



Sales Quote

INDUSTRIAL BUSINESS INTL CORP

1580 Sawgrass Corporate Parkway

Suite 130, Sunrise, FL 33323

Tel: 954-302-3187, 315-4781

Fax: 954-838-7746

E-mail: ibicorp@intech-ie.comTax Certificate No. **16-8012998465-1****Quote #****IBI-2024-0072A****Date:**

September 17th, 2024

Customer ID**PDVSA PLCRZ****Bill To:****PROCURA INTERNACIONAL**

Jennyfer Flores

jennyfer.procurainternacional@gmail.com

Cel: +58 4122026754

Ship To:

Custom Agent of Customer to be advised

Your #	Our #	Sales Rep	Incoterms – CIF	SHIP VIA	Terms	Validity
Email	IBI-2024-0072 / 2407-28156B	L. Zuniga	Maiquetia Airport	BWPPD	Prepayment	60 days

Item	Qty	Units	Description	Unit Pr (US\$)	Total (US\$)
1	3	Sys	APPLIED ANALYTICS APG-710, ON LINE Hydrogen Monitoring System which includes: TAGS AT-20501, AT-20001, AT-20007 <u>1 Eqp - APG-710</u> - Exd box for TCD sensor Measurements: H2: 0-100% An ultra-compact gas detection module configured to measure hydrogen. The unit operates on the principle of thermal conductivity. (A) Human Machine Interface [HMI] >> www.a-a-inc.com/documents/AA_DS202A_HMI.pdf • 8.0" TFT touch-screen LCD • Ports: 2x serial, 4x USB, 1x Ethernet (B) NEMA 4 Painted Carbon Steel Analyzer Enclosure – Wall Mounted >> www.a-a-inc.com/documents/AA_DS401X_Enclosures.pdf *see data sheet for various other enclosure options (C) Outputs & Communication >> www.a-a-inc.com/documents/AA_DS205A_VCIM.pdf • 1x galvanically isolated 4-20 mA analog output per measured parameter • 2x digital outputs for fault/relay control *additional outputs and communication protocols are available (D) Customization - Vortex Cooler - MODBUS RS-485 Capabilities <u>1 Eqp - X-Purge, PN 012-0393</u> - Purge system for analyzer enclosure A purge option for compliance with area classification: Class I, Div I, Groups B, C & D. Zone 1, Group IIC <u>1 Eqp Extractive Sample Conditioning System, PN 830-2301</u> Item Customizations: +Enclosure Ex-heater for temperature control +Membrane Filter	118,500.00	355,500.00

			The 'standard' extractive SCS is built for optimal response speed and automated sampling functionality. • NEMA 4 painted carbon steel enclosure • Flow cell (sample/light interface) mounted inside the enclosure • Wetted parts include: SS316 tubings & fittings, Viton gaskets, and quartz optical windows <u>1 Factory Acceptance Test - Functional & Visual, PN FAT-002</u> Visual inspection and full, hands-on testing of systems' functionality (including testing with calibration gases) by two buyers' representatives at AAI facility (USA) Customer's attendant will take care of the costs related with their Air Tickets, transportation and Lodging Any special testing is subject to prior agreement and extra charges. The end user is required to approve the procedures and sign the drawings before the Factory Acceptance Test occurs. Engineering will provide the Factory Acceptance Test Procedure with the Approval Documents Package. <u>1 Pcs Crating & handling Charges – International, PN CST-0977</u>		
2	3	Sys	OPTIONAL IMPROVEMENT APPLIED ANALYTICS MicroSpec MCP-200 Modular IR Detector, PN MCP-200 Data Sheet: www.a-a-inc.com/documents/AA_DS003A_MCP200.pdf - Exd box for MCP flow cell Measurements: Total Hydrocarbon: 0-10% (A) MCP-200 Module • Houses: light source, detector, and sample flow path • Light source: subminiature tungsten black-body source (B) Wetted parts • Cell body: stainless steel 316/316L • Optical windows: sapphire • O-rings: Application dependent (C) Outputs / Communication • serial communication with HMI - FAT included together with item 1 - Gas to be monitored will come from Extractive Sample Conditioning of item 1 - Crating & handing Charges – International PN CST-0977	44,200.00	132,600.00
3	3	Sets	APG-710 Spare Parts Package (2-year) Includes: • FFKM O-ring package (Qty=2) • nova-II light source replacement (Qty=1) • Collimators (Qty=4) • Cooling Window Solid Union Assemblies (Qty=2) • Fiber optic cable set (Qty=1) • Solid State Drive w/ preloaded software (Qty=1) **Package is meant to include most commonly replaced items. Items that fail but are not included here are covered under AAI's warranty and standard Terms & Conditions.	11,500.00	34,500.00
4	1	Serv	On-site Assistance on Commissioning, Start-up & Training on APPLIED ANALYTICS Systems to be done on PDVSA PLCRZ Refinery, Venezuela, by One (1) Technician during Five (5) full days • 1 Technicians @ 5 days	25,270.00	25,270.00

