



Bulk Material Equipment

1333 W. McDermott-Suite 200 | Allen, TX 75013 | Office: 1-469-519-2757 |
Mobile: 1-214-601-2577 | Email: thomas@bulkmaterialequipment.com |
www.bulkmaterialequipment.com

Thursday, July 12, 2018

Customer

Customer Address:

City, State Zip

Attention: Customer Name

Quote: #Generic – ABB Family of Continuous Laser Level Controls with Pricing and Description

Mr. Customer,

Thank you for the opportunity to offer our proposal for the ABB Family of continuous laser level control equipment including the LM80, LLT100 and the LM200 Lasers, Mounting brackets and Handheld Communication Devices when needed to provide you with continuous level control in various applications such as silos, Cone and Jaw crushers, belt conveyors, stackers, reclaimers, shuttle belt conveyors, bins, liquid tanks & ponds as well as positioning control for things such as truck and railcar spotting as well as overhead cranes.

Our understanding of the project and foundation of this proposal is based upon:

- Visit by BME Salesman to Customer Site on date.
- Discussions on the possibility to create a corporate purchasing agreement between Customer Company Name and BME (BME is a Distributor for ABB Level Controls).

The lead time is 9 business days for the laser, handheld controller and mounting bracket after receipt of order.

Please contact me by phone 214-601-2577 or email Thomas@BulkMaterialEquipment.com with questions.

Best Regards,



Thomas Meade | CEO |(BME) Bulk Material Equipment
1333 W. McDermott, Suite 200 | Allen, TX 75013
Office: 469-519-2757 | Mobile: 214-601-2577
Fax 972-525-5458 | Email: thomas@bulkmaterialequipment.com
www.bulkmaterialequipment.com
www.linkedin.com/in/ThomasMeade

Cc:

- ?????

Attached:

- [LM80](#) User Manual
- LLT100 User Manual
- LM200 User Manual
- ABB Level Control for Mining



Prepared for:
Customer Name

ABB Continuous Laser Level Controls Proposal #????-REV 0
7/12/2018

Proposal for ABB LM80 Laser Kit



BME Proposal: #????

Revision: 0

Presented on

July 12, 2018



Prepared for:
Customer Name

ABB Continuous Laser Level Controls Proposal #????-REV 0
7/12/2018

Table of Contents

Basis of Proposal.....	4
Project Deliverables.....	4
General Project Scope.....	5
Hardware for (1) LM80 Lasers.....	6
Hardware for (9) LM80 Lasers.....	6
Hardware for (18) LM80 Lasers.....	7
Hardware for (1) LLT100 Lasers.....	7
Hardware for (1) LL200 Lasers.....	8
Project Management.....	8
Documentation.....	8
Customer Company Name Investment.....	8
<i>LM80 Continuous Laser Level Control Pricing:.....</i>	<i>9</i>
<i>LM 200 Continuous Laser Level Control Pricing:.....</i>	<i>9</i>
<i>LLT 100 Continuous Laser Level Control Pricing:.....</i>	<i>10</i>
Invoicing Milestones.....	11
Supplier Evaluation.....	11



Prepared for:
Customer Name

ABB Continuous Laser Level Controls Proposal #????-REV 0
7/12/2018

Page 4

Project Description

BME will provide one (1) ABB LM80 Laser Kit, Handheld Controller and Adjustable Mounting Bracket for your continuous level control applications.

BME will provide Qty (9) ABB LM80 Laser Kit, Handheld Controller and Adjustable Mounting Brackets for your continuous level control applications with quantity discounts.

BME will provide Qty (9) ABB LM80 Laser Kit, Handheld Controller and Adjustable Mounting Brackets for your continuous level control applications with quantity discounts.

BME will provide Qty (1) ABB LLT100 Laser Kit. There are no quantity discounts available on these devices, as our pricing is already discounted per device and we have no extra room for further discounting.

BME will provide one (1) ABB LM200 Laser Kit, Handheld Controller and Adjustable Mounting Bracket for your continuous level control applications that require 200 feet of reading capabilities. There are no quantity discounts available on these devices, as our pricing is already discounted per device and we have no extra room for further discounting.

Basis of Proposal

Our understanding of the project and foundation of this proposal is based upon:

- Visit by BME Salesman to Customer Site on date.
- Discussions on the possibility to create a corporate purchasing agreement between Customer Company Name and BME (BME is a Distributor for ABB Level Controls).

