

Kęty 21.09.2009

Re: Inquiry for unloading system for standard profiles - destacker, as part of 35 MN press project, co-financed with European Union with funds of The Regional Development Fund within The Operational Programme “Innovative Economy” (IE OP 2007-2013).

We kindly ask to send us your detailed offer for **unloading system for standard profiles - destacker, for 35 MN front loading press with billet loader and thermal control of the container**, according to below mentioned main technical characteristics:

I. Technical characteristics:

1. Subject of the offer (exact same wording necessary): unloading system for standard profiles – destacker for 35 MN front loading press with billet loader and thermal control of the container

Information about directly co-operating equipment:

It will co-operate with: system of conveyors and automatic cranes for transport of the baskets
Run out: double length system: 2 x 52 m + approx. 7 m – see configuration in attached lay out

2. Main data of extruded profiles:

Max. profile weight: 15 kg/m – total from all cavities

Belts must be equipped with traction system preventing slipping under load

Average. profile weight: 2,2 kg/m – total from all cavities

Min profile height: 5 mm

Max profile height: 270 mm

Max circumscribing circle of the profile: 270 mm

Min cutting length of standard profiles: 2 m

Max. cutting length of standard profiles: 7,5 m

3. Max. batch (1 layer of profiles) width in the basket: 1 000 mm

4. Unloading system for standard profiles should consist of :

4.1. one destacker with single packing station for standard profiles

4.2. one destacker with double packing station for standard profiles, equipped with roller conveyor for distribution of the profiles between both packing stations.
Control system must be flexible making possible unloading of profiles from any basket to any packing station with any sequence.

See configuration on the lay out

5. Type of both destackers: LIFO (LAST IN FIRST OUT)

6. Possibility to unload of the batch of profiles composed of

- 2 length of profiles within the range of 2 – 3,5 m
- 1 length of profiles within the range 3,6 – 7,5 m

7. Type of destackers – conventional, working through spacers, handling batches of profiles situated on steel spacers in form of rectangular tube with dimensions of 40 x 10 x 1190 mm x 2 mm wall thickness with textile covering

8. Profiles with length within 2 - 7,5 m will be placed in standard basket – see attached drawing of the basket

9. Pitch of the grippers – 900 mm

10. Function of unloading the layers of profiles that are put on top of another in the basket and unloading of layers of profiles on the combs of the baskets (in such case layers of profiles do not touch each other)

11. Max weight of single batch:
- 300 kg for profiles up to 7,5 m

12. Belts on the packing station of the stackers

Belts width: approx. 100 mm as per your recommendation
Belts pitch as on the whole run out system (axis to axis): 900 mm

13. Data of the baskets

Average weight of the material in the basket for the ageing oven

- standard basket: 800 kg

Maximum weight of the material in the basket for the ageing oven

- standard basket: 1200 kg

Note: For calculation of the conveyors and automatic cranes you should assume 50 % of max. load and 50 % of the average load, i.e. 1000 kg of aluminium in the standard basket

Max. weight of the basket itself (steel basket + steel spacers with textile covering)

- standard basket: 700 kg

14. Spacer handling system - for configuration see lay out.

System equipped with 2 positions of spacer boxes for each destacker.
One spacer box is in service and the other one in standby ready for quick switch over for service.

Spacer boxes must be able to drive out by a motorised system from the area of spacer carriage operation outside for replacement

15. Both destackers must be equipped with the clamping system, assuring fixed position of the basket / baskets for unloading

16. Destacker with single packing station for standard profiles to be offered with included one piece of on the floor conveyor for full baskets from which destackers is unloaded
Other conveyors (including empty basket return lines will be part of system of conveyors and automatic cranes for transport of the baskets

17. Destacker with double packing station for standard profiles to be offered with included two pieces of on the floor conveyors for full baskets which are situated in the positions from which this full baskets are unloaded

18. Supervision to assembling, start up and final acceptance procedure by specialised, English speaking personnel. We will provide the manpower to work under such supervision and will ensure translation. The costs of board and lodging as well as local transport (airport – hotel – plant) should not be included in the offer. We will cover these costs locally.

19. All cables and electrical installation material (such as for instance cable trenches with hangers) from electrical cabinets to the equipment are to be quoted

20. Safety systems and safety devices including for instance, safety shields for moving parts, safety fences, safety access doors, electrical locks for safety doors.

21. Noise level of the equipment at places of operators - below 85 dB

22. HMI system for the operator.

23. Interconnection of signals with other directly co-operating equipments PLC's wherever necessary - like: system of conveyors and automatic cranes for transport of the baskets.

24. Control system based on Siemens S7 PLC series 300 or 400, with possibility of connection to local Ethernet network and remote service by VPN connection, which we will provide.

25. If communication of PLC with executing devices (like frequency converters, laser length measuring devices, etc) is necessary Profibus DP should be used for it. Exchange of the data between the press PLC and the PLC's of other directly co-operating equipment to be done by Ethernet.

