



PCS

PRIME CONTROL SYSTEMS

Your Prime Source for Industrial Controls

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October 27, 2015

Q154-02501

Mr. John Smith
ACME Industries
6300 W Industrial Dr.
Anytown, USA 22222

Dear Mr. Smith:

I am pleased to provide this quote for the electrical and pneumatic controls for the ACME drill fixture. Our proposed solution consists of a main PLC enclosure, an operator control station, and a pneumatic valve manifold. Prime Control Systems will perform the startup, and training on the drill fixture assembly at your facility. This quote is based on our site visit at Snider on October 16, 2015.

Prime Control Systems LLC will provide the following:

1. Electrical Engineering of the drill fixture assembly
2. CAD drawings which include:
 - 2.1. Main PLC enclosure with field device terminations
 - 2.2. Operator's control console fitted with HMI, dual touch controls, and Emergency Stop
 - 2.3. Bill of material
3. Delivery of a the main PLC enclosure
 - 3.1. A 30"x24" NEMA Type 4/12 carbon steel enclosure (gray powder coating inside and out)
 - 3.2. An Allen-Bradley CompactLogix controller with built-in dual Ethernet/IP ports
 - 3.3. An Emergency Stop Safety Relay providing a Category 3/PLd safety rating
 - 3.4. Field wiring terminals for connection to all device wiring
4. Delivery of the operator control station
 - 4.1. A 12"x12" NEMA Type 4/12 sloped carbon steel enclosure (gray powder coating inside and out)
 - 4.2. A 6" touch screen Automation Direct HIM
 - 4.3. An Emergency Stop operator control
 - 4.4. Dual self-checking optical touch control buttons
5. Delivery of a pneumatic valve manifold plate with the following:
 - 5.1. Three compact modular 3-way solenoid valves
 - 5.2. Four compact modulate 5-way solenoid valves
 - 5.3. A 3/8" moisture separation filter and adjustable pressure regulator (20-130 psi adjustable range)
 - 5.4. A 3/8" pneumatic mist type lubricator
6. Programming, and configuration of the drill fixture assembly
 - 6.1. Initial configuration, programming, and training to get unit running
 - 6.2. Factory acceptance test at the Snider facility

ACME will provide the following:

1. Mount the panel, operator station, and pneumatic manifold plate
2. Purchase and mount the proxes, air tools, air cylinders
3. Provide sufficient time for installation and startup
4. Assistance in startup

The prices for this system will be \$x,xxx. Invoicing will be 40% upon receipt of PO, 50% upon delivery of hardware, and 10% upon completion of startup at ACME. See the attached page entitled **Prime Control Systems, LLC Standard Conditions of Sales** for details of terms and conditions.

If you have any questions or concerns, please do not hesitate to call. Thank you for this opportunity to bid, and we are looking forward to working with you on this project.

Sincerely,

Prime Control Systems
Senior Project Engineer

