



Sales Quote

INDUSTRIAL BUSINESS INTL CORP

1580 Sawgrass Corporate Parkway
Suite 130, Sunrise, FL 33323
Tel: 954-315-4781
Fax: 954-838-7746
E-mail: ibicorp@intech-ie.com

Quote #**IBI-2024-0031****Date:****April 8th, 2024****Customer ID****PETROPIAR CHEVRON****Bill To:****CONSTRUCCIONES ATLAS FALCON C.A.**

Puerta Maraven Calle 7 entre General Pelayo
Y Bachiller Peña,
Punto Fijo, Edo Falcon, Venezuela
Flor Semeco – Director Gerente
admconstruccionesatlasfalcon@gmail.com

Ship To:

*CIF Maiquetia or Barcelona Airport, Venezuela .
Custom Agent to be advised.*

Your #	Our #	Sales Rep	Destiny	Terms	Validity
Budgetary	IBI-2024-0031 / 124-0026 Rev 4	L. Zuñiga W. Brito	Chevron Petropiar Venezuela	See below	60 days

Item	Cant	Description	Unit Price US\$	Total US\$
		Supervision & Installation Services for Furnace H10 & Furnace H12		
1	1	SCOPE: Supervision of Dismantling and Installation of GAYESCO sensors on Furnaces 10 & 12, PetroPiar CHEVRON, Jose Complex - Venezuela H10: 31 Tubeskin Thermocouples with support hardware, 3 Sensors with Van Stone Thermowells H12: 57 Tubeskin Thermocouples with support hardware, 8 Sensors with Van Stone Thermowells Job to be done by 2 Supervisors during SIX (6) days Shifts of 10 hours per day (day time). 2 Supervisor @ 5 working days x 10 hours @ US\$ 365.00/hour ea @ 1 weekend day x 10 hours @ US\$ 395.00/hour ea 0 Certified Specialized Welders @ 0 working days x 10 hours @ US\$ 355.00/hour ea @ 0 weekend day x 10 hours @ US\$ 380.00/hour ea 0 Specialized Instrument Technicians @ 0 working days x 10 hours @ US\$ 290.00/hour ea @ 0 weekend day x 10 hours @ US\$ 320.00/hour ea Extra Hours over 10 h x day. (to be authorized by WIKA Gayesco if any) Supervisors - Weekday @ US\$ 455.00/ hour ea - Weekend day @ US\$ 493.75/ hour ea Welders - Weekday @ US\$ 445.00/ hour ea - Weekend day @ US\$ 475.00/ hour ea Technicians - Weekday @ US\$ 365.00/ hour ea - Weekend day @ US\$ 400.00/ hour ea RoundTrip Travel time @ US\$ 4,200.00 per person @ 40 hrs. each Material & Consumables – US\$ 2,000.00 (Hs, Tclips, Gchannels, heads, etc	76,725.00	76,725.00



	Any Stand-By, days of in the field or delays not borne by GAYESCO will be billed at the daily rates mentioned above. (day of 10 hours) ESTIMATED REIMBURSABLE EXPENSES Round Trip Travel Time Germany/Barcelona/Germany @ 2 People @ 2,500.00 ea (approx.) + 10% admin will be released with Invoice supports for reimbursement after finishing the Job Plane tickets subject to change depending on availability and notice. Ticket pricing based upon 14-day advance ticket purchase. <u>All the Hotel, Food and transportation are estimated on our proposal, BUT expenses could be covered and arranged by CHEVRON PETROPIAR in Advance if required</u> THIS IS ONLY AN ESTIMATE SINCE FINAL INVOICE WILL BE RELEASED WITH FINAL HOURS WORKED WITH AUTHORIZED DAILY HOURS SHEETS BY CHEVRON PETROPIAR <i>Gayesco reviews the US State Department travel advisories prior to the deployment of any service personnel. Gayesco reserves the right at any time and at their sole discretion to refrain from travel if the destination is deemed a high risk zone by the US State Department. Deployment to destinations posing potential risks to the safety and security of Gayesco personnel will be at the sole discretion of Gayesco management.</i> SEE ATTACHED DETAILED TABLE OF ESTIMATED LABOR HOURS, ESTIMATED EXPENSES & MATERIAL/CONSUMABLES		
	<u>SCOPE OF WORK:</u> - Supervision during Dismantling and Installation on H10: 31 Tubeskin Thermocouples with support hardware, 3 Sensors with Van Stone Thermowells Supervision during Dismantling and Installation on H12: 57 Tubeskin Thermocouples with support hardware, 8 Sensors with Van Stone Thermowells - Jobsite: CHEVRON PETROPIAR Refinery, Jose Complex - Venezuela **GAYESCO does not perform Final Torqueing of any process bolts** **GAYESCO will require onsite local contractor to perform Dismantling of sensors from Furnaces, Welding and Installation of sensors, process flange bolt Torqueing** - GAYESCO complete group will be onsite SIX (6) continuous days working 1-10 hour shift per day. Max of 12 hrs per shift previous authorization - GAYESCO personnel on site will supervise local contractors in dismantling of sensors on site, but must be scheduled in advance before trip. One complete Labor day per supervisor, has been considered at this moment for this job This quote is based on reactors and/or furnaces being ready to begin work upon GAYESCO arriving to site. If all reactors and/or furnaces related with job, are not ready upon arrival it will extend the amount of days GAYESCO will be onsite. - If there is necessary training the daily rates above will be charged for the additional days. - This estimate is based solely on the GAYESCO scope of work only and does not include any other crafts scope of work		