26. All the control signals should be available in the PLC for pick up by Production Management System (production data collection). We do not need Production Management System to be offered, since we already have one. It is only to make sure that signals will be available in the PLC for pick up by our Production Management System by means of before mentioned data exchange table.

II. Exclusions from the scope of supply – for clarity reasons, what items should not be offered

1. Any civil works
2. Electrical supply lines for electrical cabinets
3. Supply line for other utilities (for instance: water, compressed air, nitrogen) up to the connection points on the equipment
4. Lifting equipment for assembling of the equipment and for regular operation (like for instance crane for tool handling)
5. Modifications in PLC's of other suppliers (i.e. suppliers of co-operating equipment like: extrusion press, run out system, etc)
6. Scrap bins
7. Manpower for assembling and commissioning
8. The costs of board and lodging as well as local transport (airport – hotel – plant) specialised, supervising personnel.

III Lay out

Attached you can find the indicative lay out drawing of the equipment, with identified 60 items (apart from the extrusion press itself), which form the production line. Excel file is attached, with list of items and short description of each item.

Please note, that main purpose of the attached lay out is to show the idea of material flow, the idea of interrelation between various equipment and relation of the equipment to the building.

Dimensions of the structure of the building are fixed.

The other dimensions should result from the above mentioned specification of the equipment. Please do not scale and take dimensions of the equipment from this lay out drawing.

We ask you to quote item no. 55 - 59 on the lay out.

Other items are shown for your information, in order you can have better idea about the configuration of other directly co-operating equipment as well as configuration of all other equipment.

IV Conditions of the presentation of the offer

We kindly ask to deliver to us the offer only in written form with signature, within 30.10.2009. - 2.00 p.m. in closed, not transparent envelope marked:

“The offer for unloading system for standard profiles - destacker, for 35 MN frontloading press with billet loader and thermal control of the container”

We kindly ask not to send the offer by e-mail or fax.

We ask to send it enough time in advance (preferably by courier service) to be sure it reaches us before 30.10.2009. - 2.00 p.m

The offer should be addressed to

GRUPA KĘTY S.A.

Ul. Kościuszki 111

PL 32-650 Kęty

Poland

To the attention of Mr Adam Miarka

The offer should be presented in English language and be structured according to the below presented pattern:

1. Subject of the offer: unloading system for standard profiles - destacker, for 35 MN front loading press with billet loader and thermal control of the container

2. Price in EUR, including delivery DDU Keřy and supervision to commissioning

3. Warranty period defined from Final Acceptance Test, completed with positive result:

Warranty period (min. 12 months) , covered by the Good Performance Bank Guarantee valid till the end of warranty period and in the amount of the 10% of the Contract Value.

4. Time schedule of delivery and commissioning

Delivery date DDU Keřy: weeks from signing the contract (in anyway not later than May 2011)

First basket unloaded: weeks from signing the contract

Final Acceptance Test, completed with positive result: weeks from signing the contract (in anyway not later than November 2011)

5. Payment conditions

If payment conditions assume the advance payment installments, the payment will be covered by bank or insurance payment guarantee in the amount of each payment and valid till the end of delivery.

6. Validity of the offer (in any case not shorter till 15.01.2010)

7. Appendix no. 1 – Technical specification to the offer presenting technical side of the equipment.

We ask to present in the offer in details the following issues:

7.1. Detailed description of the equipment and its individual items / units / subunits, illustrated with pictures from most similar installation you have done and as much technical data as you can provide Please include as much as possible some drawings, sketches, pictures, for better explanation

7.2. Lay out drawing of the equipment as top view and other views and cross section drawings in most important areas

8. Appendix no. 2 – Other conditions of the offer (for instance detailed commercial conditions)

9. Appendix no. 3 - Up to date reference list for all delivered destackers for last 20 years

10. Appendix no. 4 - List of patented solutions to be used in the equipment, if any. Please attach copies of respective documents, which would confirm obtaining the patent or declare, that no patented solutions will be used.

11. Appendix no. 5 - List of brands for commercial components for electrical, mechanical, hydraulic, pneumatic systems (identifying which brand of for instance: frequency converters, pneumatic valves, bearings, etc is offered)
12. Appendix no. 6 - Declaration, confirming that you meet formal conditions to present the offer and to be able to be chosen as the supplier, due to procedures related with co-financing by European Union with funds of The Regional Development Fund within The Operational Programme “Innovative Economy” (IE OP 2007-2013). Pattern of the declaration to be filled in is attached to this inquiry.

The evaluation of the complying with the formal conditions will be done accordance with the formula: comply or not comply. If the Bidder does not comply with any of the formal criteria, his offer will be excluded from evaluation and excluded from possibility of attaining the order.

13. Appendix no. 7 – Declaration, confirming that you meet environmental criteria, if any such criteria are applicable. Pattern of the declaration to be filled in is attached to this inquiry. Please attach of copies of respective documents, which would confirm complying the environmental criteria.

