



Sales Quote

INDUSTRIAL BUSINESS INTL CORP

1580 Sawgrass Corporate Parkway
Suite 130, Sunrise, FL 33323
Tel: 954-302-3187, 315-4781
Fax: 954-838-7746
E-mail: ibicorp@intech-ie.com
Tax Certificate No. 16-8012998465-1

Quote #

IBI-2026-0096

Date:

July 16th, 2026

Customer ID

PETROBOSCAN - VEN

Bill To:

ALSA SOLUCIONES

Carrera 15 #116-36, Centro Comercial Starco
Oficina: 506, Bogotá, Colombia
Att: Alberto Pirela
+57-310-625.4307
servicioalcliente@alsasoluciones.com.co

Ship To:

Custom Agent to be informed at Maiquetia or
Maracaibo Airport, Venezuela

Your #	Our #	Sales Rep	CIF	SHIP VIA	Terms	Validity
Budgetary	IBI-2025-0096/ 2607-31518	L. Zuñiga G. Novoa	MQTIA, MCBO Airport	BWPPD	See below	60 days

Item	Qty	Units	Description	Unit Pr (US\$)	Total (US\$)
1	1	Sys	APPLIED ANALYTICS OMA-300 Process Analyzer UV-UL-EXPX Product Code: OMA-300-UV-UL-EXPX Tag # TBD Measurements: H2S: 0-100 ppm Item Customizations: +Vortex Cooler +MODBUS RS-485 Capabilities ----- UL Listed C1D1 (A) ZETA™ UV Spectrophotometer • Full UV 190-435 nm spectrum acquisition • Xenon light source (B) 1.8 Meter 200 µm Core Size Fiber Optic Cable [Qty=2] (C) Flow Cell – SS316L >> https://aai.solutions/documents/AA_DS207X_FlowCell_All.pdf (D) Human Machine Interface [HMI] >> https://aai.solutions/documents/AA_DS202B_HMI.pdf • 8.0" TFT touch-screen LCD (E) ECLIPSE™ Runtime Software >> www.a-a-inc.com/documents/AA_DS203A_Eclipse.pdf • Displays all active measurements • Controls Auto-Zero & Auto-Span by automated relay activation sequences (F) Solid State Drive >> www.a-a-inc.com/documents/AA_DS204A_SSD.pdf (G) NEMA 4 Painted Carbon Steel Analyzer Enclosure – Wall Mounted >> www.a-a-inc.com/documents/AA_DS401X_Enclosures.pdf (H) Outputs & Communication >> www.a-a-inc.com/documents/AA_DS205A_VCIM.pdf • 1x galvanically isolated 4-20 mA analog output per measured parameter • 2x digital outputs for fault/relay control (I) X-purge INCLUDES: One MicroSpec MCP-200 Modular IR Detector Product Code: MCP-200	\$186,500.00	\$186,500.00



		Data Sheet: www.a-a-inc.com/documents/AA_DS003A_MCP200.pdf Comment from your salesperson: - Exd box for MCP flow cell Measurements: CO2: 0-4% (A) MCP-200 Module • Houses: light source, detector, and sample flow path • Light source: subminiature tungsten black-body source (B) Wetted parts • Cell body: stainless steel 316/316L • Optical windows: sapphire • O-rings: Application dependent (C) Outputs / Communication • serial communication with HMI • One Extractive Sample Conditioning System Product Code: 830-2301 Item Customizations: +Enclosure Ex-heater for temperature control +Membrane Filter +Aromatic Traps The 'standard' extractive SCS is built for optimal response speed and automated sampling functionality. NEMA 4 painted carbon steel enclosure Flow cell (sample/light interface) mounted inside the enclosure Wetted parts include: SS316 tubings & fittings, Viton gaskets, and quartz optical Windows • One Free-Standing Rack with Sunshade Product Code: 950-0261 • One Factory Acceptance Test - Functional & Visual Visual inspection and full, hands-on testing of systems' functionality (including testing with calibration gases) by two END USERS' representatives at AAI facility or attended remotely/virtually . Any special testing is subject to prior agreement and extra charges. The end user is required to approve the procedures and sign the drawings before the Factory Acceptance Test occurs. If a Factory Acceptance Test is ordered, engineering will provide the Factory Acceptance Test Procedure with the Approval Documents Package. The travel expenses for transportation and lodging of representatives must be responsibility of End user • One FAT Report Report from Factory Acceptance Test • One Certificate of Origin – CST-0174 • One Oversized Crating & Handling Charge - International Product Code: CST-0977 • On-site Assistance on Commissioning, Start-up to be done at CHEVRON PETROBOSCAN Jobsite, Venezuela, by One (1) Local Certified Technician during Three (3) Working days		
		Delivery Time 22 – 24 weeks ARAD and payment of 1st milestone Payment Terms 50% with Your Order ((letter of Manufacturer with reception of order and Drawings approved by end user) 50% with advise material ready for Shipment from Manufacturer to Venezuelan Port		



		Volume & Weight Weight and Volume to be advised IPPC Stamped Sea Freight Export Wood Crate Cci: German Novoa – INTECH Mcbo		
		APPLIED ANALYTICS ANALYZERS PAYMENT SCHEDULE FOR CANCELLATION OF ORDER CANCELLATION: Purchaser may terminate or cancel its order by written notice, provided Purchaser pays all costs and expenses incurred by Applied Analytics, including normal and reasonable profit margin up to the time Applied Analytics receives written notice of such termination or cancellation. In consideration of the obligations of Applied Analytics to achieve the required delivery schedule and the fact that it may be difficult to access the residual value of materials procured or labor invested in design activities, the Purchaser and Applied Analytics agree to accept the payment schedule below as full and complete payment for cancellation of a purchase order resulting from this proposal. Payment Schedule for Cancellation Days After Contract Award Percent of Original Contract Value 0 to 30 20% 31 to 60 40% 61 to 90 60% 91 to 120 80% 120+ 100% In the event that only a portion of the original purchase order value is canceled, then the schedule above will apply to the dollar value that is canceled. In the event that Applied Analytics receives notice of cancellation of a portion of the purchase order which is to be performed by a supplier under contract to Applied Analytics, the Purchase agrees to pay the full amount of any cancellation charges which Applied Analytics may be obligated to pay regardless of the schedule above and if Applied Analytics is not required to pay cancellation charges will be limited to ten percent (10%) of the value of the contract to be cancelled		

PLEASE TRANSFER TO OUR ACCOUNT AT:

TRUIST BANK
450 North Pine Island
Plantation, FL 33324
Account #: 0140953040
ABA# 053-101-121
Routing/Transit Number: 2631-9138-7
Swift Code: BRBTUS33

THANK YOU FOR YOUR BUSINESS

Subtotal	US \$	\$186,500.00
Freight	US \$	-
Insurance	US \$	-
Docs.	US \$	-
TOTAL	US \$	\$186,500.00