



Offer No.: BBKAT.AS.OFF.PCM.200418.01.01

To,

Mr. Raúl Hita  
TRAVIPOS,S.A  
C/Irlanda, S/N – Sector Norte  
Polígono Industrial Constantí  
43120 Constantí (Tarragona)

**Address** Blumenbecker KAT  
Automation Private Limited  
S.No. 297-299, Indo German Technology Park,  
Urawade, Pirangut - Lavasa Road,  
Pune 412115  
INDIA

**Contact Person** Ashwin Sutar  
T: +91 20 66520021  
F: +91 20 66520023  
Mobile:+918380069265  
www.blumenbecker-kat.com  
Asutar@blumenbecker-kat.com

Reference:

- Your email to Mr. Hafiz Shaikh

**Date** 14/05/2018

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Dear Sir,

Thank you for your valuable enquiry regarding the requirement of control panel.

We would like to take this opportunity to introduce our company to you.

Blumenbecker KAT Automation Pvt. Ltd. is a joint venture company between Blumenbecker Group headquartered in Germany and Kat Controls from Pune. In India our focus is on following 5 technology verticals:

1. Control cabinets and switchgear assembly
2. Robotics
3. Controls applications
4. Industrial software
5. Electrical installations and commissioning

Blumenbecker is a multi-brand automation company and we support all the leading automation brands (Siemens, Rockwell, Schneider, Mitsubishi etc.) and robotic brands (Kuka, Fanuc, ABB, Universal, Motoman etc.) through our team of expert engineers having international work experience. Blumenbecker in India has worked in variety of industries, namely: Automotive, packaging, FMCG, decanters and separators, process (oil, dairy), cement, pharmaceuticals,



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renewable energy etc. We have done projects in machine automation, line automation and process automation.

We also provide services for E-PLAN engineering, PLC, HMI and drive programming and commissioning and robotic simulation and online programming.

Please find below our commercial offer. Hope it is in-line with your requirement however please do not hesitate to let us know if you need any more details related to our products and solutions.

Further we assure you for our best service at all times.

With Best Regards,

Ashwin Sutar  
Manager – Business Development  
Blumenbecker KAT Automation Pvt. Ltd.

Madhuri Konkar  
Commercial Manager  
Blumenbecker KAT Automation Pvt. Ltd.





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**COMMERCIAL OFFER**

SR. No.	DESCRIPTION	QUANTITY	UNIT RATE	TOTAL (INR)
1.	Control Panels: AS01,AS02,BV0,Control Desk CD,CD2 and Operating pendants.  Included: - 01 Panel assembled with components mentioned in BOM (refer annexure 1 for details) - PLC Programming  Not Included: - Commissioning - Special Packing & Forwarding - Field Components	1	₹ 64,85,000.00	₹ 64,85,000.00
TOTAL				₹ 64,85,000.00

**Notes:**

- Material addition or changes will be charged extra.
- Commissioning not included in the offered price, commercial offer for the same will be provided separately if required.
- Minimum ordering levels considered for select components.
- The mentioned pricing is not applicable for sale of individual components or KITs.
- If necessary, hand-correction on the document/schematic will be provided.
- Taxes if applicable shall be charged extra (In accordance with the statutory provisions at the time of dispatch)
- Software licenses not included in the offered price.



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### TERMS AND CONDITIONS FOR BUSINESS OF CONTROL CABINETS

1. P.O. in the name of : Blumenbecker KAT Automation Pvt. Ltd.
2. Price basis : In accordance with INCOTERMS 2010 – EXW/Pirangut.
3. Packing Charges : Included (Standard Packing) in the offered price.
4. Freight Charges : Not Included in the offered price
5. Insurance : Not Included in the offered price.
6. Programming/ Designing charges : Included in the offered price. Separate offer will be provided if commissioning support is required at site.
7. Commissioning charges : Not included in the offered price. Separate offer will be provided if commissioning support is required at site.
8. Electrician charges : Not included in the offered price. Separate offer will be provided if electrician support is required at site.
9. Payment terms : Advance 30% price and taxes and balance 70% along with taxes against delivery.
10. GST : Extra as applicable, Present rate 18%.
11. Validity of Offer : 30 days from the date of offer.
12. Clauses : Force Majeure clause applies to all our offers.
13. Jurisdiction : Disputes if any, to be settled in Pune jurisdiction only.
14. Exclusions  
Liability for any and all damage or loss, whether direct or indirect, as well as for any subsequent or pecuniary damage or loss, regardless of its nature, is excluded. This does not apply to damages due to intentional or grossly negligent breach of duty as well as harm to life, body or health.
15. Technical Modifications  
We reserve the right to make modifications of a technical nature where these prove to be advantageous on closer analysis and do not have any negative impact on the function, delivery time and price.
16. Non-solicitation clause  
Non-solicitation clause shall apply to all our offers. You or your end customer will not directly or indirectly solicit, without the prior written consent of BBKAT, any of the present or past employees/ contractors/ distributors of BBKAT or its subsidiaries to work as consultant, advisor, employee, agent, trustee, director or otherwise get associated in any manner during the term of this agreement and for a period of 2 years from the last date of performance of duties/ invoicing by BBKAT for any requirement of yours.



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#### 17. Third party liabilities

Third party liabilities resulting from obligations of other contracts, for any reason, will be excluded, even though this may be coordinated by us. No liability is accepted for errors in inputs provided to us. Our person shall be liable only for the purpose and scope of insurance conditions. Consequential damages and financial losses such as loss of profit are basically excluded.

#### 18. Warranty

- a. Carry in warranty of 12 months from date of commissioning or 15 months from date of despatch readiness whichever is earlier and against any manufacturing defect only.
- b. For bought – out items, warranty is limited to the first purchaser & is based on return of the faulty unity to our Pune Works only.
- c. We reserve the rights to repair or replace the faulty unit after receipt & inspection at our end.
- d. In case of warranty replacement, freight, taxes & duties and clearing charges required if any, will be on your account.

This warranty covers defects encountered in the normal use and maintenance of the product and does not apply if the product is damaged due to physical abuse, mishandling, accident or negligence, or if the product is altered by the Purchaser in any way. Blumenbecker KAT Automation Pvt Ltd. Shall have no liability or responsibility to the Purchaser or any other person for any special, incidental or consequential losses or damages caused or alleged to be caused directly or indirectly by their product or integrated components.

#### 19. Scope of delivery

The scope and design of the goods and services offered are carried out as described above. All deliveries and services not mentioned above are not a part of this offer. Other customer requirements may be accommodated with separate offers for time effort and material required.

Our products undergo standard plant tests. Any additional official tests or special acceptance procedures at our plants shall be invoiced separately.

Verifications and validation of security features are not included in the scope of our supply.

#### 20. Supplementary terms and conditions

If Blumenbecker KAT Automation Pvt Ltd works according to purchaser's technical specifications, Blumenbecker KAT shall not, within the meaning of Council Directive 2006/42/EC (Machinery Directive), be considered responsible for placing the product so made on the market, since Blumenbecker KAT cannot be held accountable for the conceptual design and electrical engineering of the control box/panel.



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21. Delivery : 10 – 12 weeks from techno-commercially correct PO along with advance.

We assure you that your order will be executed to your complete satisfaction.

We hope that this quote is according to your requirements. Please do not hesitate to contact us if you have any questions. We would be delighted to hearing from you soon.

22. Please mention the offer number in your purchase order.