The evaluation of the complying with the formal conditions will be done accordance with the formula: comply or not comply. If the Bidder does not comply with any of the formal criteria, his offer will be excluded from evaluation and excluded from possibility of attaining the order.

V. Additional information regarding how the offer will be processed:

Due to the formal reasons, connected with co-financing of this project by European Union with funds of The Regional Development Fund within The Operational Programme “Innovative Economy” (IE OP 2007-2013), we need to follow certain rules in the processing the offers and choosing of the supplier for this project.

We would like to inform you therefore how the offer, presented by, you according to above mentioned conditions, will be evaluated and on what basis the decision regarding the final choice of the supplier will be made.

Each presented offer will be evaluated with the use of assigned points, against below mentioned criteria. Each criterion will be evaluated independently.

The points for each individual criterion will be assigned to each bidder, depending on the rank of his offer after comparison with all the other presented offers. Ranking of sum of all individual points will be decisive for the choice of the supplier.

Criteria for evaluation of the offers:

1. **The criterion „the Price of the Offer”** will be calculated according to the following formula:

$$W_{\text{PRICE}} = (\text{PRICE}_{\text{min}} / \text{PRICE}_{\text{bidder}}) * \text{the coefficient of the importance} * 100 \text{ points}$$

where:

W_{PRICE} – means the quantity of points obtained in the category

$\text{PRICE}_{\text{min}}$ – means the minimum-amount offered among estimated offers

$\text{PRICE}_{\text{bidder}}$ – means the amount offered by the bidder

- the coefficient of the importance fixed in the category and expressed in percentage
- For this criterion we can give maximum **51 points**

2. The Criterion the technical „Value of the offer ” will be calculated according to the following formula:

$$W_{\text{TECH}} = (W_{\text{tech bidder}} / W_{\text{tech max}}) * \text{the coefficient of the importance} * 100 \text{ points}$$

where:

W_{TECH} – means the quantity of points obtained in the category

$W_{\text{tech max}}$ – means the maximum points gave in the technical estimation in the category

$W_{\text{tech bidder}}$ – means the quantity of points gave to the bidder offer.

- the coefficient of the importance fixed in the category and expressed in percentage
- for this criterion we can give maximum **35 points**

3. The criterion „Time schedule of the contract ” - will be calculated according to the following formula:

$$W_{\text{PERIOD}} = (W_{\text{min period}} / W_{\text{bidder period}}) * \text{the coefficient of the importance} * 100 \text{ points}$$

where:

W_{PERIOD} – means the quantity of points obtained in the category

$W_{\text{min period}}$ – means the shorter time of the final acceptance test offered among estimated offers

$W_{\text{bidder period}}$ – means the time of the final acceptance test offered by the bidder

- the coefficient of the importance fixed in the category and expressed in percentage
- the time of final acceptance test will be expressed in whole months starting from the date of order.
- For this criterion we can assigned maximum **4 points**

4. The Criterion „Warranty period” ” will be calculated according to the following formula:

$$W_{\text{Warranty}} = (W_{\text{Warranty bidder}} / W_{\text{warranty max}}) * \text{the coefficient of the importance} * 100 \text{ points}$$

where:

W_{warranty} – means the quantity of points obtained in the category

$W_{\text{warranty max}}$ – means the maximum period of given warranty offered in the category

$W_{\text{warranty bidder}}$ – means the period of given warranty offered by the bidder

- the coefficient of the importance fixed in the category and expressed in percentage
- the period of the offered warranty will be expressed in whole months starting from the positive final acceptance protocol
- for this criterion we can assigned maximum **4 points**

5. The Criterion „Payment condition” ” will be evaluated as following:

- During estimation of this criterion we can assigned from **0 to 6 points**. The better terms of the payment will receive properly biggest quantity of points.
- for this criterion we can assigned maximum **6 points**

6. The maximum quantity of points to the obtainment: **100**.

7. The Offers will be estimated according to the following formula:

$$W = W_{\text{PRICE}} + W_{\text{TECH}} + W_{\text{PERIOD}} + W_{\text{Warranty}}$$

8. The coefficient of the importance:

Serial	Condition	The coefficient of the importance	The condition of given points	Maximum points to be assigned
1	Price of the Offer	51%	According to rules described in point 1	51
2	Value of the offer	35 %	According to rules described in point 2	35
3	Time schedule of the Contract	4%	According to rules described in point 3	4
4	Warranty period	4%	According to rules described in point 4	4
5	Payment conditions	6%	According to rules described in point 5	6

9. The offer which obtained biggest quantity of points will be chosen. Remaining offers will be classified in accordance with a quantity of obtained points.

10. After process of evaluation of the offers is completed, each bidder will be informed about the status of his offer.

GRUPA KĘTY S.A.
Ul. Kościuszki 111, 32-650 Kęty