

Ref No: KM13.10.2023/SA/1F
13 October 2023

M/S PIROUZ SOAP MANUFACTURING COMPANY
Factory:No64,mayan Road,Tabriz-Iran
Postal code:5194963371

**KIND ATTN: MR. VAHID ANZABIYAN
(Procurement Division)**

**OFFER FOR OVERWRAP MACHINE MODEL 4000TS FOR TOILET SOAP
ENVELOPE PACK**



PRODUCT DESCRIPTION

PRODUCT	TOILET SOAP (Weight 75,85, 90 and 125 gm) Min. dimensions of the soap are (L:74mm W:44mm H:25.5mm) Max. Dimensions are (L:94.5mm W:57mm H:30mm)
GRAMMAGE WITH DIMENSION	Max Size= 125 x 65 x 45 mm Min. Size= 65 x 35 x 13 mm
PRODUCT FEEDING System	Customer scope /Through Stamper
MACHINE SPEED(*)	For 100 gms -140- 160 ppm
WRAPPING MATERIAL	Heat Sealable Outer Printed Wrapper/Paper= 80-90 GSM with 20 mm hot Melt inner layer & Inner Stiffner = 120-125 GSM
Pouch Style & Width	ENVOLPE TYPE
MACHINE WEIGHT	Gross weight 1400 kgs
MACHINE POWER CONSUMPTION	5.5 KW (3 phase/ 220 V/ 50 Hz)
Machine Oritenttaion	Standard (LHS) /RHS

***Machine speed and accuracy is dependent of quality of packing material, soap size and its quality, uniform inflow of the product.**



WRAPPER 4000TS TOILET SOAP WRAPPING MACHINE	Unit Rate (USD)	Qty.	Total Value (USD)
<p>WRAPPER 4000TS is a high speed wrapping machine capable of wrapping Toilet Soaps with stiffener and heat sealable (hot melt coated) over wrapper at a speed 150 ±10% PPM *. Ingress to the machine is by means of an infeed belt conveyor engineered to index at higher speed. This conveyor is set at right angle to the flow of product for subsequent wrapping operation and can have right hand or left hand orientation# to suit the space requirement. Handling of product is gentle throughout the operation and any rubbing of naked product with stationary surface is minimized.</p> <p>* Subject to shape, size and quality of soap & Wrapper Laminate Structure</p> <p># The choice of orientation has to be confirmed at the time of ordering.</p>	37000	1	37000
<p>Standard Features:</p> <ol style="list-style-type: none"> 1 Low maintenance highly durable machine suitable to toilet soap wrapping. 2 New Design Auto feed Conveyor for gentle transfer of Soap 3 Link ability to downstream machines 4 Excellent quality of soap handling, even for soft soap 5 Optimised top and side heaters with Cooling Plates for reliable sealing at high speeds 6 Full face in feed overhead pushers (as per shape of Soap), 7 Twin belts to carry soaps thus minimizing scratch marks 8 Heavy cast iron structure for vibration absorption and durability. 9 No – product – No-wrap interlock. 10 Adjustable Cut Off Unit with height setting by Hand wheel. 11 Splash lubrication for cut off unit 12 Worm drive for accurate print correction 13 Discharge height setting by means of handwheel 14 Automatic Print Registration Unit through sensor. 15 Automatic eye-mark correction unit with imported eye mark scanner. 16 Independent Digital temperature controls from Honeywell / Omron for all heaters (separate front and rear side heaters) 17 VFD speed control. 18 Machine speed 150 ±10% Max. (machine speed and accuracy is dependent to shape, size and quality of soap & wrapper Laminate Structure and uniform product inflow.) 19 Stainless Steel & Lexan make polycarbonate guarding and most of the contact parts are of SS 304. 20 Double Spool Holders for wrapper & Stiffener 21 Timing Belts allow maintenance free operation for long periods 22 Hand Operated Centralised Lubrication unit 23 Easy soap size changeover 24 Wrapper Layout – As per Annexure-1 (Appended in the end of this document) 			



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TOTAL EX-WORKS VALUE WITHOUT OPTIONAL FEATURES (USD)			37000
MACHINE PACKAGING COST FOR WOODEN BOX(USD)	1400	1	1400
INLAND HAULAGE FOR 1X20'GP CTN UP TO INDIAN SEA PORT MUMBAI/MUNDRA/PIPAVAV (USD)	1400	1	1400
TOTAL FOB PRICE IN USD WITHOUT OPTIONAL FEATURES (USD THIRTY NINE THOUSAND EIGHT HUNDERED ONLY)			39800
Optional Features:			
1. Product Size Change Parts	1200	1	1200
2. Emergency Spares Kit & Tool Kit	2200	1	2200
3. 360-degree guarding with door safety interlocks	4200	1	4200



