessories.</p>		1	\$3,684.00	\$3,684.00
<p>Swing Grinder Dust Collection System SDT-3-12</p>	<p>Downward airflow dust collection system c/w (12) flame-retardant cartridge filters, abrasive inlet, Photohelic® cleaning system & gauge, pyramidal hopper w/55-gallon drum & lid kit, centrifugal fan w/15HP motor, discharge silencer, control panel, and related accessories.</p>		1	\$25,823.00	\$25,823.00
<p>Ductwork System for Swing Grinder Dust Collection System</p>	<p>Pre-fabricated ductwork complete with straight duct, branch transitions with 30-degree or 45-degree entry, elbows/bends, and hanger brackets (includes related accessories including flexible hose where required). <i>NOTE: Increases hood connection/diameter from 6"D to 8"D for increase capture velocity at the face of the hood from 1,176FPM to 2,309FPM.</i></p>		1	\$3,200.00	\$3,200.00
<p>Mechanical Installation of Swing Frame Grinding Station Dust Collection System</p>	<p>Mechanical installation includes labor to assemble/install collectors, hoods, ductwork, and related accessories.</p> <p>(Excludes: lift rental, electrical wiring, compressed air piping, fire suppression (where required), roof or wall penetrations may be additional, concrete pad(s), permits, and offloading/storage of equipment. (also, demolition work or holiday work – is additional unless otherwise stated).</p>		1	\$3,689.00	\$3,689.00
<p>Pipe Cleaning & ID Grinding Booth Dust Collection System SDT-4-32</p>	<p>Downward airflow fume collection system c/w (32) flame-retardant cartridge filters, Photohelic® cleaning system & gauge, pyramidal hoppers w/55-gallon drum & lid kits, ground mounted centrifugal fan w/40HP motor, discharge silencer, control panel, and related accessories.</p>		1	\$48,168.00	\$48,168.00

<p>Optional Accoustical Panel Galvanized Enclsours for Pipe Cleaning & ID Grinding Stations</p>	<p>Custom ID grinding and pipe cleaning custom booths c/w 2" thick galvanized enclosure c/w solid skin panels, 4# mineral wool fiberglass insulation fill, perforated liner, internal structural stiffeners, 18/22-gauge tongue and groove consturction to also include AutoCAD DWG and assembly instructions & hardware.</p>		2	\$14,694.00	\$29,388.00
<p>Optional Front Access Doors for Pipe Clenaing & ID Grinding Booths</p>	<p>Custom front access doors and walls for custom booth enclosures; includes double hinged doors and related hardware.</p>		2	\$6,680.00	\$13,360.00
<p>LED Light Fixtures and Conduit for Custom Enclosures</p>	<p>Dust tight LED light fixtures with conduit for connecting dust-tight light fixtures. Final wiring supplied by others.</p>		1	\$6,500.00	\$6,500.00
<p>Vacuum Systems for Pipe Cleaning & ID Grinding Booths</p>	<p>Custom electric or pneumatic vacuum systems c/w clean-up tools/housekeeping tools, hose, brackets, and related equipment.</p>		2	\$2,070.00	\$4,140.00
<p>Ductwork for Pipe Cleaning & ID Grinding Station Booth Systems</p>	<p>Pre-fabricated ductwork complete with straight duct, branch transitions with 30-degree or 45-degree entry, elbows/bends, and hanger brackets (includes related accessories including flexible hose where required).</p>		1	\$6,400.00	\$6,400.00
<p>Mechanical Instalation</p>	<p>Mechanical installation includes labor to assemble/install booths, dust collector, ductwork, and related accessories.</p> <p>(Excludes: lift rental, electrical wiring, compressed air piping, fire suppression (where required), roof or wall penetrations may be additional, concrete pad(s), permits, and offloading/storage of equipment. (also, demolition work or holiday work – is additional unless otherwise stated).</p>		1	\$14,400.00	\$14,400.00



<p>Grand Total: \$625,789.00</p>

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 Downdraft Hoods for Plasma Cutter	Galvanized downdraft hoods for plasma cutter. Hoods ea c/w plenum, cleanout door, internal baffle, sawtooth top surface, and mounting legs (base dimensions 29"W x 60"L x 20"H ±).	2	\$2,240.00
Pneumatic Filter, Regulator, and Drain Kits	Pneumatic filter regulator, gauges, dryer, and drain kits for dust collectors (mounted prior to compressed air manifold on the entry of each collector).	3	\$3,744.00

FireTrace™ Automatic Fire Suppression Systems	Automatic fire suppression systems c/w control panels, tubing, discharge nozzles, and related components (final charging & certification provided by local fire suppression contractor)	3 or More	Pricing Upon Request
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Let me know if you have any questions and when it would be convenient for you and your staff to begin discussing final terms of a contract.



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

Exclusions:

- Welding curtains (supplied by customer or quoted upon request – brackets are provided).
- Lift and material handling equipment for installation of booths/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.

References (Partial List of References)

- Shepherd Air Force Base ~ Wichita Falls, TX Dual Welding Booth Installation
- District 5/Local 37 Boilermakers ~ Slidell, LA Avani Installation/Avani Collectors/Customer's Booths
- Medix/Fortis College ~ Smyrna, GA Avani Welding Booths/Avani Collector & Installation
- Grand Lake HS/Tech School ~ Grand Lake, LA Avani Welding Booths/Collectors
- Cameron ~ Berwick, LA Avani Portable Systems for Hex Chrome Applications
- Architectural Glass & Metal ~ Baton Rouge, LA Avani Portable Systems
- West Point Tech Center ~ West Point, MS Avani Welding Booths/Installation/Exhaust Fan
- Union Springs Tech Center ~ Montgomery, AL Avani Welding Booths/Installation/Exhaust Fan
- Westinghouse Nuclear Welding Center ~ Chattanooga, TN Avani Welding Booths/Collectors/Installation
- Hennessey Industries ~ Laverne, TN Avani Custom Backdraft Hood Work Stations/Collectors/Installation

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 10-12 weeks after receipt of order.
- **Prior to shipment second deposit is required 35% (shipping docs, photographs, and related info provided)**
- 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**



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

Sincerely,

Ken Haga
SE Territory Manager - Atlanta, GA Office
Avani Environmental International, Inc.
95 Cypress Drive
Youngsville, NC 27596
Office: 919.570.2862
Fax: 919.570.2863
Mobile: 919.971.1943
Email: khaga@avanienvironmental.com

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.

Quotation is valid for 30 days. Please review the quantity, products, specifications, electrical requirements, & terms carefully prior to accepting this quotation.

- 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.