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Reference	Sales Representative	Date	ID No.
	Ernest Schneider +1 757 286-5729	11/7/2024	40690

Quotation Number: AQ2411594

Please note:

- The proposal is valid for 30 days from the date issued
- Please send all purchase orders to orders@bstna.com
- PO issued must include our quote number as reference

**Project: Print Inspection System "TubeScan" for a new press project for
Accent Etiketten on a Mark Andy P7E Flexo Press**

Dear Mr. Kevin Hunn,

We are pleased to offer this quotation for our Print Inspection System "**TubeScan**" for the above-mentioned equipment. Scope of supply is as follows:

Item	Quantity	Description	Price
I.	1	TubeScan Print Inspection System	
		according to the following technical data :	
		<u>for machine type:</u>	Mark Andy P7E
		<u>max. web width:</u>	22" [558.8 mm]
		<u>max. printing width:</u>	22" [558.8 mm]
		<u>max. machine speed:</u>	850.1 fpm [259.1 m/min]
		<u>Material:</u>	paper film ----- opaque transparent reflective

The TubeScan is designed as an optical quality assurance system to be used in high quality printing. The intelligent combination of imaging technology and the strobe principle allows a simple and reliable quality check during printing or finishing. The system consists of a modularly designed, highly

integrated PC system and a digital camera unit. High-level camera technology and advanced operating elements are used together with the latest microelectronics. TubeScan is available in three variants: digital strobe, digital strobe+ and digital strobe++, which include the following functions:

- 1 1 **TubeScan Digital Strobe+ 550**
Web Viewing and Automatic Inspection System
for web width < 21.7" [550 mm]
including:
1 TubeScan Image Capture System with digital camera,
high power LED illumination,
power supply 100V - 240V, 50/60Hz,
binary defect output,
shaft encoder with lay-on wheel and spring load assembly
1 TubeScan Digital Strobe+ software,
menu guided, optimized for intuitive touch operation,
up to 20 lanes with user adjustable width,
individual defect counter per lane,
global repeat and defect counter,
generation of binary defect output upon finding a defect (150
mA, 0 V low, +24 V high),
detection of missing labels and major print defects (adjustable
inspection sensitivity),
automatic repeat synchronization,
no additional print mark sensor required
1 Touch Monitor 21.5" for operator control
1 Full HD monitor for high-speed web viewing
1 Desktop PC with Intel CPU,
Windows (64 bit operating system)
1 Ethernet remote control module for the remote service by
software **TeamViewer** enables remote diagnostics and
maintenance (corresponding internet access is provided
by customer).
- 2 1 **Fine Inspection digital strobe++**

Fine print control for small defect sizes
incl.
- Job Management
- Multi-Zone Processing
- Masking Function
- Auto Matrix Detection
- Selectable 'Averaging' Mode
- Fine-Text Algorithm

Note:
This software feature requires the Digital Strobe+,
Eagle View+ camera or version XL.
- 3 1 **4000**
Option for higher resolution by second 2k camera
(2x2000 pixels)

- 4 1 **Dynamic Roll Map**
Stores all defects per lane.
Dynamic refresh during inspection.
Graphical display with zoom function
over entire roll.
- Note:
This software feature requires the feature
`Fine Inspection` being installed.
- 5 1 **Dual Mounting Set Camera/1000**
Camera traverse, dual mounting
with customized length of maximum 39.4" [1000 mm].
Length: 1000 mm
- 6 1 **Alarmset incl. connection cable**
External alarm device
with green `Inspection on` indication
and LED-flashing red visual alert
actuated by relevant software option
when pre-set tolerance ranges of
parameter have been abandoned,
ABS enclosure (IP54),
diam. 2.8" [70 mm] x height 5.9" [150 mm] with magnetic
base and attached 6.6 ft [2 m] connecting signal cable.
- 7 1 **Extension Cable Touch Monitor 5 m**
- 2 x 15 ft [5 m] HDMI cable to the touch
and HD monitor
- 1 x 10 ft [3 m] USB-A to A cable to
the touch monitor
- 2 x 10 ft [3 m] power supply extension
for the touch and HD monitor
- 1 x 10 ft [3 m] power supply extension
for TubeScan
- 8 1 **Backlight illumination**
for TubeScan Digital Strobe 21.7" [550 mm]
for web width up to 21.7" [550 mm],
switchable, for hole detection on opaque,
shadow elimination on transparent materials and contrast
enhancement for translucent multilayer applications (RFID,
Labels).

