



## 1.0 SYSTEM DESCRIPTION

- 1.1 Alliance Automation will provide [REDACTED] with (1) PDM Case Packer System per the details in this proposal.
- 1.2 Alliance Automation will design, assemble, and install the system at [REDACTED]
- 1.3 Case packer specifications:
  - 1.3.1 The system will be capable of handling an input of trays at the rate of 55 per minute.
  - 1.3.2 The system will pack 8 trays per case.
- 1.4 The system will be controlled by an existing [REDACTED] electrical control panel with PLC and operator interface.
- 1.5 [REDACTED] must supply the existing control panel electrical drawings along with the PLC and HMI program at time of order.
- 1.6 The new additional electrical drawings for the case packer will be provided with an Alliance Automation drawing format.
- 1.7 Flexible conduit will be used to route wires from the PDM Case Packer to the existing electrical control enclosure.

## 2.0 MACHINE COMPONENTS

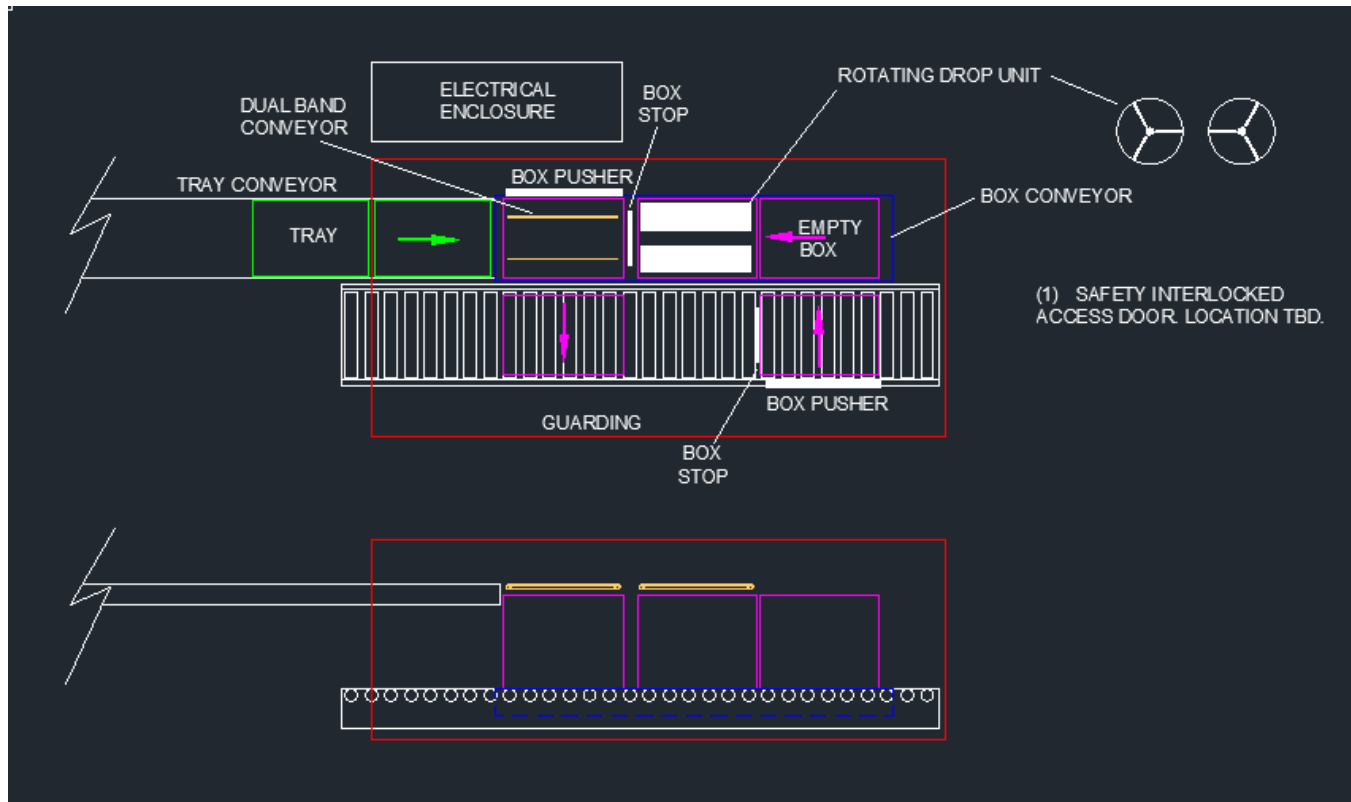
- 2.1 (1) Motor Driven Roller (MDR) conveyor, 6' feet long. Conveyor used to transfer empty boxes under the drop device.
- 2.2 (2) Box Pusher Device – includes pneumatic cylinders and box present sensors
- 2.3 (1) Tray Drop Unit
  - 2.3.1 (2) Servo controlled rotating units mounted side by side. Each rotating unit has (3) tray holders spaced 120° a part. Each 120° rotation drops a tray.
- 2.4 (1) Dual Rubber Band Conveyor – servo controlled, used to sequence trays from existing [REDACTED] conveyor to tray drop unit.
- 2.5 (1) Guarding Package – extruded aluminum frame with wire mesh panels.
- 2.6 (1) Safety Interlocked Access Door
- 2.7 (1) Disconnect Enclosure – houses servo drives and fuses.