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PRODUCT PARTS DESCRIPTION

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Instrumentation

Servo Drive	Allen Bradley /DELTA Automation
Temp. Controllers	Omron Japan / Honneyeell
Colour mark sensor	Leuze /Wenglor, Germany
Switches (MCB) etc.	Schneider Electric
PLC/VFD/HMI (4 inch)	Allen Bradley/Delta Automation
Encoder	Sick Germany

(i)Electrical:

Cable &Wiring	LAPP Germany
Terminal Blocks	Wago
SSR	Unison India / Bhartia Cutler Hammer
Pneumatics	Festo/SMC
Motor	Siemens/ ABB
Heaters	Dovy/Nex Thermal
Main Isolator Rotary Switch	Salzer Electric

(ii)Mechanical:

Bearing	SKF /NRB
Chains	Rollon or Diamond
Infeed & Outfeed Belts	Habasit/Chirano
Timing Belts	Fanner /OptiBelt

KHOSLA MACHINES PVT LTD.
(Hereinafter referred to as "KM")

1.1 TERMS AND CONDITIONS OF SALE

1.11) Prices: Prices quoted are inclusive of Packing and forwarding.

1.111) **FOB Mundra/MUMBAI/PIPAVAV.** (Buyer to provide contact details of nominated carrier preferably in Letter of Credit

1.12) Spare Parts & Accessories: Goods will be invoiced at prices at the contracted rates. The Prices are EXWORKS and Exclusive of packing, loading, unloading, forwarding and wagon / truck registration charges, Storage charges customer side etc.

1.13) Duties & Taxes: The standard HS Code of packaging machine is 84224000. Custom duties, excise duties, handling charges, cost of storage at ports are in customers accounts.

1.14) Insurance: Unless otherwise instructed, will dispatch goods to the destination named by the customer, at purchaser's risk and uninsured. accept no liability for damages in transit.

1.15) Validity: Quotation is valid for 60 days from its date..

1.16) Payment:

1.161) OPTION A : 50% advance along with order and balance 50% at least two week before shipment of machine from our works.

1.162) OPTION B : 30 % advance along with the order from buyer's Bank Account and balance 70 % against irrevocable confirmed non negotiable. LC payable at sight. (Please get the draft of LC approved)

- If Paying Party is different, then Buyer needs to provide valid document on Company Letterhead quoting relationship between Buyer and Paying Party.
- Any post custom clearance & delivery, charges of installation / commissioning or other costs are not acceptable.
- All costs arising due to clauses mentioned herein, unforeseen, to be borne by Buyer.

1.17) Delivery: **120-140 days** from receipt of technically and commercially clear PO with advance amount / LC copy

1.18) Warranty: 12 months from the date of invoice .The said machine of KM has been tested and inspected by staff according to the test materials supplied by the Buyer. Liability in respect of any defect in or failure of goods supplied or for any loss, injury or damage attributed there to be limited to making good by replacement or repair. Only the defective parts of the machine which is under proper use appear herein and arise solely from faulty materials or workmanship one year from the date of machine is commissioned at the termination of which period, all liability on KM part ceases. Damaged machine parts which may be replaced become the firm's property and are to be held at its disposal. Khosla does not give any warranty on bought out items, however the warranty if any, offered by the vendor shall be applicable. Save as aforesaid KM will not accept any liability or entertain any claim of whatsoever nature for any reason.

1.19) Installation & Commissioning:

1.191) Service Technician for commissioning of machine will be sent on request **after receipt of pre-installation report.**

1.192) To-and-Fro Air ticket, Boarding and lodging expenses at a decent hotel, all local transport from airport / hotel / factory has to be arranged and paid by the Customer for commissioning of machine.



