

MHE-Demag (T) Ltd.

25th Floor Sorachai Building
23/110-117 Soi Sukhumvit 63 (Ekamai)
Sukhumvit Road, Bangkok 10110
Tel: 0-2787-8500
Fax: 0-2787-8501

January 21, 2010

Website : www.mhe-demag.com

Nachaleeti Engineering (Thailand) Co., Ltd
1/22 Moo 14 Sukhumvit Road, Tambon Thaiban
Amphur Muangsamutprakarn, Samutprakarn 10280
Tel.: 02-707-8055-6 / Fax: 02-707-8057
E-mail: nachaleetianan@yahoo.com



Attention: Khun Anan Tatamnuk

BUDGETARY NO. A50-001-1/10/PA

Offer: Electric Wire Rope Hoist

Item 1: ONE (1) UNIT OF MHE-DEMAG WIRE ROPE HOIST: FDR-PRO 3-2.0 4/1 6Z 9/1.5

Item 2: ONE (1) UNIT OF MHE-DONATI WIRE ROPE HOIST: DRH 12V2 CEW

Thank you for your enquiry and we are pleased to submit the above offer for your consideration.

MHE-Demag Group is a joint venture between Demag Cranes & Components GmbH and Jepsen & Jessen (SEA) Pte Ltd, has been in the forefront of innovation and technical excellence in the material handling industry in ASEAN since 1972. The Group has gained certification in ISO9001:2000 (Quality), ISO14001 (Environmental) and OHSAS18001 (Workplace Health & Safety). You are therefore assured of the best quality product, environmentally friendly as well as supported by well trained and qualified personnel.

MHE-Demag Thailand with the latest state-of-art factory located in Hi-Tech Industrial Estate and a supported by an extensive service network all over the country. Our Service Centre is located centrally in Bangkok and 2 Branches & 4 Service Depots are there to provide you with an excellent sales support, after-sales service, parts support, training services such as preventive maintenance, safety & operation etc.

We trust our offer is in line with your requirement and that our company has the resources and credentials necessary to forge a long-term business relationship with you. If you need further clarification, please contact the undersigned.

Yours faithfully,



Chaityuth Paiboonpattanapong
Sales Manager
Equipment Sales Division

ENCL: Offer/Reference list/Value proposition

ITEM 1

ONE (1) UNIT OF DEMAG ELECTRIC WIRE ROPE HOIST MODEL: FDR-PRO 3-2.0 4/1 6Z 9/1.5

Foot-mounted hoist, FEM group of mechanisms **4m/M7**, design according to technical documentation.
Ambient temperature -10°C to $+45^{\circ}\text{C}$ ambient temperature -10°C to $+40^{\circ}\text{C}$ and Humidity max. 80%.

With electrical control box for hoist.

With control pendant switch fix on hoist.

Hoist technical data

Hoist model:	FDR-PRO 3-2.0 4/1 6Z 9/1.5
Safe working load / hook path	2,000 kgs. 6 metres
Main lifting speed	9.0 m/min
Power/CDF	5.3 kW 40% ED
Creep lifting speed	1.5 m/min
Power/CDF	0.8 kW 20% ED
Hoist motor	ZBR 100 D12/2 – B050
Type of enclosure motor	IP 55



Control

Type of current	Three-phase current
Operating voltage	380 Volts
Control voltage	48 Volts
Frequency	50 Hz

Special price per unit (for 1 unit) Baht 355,000.-

Special price per unit (for 20 units) Baht 314,000.-

Note:

- This price is inclusive of Delivery charges only.
- This price is exclusive of Value Added Taxes & Installation.

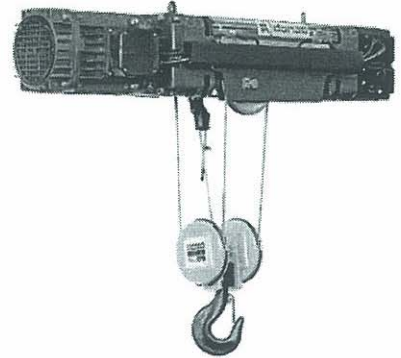
ITEM 2

ONE (1) UNIT OF DONATI ELECTRIC WIRE ROPE HOIST MODEL: DRH 12V2 CEW

Foot-mounted hoist, FEM group of mechanisms **2m/M5**, design according to technical documentation.
Ambient temperature -10°C to $+45^{\circ}\text{C}$ ambient temperature -10°C to $+40^{\circ}\text{C}$ and Humidity max. 80%.