## 3.0 SEQUENCE

- 1. An empty box will be pushed from the existing box feed conveyor to the new MDR conveyor.
- 2. The empty box will transfer under the tray drop unit.
- 3. A tray will transfer from the existing tray feed conveyor to the new dual rubber band conveyor. The dual rubber band conveyor will provide a speed increase and push the tray out onto the drop unit.

4. A sensor will detect that a tray is on the drop unit, the tray drop unit will rotate 120° and drop the tray into the box.
5. The sequence will repeat for 8 trays.
6. The full box will transfer to next station.
7. The full box is pushed from the MDR conveyor to the existing XXXXXXXXXX box conveyor.

#### 4.0 CONCEPT DRAWING



## **5.0 ALLIANCE AUTOMATION COMMENTS AND EXCEPTIONS**

- 5.1 Any work or hardware requested by the customer that is not detailed, explained, or specified in this proposal will be quoted separately. A purchase order must be received for this additional work before Alliance Automation will implement the requested change.
- 5.2 Alliance Automation will quote additional time and material cost for any modifications required in the event that customer part designs change from the original part prints or production parts are different from what was provided at time of proposal.
- 5.3 This proposal represents Alliance Automation's best effort to address the specified requirements and is based on available information to date. Alliance Automation reserves the right to modify or substitute concepts, methods or components as appropriate based on discovery, new information, material availability or engineering principles. Any changes requiring cost adjustments will only be done on a mutually agreed upon basis.
- 5.4 Unless specified by the customer Alliance Automation reserves the right to specify component manufacturers.
- 5.5 [REDACTED] is responsible for all floor preparations (concrete/building modifications where needed) and area preparations. Alliance Automation will provide all modification specifications and will add delivery of such specifications to the project timeline.
- 5.6 Installation will be performed during non-holiday 1st shift working hours, Monday - Friday. Installation hours requested outside of this time period will be quoted as an additional cost.
- 5.7 [REDACTED] is responsible for air and plumbing service drops required for the proposed assembly equipment.

## 6.0 DELIVERY

- 6.1.1 Delivery is based upon current workload and machine purchase component availability at the time of order; however normal delivery will be approximately **14 weeks** from project kick off meeting.
- 6.1.2 Project timeline will be developed with the receipt of purchase order and down payment.
- 6.1.3 The project timeline will not start until part prints, part models, and part samples have been received.