10. ****No Local Administrative Services and/or Personnel has been included on this estimates of costs. Then any safety or process paperwork, job permits, passes, etc. will be supplied by CHEVRON PETROPIAR or by a local contractor hired for such purposes by customer****

MATERIALS / CONSUMABLES/SERVICES:

1. Materials and Consumables will be sent CIF Venezuelan Airport or to customer's broker in Miami, FL. Customer will be responsible and will take care of Taxes, Import Duties, Custom handling and Freight to Jobsite.
GAYESCO assumes no responsibility for missing items and/or parts, such as routing clips or Panduit straps received at the jobsite prior to installation.
Additional items or parts necessary to complete the installation will be provided at an additional charge and invoiced separately from the original material order and priced in accordance with the company's standard pricing policy
2. Customer or Contractor must supply all the tooling necessary for the routing of the Flex-R thermocouples at the installation site, if necessary.
3. CHEVRON PETROPIAR or a Local Contractor will provide lights, hole watch, argon for welders, lift support, arc welder, power source

ONSITE TRAVEL TIME:

Travel from hotel or lodging accommodations to worksite in excess of fifty (50) miles or one (1) hour will be billed as travel time at a rate of \$_125.00_ per hour.

EXCLUSIONS:

Unless otherwise specified in the scope of work, Gayesco does not include the following:

- a. Scaffolding
- b. Lighting
- c. Ventilation/Cooling
- d. Lift Support
- e. Reactor Hole Watch
- f. Process flange bolting

TRAVEL TIME:

Billable representative time shall be determined on a portal to portal basis. Billable time is that time required for our representative to leave his or our premises and to return to same to meet your requirements including standby time due to circumstance beyond our control.

OVERTIME:

Time worked in excess of 10 hours.

AIR TRAVEL:

Air travel which exceeds ten (10) hours will require a business class ticket purchase.

VARIATIONS ON SCOPE OF WORK:

Estimates are based upon work described in the scope of work only.
Actual work performed and not outlined will result in additional costs.

ACCOMODATIONS:

Must include internet access and have attained a three (3) star rating or greater.

ADDITIONAL EXPENSES:

		All travel expenses for work exceeding thirty (30) days and requiring replacement personnel shall be borne by the customer. OTHER: Standard Daily Rates will apply for all days off in the field resulting in standby time, work or project delays through no fault of GAYESCO personnel.		
		<u>SERVICE NOTES:</u> 1. The dates of service will be fix and scheduled with at least four (4) weeks in advance of acceptance of installation by customer. 2. Personnel of affiliated company in Venezuela, INTECH INSTRUMENTOS Y EQUIPOS C.A. will do local support on this service. 3. Partial Invoicing will be done with successful comply of milestones described on payment terms. In case of any advance payments it will be deducted accordingly on each Invoice. 4. CHEVRON PETROPIAR must supply all support on site including services of electricity and air (if required) to Working Teams at Refineries and Control Room. A list of necessities regarding power supply, air & water will be supplied at time of order reception and programming Job 5. Security induction procedures for allowing personnel to access the Plant will be done during working hours of service 6. Our personnel should be allowed to use bathroom and food area under CHEVRON PETROPIAR's conditions. 7. If Installation is halt or delayed because major force or Internal CHEVRON PETROPIAR's Situations, partial invoices regarding labor and expenses will be done for paying at status of job at that moment. Also a standby charge per person per day will be generated until work could be reinitiated when CHEVRON PETROPIAR will authorize these activities again and the conditions of site will allow to continue them safely and efficiently 8. A complete Report of final working hours, extra hours, standby days, extra flat rate expenses day, etc., will be issued at the end of the Job done. Any quantity of Labor difference between original estimates and final Job done will be handle attending to above promises on final invoicing 9. **Any Tax discount which must be paid for our Intl services in your country will be customer's responsibility and will by charged it on Final Invoice**. 10. Any special safety equipment and/or accessory must be supplied by CHEVRON PETROPIAR at site for all personnel involved. 11. CHEVRON PETROPIAR is responsible to have a record of working hours inside their installations of this technical personnel 12. All above conditions must be part of final Purchase Order and/or contract		

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TERMS & CONDITIONS				
		PAYMENT TERMS *100% Pre-payment with PO *		
		DELIVERY TIME To be defined with Scheduling of CHEVRON PETROPIAR's Turnover		
		FINAL INVOICING will be done based on final authorized daily sheets by CHEVRON PETROPIAR Refinery and Reimbursable Expenses relation and final charges		
		Cci: W. Brito – INTECH PLCRZ		

**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\$	76,725.00
Freight	US\$	
Insurance	US\$	-
Docs.	US\$	-
TOTAL	US\$	76,725.00