Technical Information 'Digital Strobe+ 550':

Performance Improvement: 4000

- Standard Inspection width: 21.7" [550 mm]
- Max. theoretical physical inspection width
(upon request, after verification): 22.4" [570 mm]

- Camera housing width: 24" [610 mm]
- Camera housing height: 11.4" [290 mm]
- max. Speed incl. 4000 option: 820.2 fpm [250 m/min]
- Resolution per square pixel: 0.01" [0.139 mm]
- Resolution in Pixel/mm²: 52
- Resolution increase towards standard (% Pixel/mm²): 300 %
- Number of Cameras 100 % View: 2

Price.....	\$	39,857.00
Special Mark Andy OEM Pricing:.....	\$	33,878.00

Note: The above system does not include a stand for the camera and/or mechanical adaption and/or brackets to mount the BST equipment other than as specified above.

The customer is responsible for mechanical integration of equipment into the press as well as any modifications required to integrate the BST equipment into the machine.

Connection Cables

The above system includes connection cables with lengths as required.

Delivery:

All **TubeScan** systems are shipped **Freight Collect, FOB Elmhurst, Illinois (USA)**, unless instructed otherwise in writing on the purchase order. **Please provide your preferred carrier and account number.**

Delivery Time:

12-14 weeks, subject to receipt of progress payments and completion of technical details.

Terms and Conditions:

See attached "General Terms and Conditions of Sale."

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Request for Sales Tax Exemption Form:

Please provide a Sales Tax Exemption Form if this project qualifies for tax exempt purchases. (GST/HST exemptions if shipments are to Canada).

We require a copy of your Sales Tax Exemption Certificate if you are exempt from paying state sales tax (where the equipment will be delivered). Please submit your Sales and/or Use Tax Exemption Certificate with your purchase order. Any purchase may be subject to sales tax if there is no exemption certificate on file.

Terms of Payment for System/Equipment:

30% with PO, payable / due upon receipt of invoice

(Must be received to start production and to confirm ship date)

60% due prior to shipment

(required to be received for shipment release)

10% net 30 days after delivery

The terms of payment (including open credit accounts) are at the continued discretion of the Seller and may be subject to receipt of a suitable credit reference.

We ask you to arrange the down-payment as soon as possible because we start production only after receiving the deposit and technical details.

Standard payments are by check drawn on US Bank, ACH or wire transfers. Any interest costs or additional fees associated with payments are the responsibility of the buyer.

Installation review, start-up, commissioning, operator training and acceptance:

The costs for installation review, start-up and training are not included in the above price and will be invoiced separately according to the charges arising. Further details can be provided when the requirements are finalized.

Modification acceptance

We explicitly reserve the right to make technical modifications and improvements which serve the advancement of our products.

Reservation of property

The delivered equipment remains property of the seller until the agreed-upon purchase price has been paid in full and all claims deriving from the business relationship between the purchaser and seller, current or future, have been settled, including all subsidiary claims.

With best regards

Ernest Schneider
Vice President - Sales

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BST North America

GENERAL TERMS & CONDITIONS OF SALE

THIS PDF MAY NOT BE MODIFIED OR ALTERED USING A PDF EDITING PROGRAM OF ANY TYPE.

1) Definition terminologies used

The Seller is defined as BST. The Buyer is defined in the quotation, Buyer's purchase order, or Seller's Confirmation of Order. Equipment outlined in the quotation may be referred to as "goods". Shipment refers to the date the Equipment leaves the Seller's factory or parts warehouse. The names Eltromat, and AccuWeb that may be used in a quotation, are trademarks and products of BST GmbH and BST North America.

2) Price and Delivery Terms

The Price and Delivery Terms (Incoterms 2020) are shown as specified in the quotation or order confirmation. All prices shown are either in US \$ or Euro.

3) Confidentiality

Buyer shall not disclose to third parties any drawings, specifications, estimates, price quotations, or any other documentation regarding the Equipment and quotation. These materials are either copyrighted or a confidential part of the purchase agreement between the Buyer and BST.

4) Acceptance of an Order

A quotation or a Buyer's purchase order does not constitute an accepted order by BST. An accepted order is either countersigned by an officer of BST North America, or a Purchase Order Acknowledgement is sent to the Buyer.

5) Delivery

Seller cannot give a firm delivery date; however, upon receipt of Buyer's order, and upon acceptance of the order, Seller can quote an approximate shipment date and issue the confirmation of order after receipt of the applicable down payment and completion of technical clarifications. Seller's delivery period commences upon issuance of Seller's "Confirmation of Order". Delivery occurs when Seller places the goods in the possession of a carrier for shipment to Buyer or when Seller notifies Buyer of readiness to ship, whichever occurs first. Partial delivery is permissible.

6) Risk of Loss

Risk of loss shall pass to Buyer upon delivery to the specified Buyer's loading dock or receiving.