## 7.0 PRICING

ITEM #	DESCRIPTION	QTY	UNIT PRICE	TOTAL
1	PDM Case Packer System	1		
2				
3				
PURCHASING OPTIONS				
4				
5				

## 8.0 PAYMENT TERMS

- 30% Invoiced upon Receipt of Purchase Order, Due Net 0 Days
- 30% Invoiced upon design approval, Due Net 30 Days
- 30% Invoiced after run-off (at Alliance) or shipment of equipment, whichever occurs first. In the event that multiple shipments are required invoice will be sent upon first shipment. Due Net 30 Days
- 10% Invoiced upon completion of installation & final run-off, not longer than 30 days after delivery, Due Net 30 Days
- Payments must be in U.S. Dollars

## 9.0 WARRANTY, TERMS, and CONDITIONS

**WARRANTY:** Alliance Automation, LLC (hereafter Seller) warrants for **one year** from date of shipment, the mechanical and electrical equipment of its own manufacture against defects in workmanship or material, its obligation being limited solely to repair or replacement of defective parts. The seller warrants for **one year** from date of shipment the engineering design of the equipment and will replace or repair any component not properly designed or applied in the intended process. The seller shall not be liable for any other damages, direct, indirect or consequential. Equipment not manufactured by the Seller shall carry the warranty of the manufacturer thereof. Deterioration caused by misuse, abuse or improper operating procedures does not constitute a defect. This warranty, which is given expressly and in lieu of all other warranties, expressed or implied, of merchantability and fitness for particular purpose, constitutes the only warranty made by the Seller. It is further agreed that there are no understandings, agreements or representations, express or implied, not specified herein respecting this order and this instrument contains the entire agreement between the parties

**DELIVERY:** Except as otherwise specified in this quotation, delivery will be FOB, Alliance Automation, Van Wert, OH. Shipping dates are approximate and are based upon receipt of all information and necessary approvals.

**TERMS:** Except as otherwise specified in this quotation, the terms of payment shall be balance net within 60 days from date of invoice, depending upon standard terms or progressive terms. Amounts past due and older will be charged a finance charge of 1.5% of the outstanding balance per month.

**FORCE MAJEURE:** Seller will not be responsible or liable for any delays in delivery or manufacture due to any cause or condition beyond its control, including, without limitation, strikes or other labor difficulties, or unavailability, flood, earthquake, inability to secure transportation facilities, shortage of materials or supplies, riot or other civil disturbance, war, acts of God or nature, accident, or any acts of any government. Seller will also not be held responsible or liable for scheduled installation completion dates if at any time during the project process the seller's timeline is put on hold by the seller due to lack of information, sample run-off material delays, machine downtime, untimely review process, change in scope and/or customer support. (Installation completion dates will move the same amount of days as project is on hold or adjusted for scope change.)

**ACCEPTANCE:** This quotation shall expire 30 days after its date, unless otherwise stated herein.

**PRICES:** The prices specified herein do not include sales, use, occupation, license, excise or other taxes in respect to manufacture, sale or delivery, all of which shall be paid by the Purchaser, unless a proper exemption certificate is furnished.

**TITLE:** The equipment shall remain personal property, regardless of how affixed to any realty or structure. Title thereto shall remain with the Seller until the purchase price has been fully paid.

**RIGHT TO RESTRICT USE:** In order to provide additional security for both Interim and Final Payments, Alliance may install a software registration key in the equipment furnished under this proposal. In the event of payment default by the customer Alliance may, at its discretion, limit use of the equipment using programmatic methods incorporated in such software. These methods include, without limitation, the restriction of the use of controller software contained in the equipment by the withholding of additional software registration keys necessary to continue to operate the equipment. This restriction may make the equipment incapable of operating for its intended purpose. In the event that Alliance exercises the right to restrict use, and upon satisfaction of all customer payment and nonpayment obligations under this proposal, Alliance will at its sole expense provide customer with a software registration key having no expiration date.

**CANCELLATION AND TERMINATION:** Upon cancellation of all or a portion of an order placed with Alliance Automation, LLC the customer becomes liable for payment of reasonable cancellation charges, which shall take into account, expenses already incurred and commitments made by Alliance Automation, LLC relating to the subject order. In the event that Alliance Automation, LLC experiences any restocking, cancellation, or associated charges from a related vendor contracted to supply material or labor for a specific customer's order, these charges shall become the full responsibility of the customer. No termination by the customer for default shall be effective unless and until Alliance Automation, LLC shall have failed to correct such alleged default within 30 days after receipt of a written notice specifying the default and required corrective measure.