- 1.193) Machine shall be set and tested on sizes and shapes as per the trial material provided by the customer. Extra time to set the machine for new sizes decided on the last moment shall be in customers account.
- 1.194A) Over stay of technician due to non availability of trial material shall be in customers account.
- 1.194B) Expenses of visa extention/renewing of expired visa due to overstay has to be taken care by customer.
- 1.195) Ticket confirmation for return journey will be the Customer's responsibility. For any delay in departure because of non-availability of ticket for return journey, these days will have to be counted as days spent on commissioning and expenses have to be borne by Customer.
- 1.196) Customer to pay **installation & commissioning expenses @ USD 100 per day per person** .
- 1.197) Customer to send / arrange invitation letter in the name of our technician both through fax and e-mail (Passport details will be provided by us).
- 1.198) Customer to send name of Hotel, address, Tel no, fax no., e-mail, Contact Person, Designation, mobile no.
- 1.199) Return fare & fifteen days installation & commissioning expenses @ USD 100 per day to be paid in advance. Remittance can either be included in the LC or sent along with request for Service Technician. Balance payment to be made to Service Technician with Statement of Account e. mailed and faxed to us.
- 1.20) **Sizes:** Shape and size play an important part in machine settings & size change parts. L(mm) x W(mm) x H(mm) of the sizes should be mentioned in PO .
- 1.21) **Trial Material:**
- 1.211) **Trial material for making change parts** : Samples of each size shall be sent for settings immediately by courier
- 1.2111) 5 samples of each sizes
- 1.2112) Stiffner & Printed Wrapping material 1 Meter Minimum for each size of soap.
- 1.212) **Trial material for testing the machine before dispatch** : To be sent to our works free of cost at least 4 weeks before the negotiated delivery date, failing which the delivery and L.C. date have to be extended / amended accordingly by the purchaser at his own cost. Trial material shall be sufficient (wrapper/stiffener/soap) to run the machine atleast 15 minutes. Same shall be dispatched to us in small lots to avoid any hassels at custom. And declared value shall be Less than 50 USD.
- 1.2121) Two CLD of soaps per size per machine or 15 minutes of running which ever is more.
- 1.2122) Minimum 500 MM dia Stiffner & 300MM dia Printed Wrapping material for each size.
- 1.2123) **Mandatory precautionary for dispatching the trial material.**
- 1.21231) 'No commercial value ceretificate' and declared value (≥50 USD).
- 1.21232) A ceretificate from a 'CHEMICAL TESTING LABORATORY' saying the soaps are non-hazardous, giving the soap composition and other routine details.
- 1.21233) Purhcase order copy justifying that order on us is for machine and samples are required for testing purposes only.
- 1.22) **Cancellation:** In the event of cancellation of an order for machines/ change parts/ additional Equipment / spare parts, a cancellation charge will be payable by the purchaser. Such cancellation charge will be computed by KM based on the stage of manufacturer of the cancelled goods and shall be final and binding on the purchaser. No order embodying cancellation or penalty clause will be accepted by KM. In the event of cancellation of an order after payment of



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advance by the customer, KM reserves the right to forfeit the advance.

- 1.23) **Force Majeure clause:** KM shall be under no liability under any contract arising out of their quotation wherever fulfillment of KM of their supplier's obligations is hindered or prevented by causes such as fatal disease eruption, flood, earthquake, hurricane, heavy rains, any act of government war, marine wars, strikes, lockouts, fire accidents, epidemics, failure or supply of electricity or other power, shortages of materials, non arrival of goods from any supplier or labour or orders of government or other duly constituted authority or any other cause beyond the control of KM.
- 1.24) **Limitation of liability:** Liabilities will pass over to the customer immediately upon dispatch on ex-works basis. **Shortage will not be entertained by KM unless informed in writing within 7 days after the arrival of goods at destination when dispatched by rail or road.** Any expressed or implied statement, conditions or warranty, statutory or otherwise not stated herein is excluded and deemed to be inconsistent herewith. No liability is accepted for any incidental or consequential loss or damage on any account whatsoever. Goods once sold will not be returned.
- 1.25) **Title & Risk:** The consignment will be the property of the customer after receipt of all payment to be Made by him in accordance with the delivery contract.
- 1.26) **Mandatory precautionary requirement:** Buyer is advised to make all payments - advance payments, balance payments, full and final payments related to purchase of machines, spares or any services taken from us in our company bank account as per the details given to you in our Performa Invoice sent through mail or hard copy from our corporate email ids : khosla@khoslamachines.com.
- 1.261) **Specific Country wise 'Inspection Agency' and Inspection charges'**
- 1.2611) Buyer to mention any such requirement in Letter of Credit or in Purchase Order(PO).
- 1.2612) Charges to be borne by Buyer. Cost will be added in the final invoice.
- 1.262) **Any Legislation Required Documents is country specific, takes time and costs and Could result in:**
- 1.2621) Sailing may get delayed to complete procedural requirements.
- 1.2622) This may add to 'shut out'/'roll over' charges.
- 1.263) **Any preferential origin Certificate :** Involves advance exercise, inspection, cost and follow up.
- 1.264) **Special Free Days at Destination:** at the destination Consignee/Buyer gets 5 free days to get container released from the Carrier.. After that:
- 1.2641) Consignee/Buyer have to pay demurrage for the number of days till the time the empty container is returned to carrier after delivery.
- 1.2642) Demurrage is payable on 'week wise' tariff. More the delay, higher the rate per day
- 1.2643) Payment of demurrage has to be made at the origin itself to the Carrier along with negotiated freight
- 1.265) **Seeking Additional 'Free Days' are to be mentioned in the LC/ PO.**
- 1.2651) Buyer to give verification and valid reasons to justify.
- 1.266) **Special Mention on Bill of Landing(BL)**
- 1.2661) Choice of carrier gets restricted and costlier the moment buyer asks for extra BL clause which most carriers refuse to declare on their BLs.
- 1.27) **Documentation:**
- 1.281) For export, we shall submit the following documents