Project Deliverables

This is an equipment supply quote only.



Prepared for:
Customer Name

ABB Continuous Laser Level Controls Proposal #????-REV 0
7/12/2018

Page 5

General Project Scope

The general project scope includes the following major tasks:

1. Creating Proposal for (1) LM80 Lasers with: (1) Dust Tubes, (1) Handheld Controller, (1) Adjustable Mounting Bracket and all gaskets necessary.
2. Creating Proposal for Bundle of (9) LM80 Lasers with: (9) Dust Tubes, (1) Handheld Controller, (9) Adjustable Mounting Bracket and all gaskets necessary
3. Creating Proposal for Bundle of (18) LM80 Lasers with: (18) Dust Tubes, (1) Handheld Controller, (18) Adjustable Mounting Bracket and all gaskets necessary
4. Creating a Proposal for Qty (1) LLT100 with: (1) Dust Tube,
5. Creating Proposal for (1) LM200 Lasers with: (1) Dust Tubes, (1) Handheld Controller, (1) Adjustable Mounting Bracket and all gaskets necessary.

Our bid DOES NOT INCLUDE:

1. Sales Tax.
2. Permits.
3. A performance and payment bond.
4. Installation
5. Service Power or any other wiring
6. ATM Equipment and Services, Inc, dba: Bulk Material Equipment, is an authorized distributor for ABB Level Controls.
7. All purchase orders should be made out to Bulk Material Equipment.
8. Please let us know who we shall contact to get set up in your system as a qualified vendor.



Prepared for:
Customer Name

ABB Continuous Laser Level Controls Proposal #????-REV 0
7/12/2018

Hardware for (1) LM80 Lasers

1. Qty. 1 – [LM80](#) Laser Product Code: LM80.AP801-FM.....A800..LCD2
Description: LM80 Intermediate range continuous laser level or position sensor with (2) year warranty included)
 - a. (1) AP801: Powder Coated aluminum housing with 304 SS Dust Tube
 - b. (1) FM: US Certification for the United States
2. Option 1 Qty. 1 – Mounting Hardware: A800
Description: Aluminum adjustable pivot mounting bracket
3. Option 2 Qty. 1 – Laser Communication LCD2
Description: Laser communication device for configuring LM80

Hardware for (9) LM80 Lasers

1. Qty. 9 – [LM80](#) Laser Product Code: LM80.AP801-FM.....A800..LCD2
Description: LM80 Intermediate range continuous laser level or position sensor with (2) year warranty included)
 - a. (1) AP801: Powder Coated aluminum housing with 304 SS Dust Tube
 - b. (1) FM: US Certification for the United States
2. Option 1 Qty. 9 – Mounting Hardware: A800
Description: Aluminum adjustable pivot mounting bracket
3. Option 2 Qty. 1 – Laser Communication LCD2
Description: Laser communication device for configuring LM80



Hardware for (18) LM80 Lasers

1. Qty. 18 – [LM80](#) Laser Product Code: LM80.AP801-FM.....A800..LCD2

Description: LM80 Intermediate range continuous laser level or position sensor with (2) year warranty included)

- a. (1) AP801: Powder Coated aluminum housing with 304 SS Dust Tube
- b. (1) FM: US Certification for the United States

2. Option 1 Qty. 18 – Mounting Hardware: A800

Description: Aluminum adjustable pivot mounting bracket

3. Option 2 Qty. 1 – Laser Communication LCD2

Description: Laser communication device for configuring LM80

Hardware for (1) LLT100 Lasers

1. Qty. 1 –LLT 100 Laser Product Code: LLT100.AI.A.H.10.L5-E03..P901.A910

Description: LLT100 Intermediate range continuous laser level or position sensor with (2) year warranty included)

- a. AI: Body and electrical connection; Aluminum body - 1/2 in. NPT
- b. A: Process Flange ASME 2" class 150 / DIN 50mm PN16 bolt pattern, aluminum, flat face, cemented window
- c. H: Heated Window, Requires 24 Volt input
- d. 10: Communication Protocol 4-20 mA HART
- e. L5: Digital LCD integral display with TTG (Through-The-Glass) activated keypad.
- f. E03: Option: Explosion Protection Cert. includes FMus (Ex d CI, CII, CIII D1)
- g. P901: Dust tube
- h. A910: Swivel flange Mounting Bracket