Hoist technical data

Safe working load / hook path	1,000 kgs.	6.0 m
Main lifting speed	12.0 m/min	
Power/CDF	3.0 kW	27% ED
Creep lifting speed	4.0 m/min	
Power/CDF	1.0 kW	13% ED
Hoist motor	112K5RH1/3	
Type of enclosure motor	IP 55	



Control

Type of current	Three-phase current
Operating voltage	380 Volts
Control voltage	48 Volts
Frequency	50 Hz

Special price per unit (for 1 unit) Baht 167,000.-

Special price per unit (for 20 units) Baht 147,000.-

Note:

- This price is inclusive of Delivery charges only.
- This price is exclusive of Value Added Taxes & Installation.

Pictorial Reference

All photographs/pictures shown in either this quotation/offer or the accompanying brochures/catalogues are references & examples of our products only. The quoted figures and appearances may vary from that shown pictorially. Kindly refer to quoted specification.

The delivery time or Completion time for equipment shall be **three (3) months** from Effective date of Contract or the Purchase Order and receipt of Down payment. However if the payment has been delayed from the above schedule, the MHE-Demag (T) Ltd. shall be entitled to charge the interest according to Minimum Overdraft Rate (MOR) of first class commercial bank in Thailand and adjust the Delivery Time (or Completion time) accordingly.

DELIVERY CLAUSE

Confirmed delivery periods and delivery dates shall apply only from the date all details of the order have been clarified including clarification of all technical details and other documents required by the seller to execute the order and are predicated on the purchaser's compliance with the payment terms as stipulated under Terms of Payment in the Contract. Partial delivery shall be permissible. Upon delivery to site, the buyer or buyer's representative shall acknowledge receipt and take full custody of the goods. Should despatch of the goods be prevented by reasons beyond the control of seller, the delivery periods and delivery dates shall be deemed adhered to if, by the dates agreed upon, the purchaser is notified that the goods are ready for despatch. In case of request by the purchaser to delay delivery of the goods, the seller, in addition to any further claims, shall be entitled to compensation for the cost of intermediate handling and storage of the goods. In case such delay of delivery of goods exceeds one calendar month, the seller is entitled to charge the purchaser for loss in interest at a rate of 1% per month of the non-paid portion of the Contract Price. Excluded are cases of force majeure.

PAYMENT

30% As advance payment and shall be paid within 7 days after the signing date of the contract or the receipt date of the Purchase Order.

70% Against delivery note, the payment shall be paid within 30 days after delivery date.

VALIDITY

This offer is valid until February 21, 2010.

The offered price is calculated, based on the foreign exchange as announced by the Deutsche Bank dated 21/01/10, however if the rate of exchange is deviated more than $\pm 3\%$ a price revision is required.

WARRANTY

Our equipment is under warranty for twelve (12) months from taking over by end-user or start operation of equipment after shipment or finish commissioning, whichever comes first. Our warranty covers manufacturing defect, but not misuse or faults due to poor maintenance. Should the failure of the equipment be due to defective parts/components, warranty replacement shall be granted upon Buyer giving sufficient evidence of the premature failure. The Seller shall give such parts/ components free of charge. In case of equipment is installed outside Thailand, any delivery costs inclusive of duties to the country of installation shall be to the Buyer's account. In the event the Buyer requires any service labour for replacement or supervision the Seller shall charge the Buyer at the current prevailing rates.

STANDARD TERM OF SALES

Our offer is subject to our standard "Term of Sales" as shown in the overleaf of our covering letter.

for MHE-Demag (T) Ltd.



Chaoyuth Paiboonpattanapong

Sales Manager
Equipment Sales Division

For further clarification, please contact to Ms.Patcha Thongprasert., Sales Executive., MB. 081-867-2499