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- 1.2811) Certificate of Origin
- 1.2812) Custom Declaration
- 1.2813) B / L
- 1.2814) ARE Form 1 (From Governemnt Excise department)
- 1.2815) Packing List
- 1.2816) Insurance papers (If done by KM)

1.28) Caution : Before making the payment in our company account as per the details conveyed to you in the PI, you are further advised to that under no circumstances, you should change the bank details, even if you receive any mail from anywhere. **DO NOT ENTERTAIN ANY MAIL asking you to change the bank details.** In case you receive any such mail, which is definitely a fraudulent communication/mail, immediately report to your country's cyber crime cell / police. The above precaution is essential and mandatory as there are many and frequent cases of Hacking and Interceptions by unscrupulous persons being experienced by us. To prevent this we strongly recommend the above steps to be followed. This is in your interest. The ordered machines will be dispatched from our works after receipt of payment in our company account only as per the terms and conditions of the Performa Invoice.

ARBITRATION : All disputes arising hereunder shall be subject to the jurisdiction of courts at Chandigarh / Mohali i.e our principal place of business.

OUR ADDRESS:

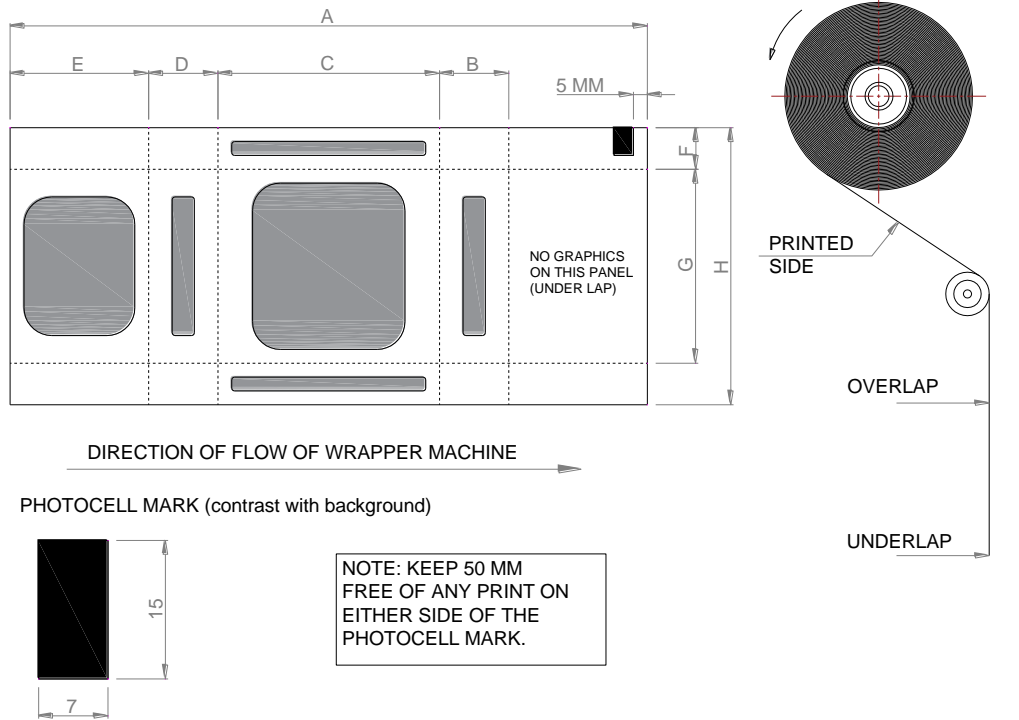
KHOSLA MACHINES PVT LTD
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PUNJAB (INDIA) Tel.: +91 172 2225587, 2227324 Fax: +91 172 2227324
Email: khosla@khoslamachines.com;

OUR BANKERS:

PUNJAB NATIONAL BANK
SECTOR 16 D CHANDIGARH, INDIA
CURRENT ACCOUNT NO- 0575009300023408
IFSC CODE-PUNB0057500
AD CODE-0300483
SWIFT CODE-PUNBINBBCHA

Annexure -1

WRAPPER LAYOUT:



Wrapper Unwind Direction :- Anti Clock wise

PRODUCT				WRAPPER								STIFFENER WIDTH
NAME	L	B	H	A	B	C	D	E	F	G	H	

IMPORTANT :

The dimensions of wrapper and stiffener have been as per the sample received. While every care has been taken to calculate the dimensions accurately, but human error can still take place.

CUSTOMER IS STRONGLY ADVISED TO CUT THE STIFFENER AND WRAPPER AS PER DESIGN AND CHECK THE DIMENSIONS BY ACTUALLY WRAPPING THESE OVER THE SOAP BEFORE FINALISING IT.

Khosla Machines Pvt. Ltd cannot be held responsible for any error in dimensioning of wrapping material.