Prepared for:
Customer Name

ABB Continuous Laser Level Controls Proposal #????-REV 0
7/12/2018

Hardware for (1) LL200 Lasers

1. Qty. 1 –LM200 Laser Product Code: LM200.AP201-FM....A200.LCD2....REFL
2. Description: LM80 long range continuous laser level or position sensor with (2) year warranty included)
 - a. AP201: Powder Coated aluminum housing with 304 SS Dust Tube
 - b. FM: US Certification for the United States
 - c. A200: Stainless steel adjustable pivot mounting bracket
 - d. LCD2: Laser communication device for configuring LM200
 - e. REFL: Reflector plate 36 in. x 36 in. / 90 cm x 90 cm, for positioning applications

Project Management

No Project Management is included. Equipment only Proposal

Documentation

- Original Manufacturers' Product Datasheets and Other Documentation Provided with Received Hardware

Customer Company Name Investment

Below is the investment summary table. Should you wish to see a more detailed breakdown, we will be happy to provide that.



Prepared for:
Customer Name

ABB Continuous Laser Level Controls Proposal #????-REV 0
 7/12/2018

LM80 Continuous Laser Level Control Pricing:

Option 1 LM80 Laser Kit	Price
<u>LM80</u> Laser Kit (Each) including Powder Coated aluminum housing with 304 SS Dust Tube and FM: US Certification for the United States	\$2,293.28
Option 1: Mounting Hardware: A800 Aluminum adjustable pivot mounting bracket	\$186.05
Option 2: Laser Communication LCD2 Laser communication device for configuring LM80	\$243.76
Total Each:	\$2,723.09

Option 2 LM80 Laser Kit Bundle of (9)	Price
<u>LM80</u> Laser Kit (Each) including Powder Coated aluminum housing with 304 SS Dust Tube and FM: US Certification for the United States	Each: \$2,129.23
Option 1 Qty (9): Mounting Hardware: A800 304 Aluminum adjustable pivot mounting brackets	Each: \$121.82
Option 2: Laser Communication LCD2 Laser communication device for configuring LM80	Each: \$243.76
Total for Bundle of (9):	\$20,502.67

Option 3 LM80 Laser Kit Bundle of (18)	Price
<u>LM80</u> Laser Kit (Each) including Powder Coated aluminum housing with 304 SS Dust Tube and FM: US Certification for the United States	Each: \$2,075.89
Option 1 Qty (18): Mounting Hardware: A800 Aluminum adjustable pivot mounting brackets	Each: \$120.83
Option 2: Laser Communication LCD2 Laser communication device for configuring LM80	Each: \$243.76
Total for Bundle of (18):	\$39,784.72

LM 200 Continuous Laser Level Control Pricing:



Prepared for:
Customer Name

ABB Continuous Laser Level Controls Proposal #????-REV 0
7/12/2018

Option 4 LM200 Laser Kit Bundle of (1)	Price
LM200 Laser Kit (Each) including Powder Coated aluminum housing with 304 SS Dust Tube and FM: US Certification for the United States	Each: \$3,164.19
Option 1 Qty (1): Mounting Hardware: A200 Stainless steel adjustable pivot mounting bracket	Each: \$185.73
Option 2: Laser Communication LCD2 Laser communication device for configuring LM80	Each: \$243.76
Option 3: Reflector plate 36 in. x 36 in. / 90 cm x 90 cm, for positioning applications	Each: \$217.98
Total for Bundle of (1):	\$3,811.66

LLT 100 Continuous Laser Level Control Pricing:

Option 5 LLT100 Laser Kit Bundle of (1)	Price
LLT10 Laser Kit (Each) including Powder Coated aluminum housing with 304 SS Dust Tube and FM: US Certification for the United States	Each: \$3,778.87
Option 1 Qty (1): Mounting Hardware: A910 Aluminum adjustable pivot mounting bracket	Each: \$0.0
Total for Bundle of (1):	\$3,778.87



Prepared for:
Customer Name

ABB Continuous Laser Level Controls Proposal #????-REV 0
7/12/2018

Invoicing Milestones

Following are the suggested invoicing milestones for this project. These milestones can be discussed and refined at the kick-off meeting.

Delivery:	11 Working days A.R.O.
F.O.B.:	ABB Dock, pre-paid and add
Payment Terms:	Net 30 days
Validity:	This proposal is valid for 60 days

Supplier Evaluation

For purposes of supplier evaluation, we add the following comments:

- This quote is valid until December 31, 2018.
- Demonstrations available upon request
BME Vendor set up information sent upon request