		- Estimated Labor Cost per DIEM: 36 Travel hours @ US\$ 145.00 ea 40 Working hours @ US\$ 360.00 ea 6 Days of Estimated Expenses including Hotel, transportation, meals, etc @ US\$ 525 per day - Air Ticket Boston / Pto Fijo / Boston @ US\$ 2,500.00 Notes: Working days of 8 hrs Extra Hour on Working days @ US\$ 450.00/hr Hours on weekends & holidays @ US\$ 540.00/hr Maximum labor day of 12 hrs Stand by days @ US\$ 1,450.00 ea Expenses on extra days will be billed at same fix rate		
		Delivery Time 16 – 20 wks after receiving your PO and payment Services Must be scheduled in advance (see Service Notes) Equipment must be installed on site before technician arrival Payment terms 100% Prepayment with Order Volume & Weight To be notified		
		Service Notes: - The dates of service will be fix and scheduled with at least four (4) weeks in advance of acceptance of installation by customer. - Personnel of affiliated company in Venezuela, SERVITECH ORIENTE will do local support on these services. - Partial Invoicing will be done with successful comply of milestones described on payment terms. In case of any advance payments it will be deducted accordingly on each Invoice. - PDVSA PLCRZ must supply all support on site including services of electricity and air (if required) to Working Teams at Refineries and Control Room. A list of necessities regarding power supply, air & water will be supplied at time of order reception and programming Job - Security induction procedures for allowing personnel to access the Plant will be done during working hours of service		



			6. Our personnel should be allowed to use bathroom and food area under PDVSA PLCRZ's conditions. 7. If Installation is halt or delayed because major force or Internal PDVSA PLCRZ's Situations, partial invoices regarding labor and expenses will be done for paying at status of job at that moment. Also a standby charge @ US\$ 1,450.00 per day will be generated until work could be reinitiated when PDVSA PLCRZ will authorize these activities again and the conditions of site will allow to continue them safely and efficiently 8. A complete Report of final working hours, extra hours, standby days, extra flat rate expenses day, etc, will be issued at the end of the Job done. This Report must be signed by customer for supporting any Labor difference between original estimates and final Job done 9. Any Tax discount or charge which must be paid for our Intl services in your country will be PDVSA PLCRZ's responsibility and will be charged it on Final Invoice. 10. Any special safety equipment and/or accessory must be supplied by PDVSA PLCRZ at site for all personnel involved. 11. PDVSA PLCRZ is responsible to have a record of working hours inside their installations of this technical personnel 12. All above conditions must be part of final Purchase Order and/or contract <i>Cc: Williams Brito – INTECH PLCRZ</i>		
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**PLEASE TRANSFER TO OUR
ACCOUNT AT:**

TRUIST Bank
450 North Pine Island
Plantation, FL 33324
Account #: 0140953040
ABA# 053-101-121
Routing/Transit Number: 2631-9138-7
Swift Code: BRBTUS33

THANK YOU FOR YOUR BUSINESS

Subtotal	US \$	547,870.00
Freight	US \$	Included
Insurance	US \$	Included
Docs.	US \$	Included
TOTAL	US \$	547,870.00