7) Payment

Payment shall be made in accordance with the terms of the Sellers order confirmation and unless otherwise specified, all payments are due net 30 days unless otherwise specified on the quotation, Order Confirmation, and/or invoice. An interest charge of 5% per month will be charged for late payments. Buyer shall not set-off against the purchase price any disputed claim against Seller which has not been established by a court of competent jurisdiction. Standard payments are by check drawn on a US Bank, ACH or wire transfers. Taxes are the sole responsibility of the Buyer as well as interest costs or additional fees associated with payments. Payments made by credit cards will be charged an additional 3.14% processing fee (reviewed and adjusted annually, mid-year), which is charged to the Seller by the credit card companies. **The terms of payment will be at the discretion of the Seller and are subject to change based on the payment and credit history of the Buyer.**

8) Warranty

BST STANDARD WARRANTY IS 12 MONTHS FROM THE DATE OF SHIPMENT FROM THE FACTORY. Any modification to this will be specified in the quotation or order confirmation. Seller's liability hereunder is limited solely to the cost of the replacement parts and is not liable for labor, taxes (if any), and transportation costs. Seller is not responsible for consequential damages.

Seller warrants that any replacement part shall be free from defects for a period of 3 months from the date of shipment from the factory or warehouse or the expiration of the original warranty period, whichever is greater. If any strobe bulbs are used in the equipment purchased, they have a reduced limited warranty of 6 months from date of Shipment.

Notwithstanding anything contained herein to the contrary, for this warranty to be effective, Seller must receive written notification of the warranty claim within the warranty period. **THE FOREGOING IS IN LIEU OF ALL WARRANTIES AND LIABILITIES WHETHER STATUTORY, EXPRESSED, OR IMPLIED, INCLUDING BUT NOT LIMITED TO WARRANTIES OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, AND WORKMANLIKE SERVICE.**

9) Special Conditions

Seller shall not be liable for any damages or claims whatsoever, including liability for personal injury or property damage arising out of the operation, storage, or transportation of the goods if Buyer (i) removes or in any way modifies safety devices or warning labels supplied with the goods; or (ii) fails to operate the goods and Equipment in accordance with the instructions supplied by the Seller. In addition, the warranty for the goods, Equipment, and replacement parts provided by Seller shall be void if the Buyer removes any of safety devices, labels or fails to operate the goods in accordance with the instructions provided by the Seller.

10) Consequential Damages

Seller shall not be liable, directly, or indirectly, in contract, tort or otherwise, for damages or delay, downtime, loss of use, loss of revenue, personal injury, death or property damage.

11) Limitation Period

Any legal action against Seller shall be brought within one (1) year from the date of shipment or the action shall be forever barred.

12) Cancellation

A cancellation fee amounting to a minimum of 50% of the Equipment purchase price will be applied to all orders that are cancelled after receipt of the Buyer's purchase order and down payment.

13) Default

Should Buyer be in default or breach any of these Terms and Conditions or fail to make any payment in accordance with the terms of the Seller's Confirmation of Order, Seller has the option to declare immediately due and payable any unpaid balance of the purchase price. In the event of non-payment Seller reserves the right to suspend the supply of goods and add any costs incurred in the recovery of the amount outstanding to the final balance. As outlined in Paragraph 2, all payments which are past due shall be subject to a service charge of 5% per month. Buyer shall pay all costs of collection, including a reasonable attorney's fee, if incurred. Any relaxation or indulgence granted to the Buyer by the Seller shall not be deemed in any way waiver of, or to prejudice the rights of the Seller.

14) Applicable Law

These Terms and Conditions shall be construed in accordance with and is subject to the laws and rules of the State of Illinois. Jurisdiction and venue of any legal action regarding this transaction must be filed exclusively with the Illinois Court of Claims.

Further: With the purchase of this Equipment or Parts, the Buyer warrants that what is purchased will not be exported to or for the use in Russia. If the Buyer resells or exports the Equipment or parts to or for the use in Russia, BST North America has the right to terminate the contract, withhold all monies paid, and BST will immediately contact the appropriate authorities.

15) Excuse for Nonperformance

Seller shall not be responsible for any delay or failure to make delivery of all or any part of the goods due to federal, state, or local actions, regulations or laws; strikes or other labor troubles; fire, storms or Acts of God; inability to obtain raw materials, labor, supplies, or any other circumstance beyond Seller's control which prevents, hinders, or makes commercially impracticable the manufacture or delivery of the goods; any of which shall excuse Seller from performance under these Terms and Conditions and Seller's Confirmation of Order.

16) Security Agreement

Buyer grants and conveys unto Seller a Security Interest in the goods until the purchase price has been fully paid. If requested by Seller, Buyer shall execute all documents necessary to timely perfect said Security interest.

17) Force Majeure

In no event shall the Seller be responsible or liable for any failure or delay in the performance of its obligations hereunder arising out of or caused by, directly or indirectly, forces beyond its control, including, without limitation, strikes, work stoppages, accidents, acts of war or terrorism, civil or military disturbances, nuclear or natural catastrophes or acts of God, and interruptions, loss or malfunctions of utilities, communications or computer (software and hardware) services.

18) Entire Agreement

THESE TERMS AND CONDITIONS AND SELLER'S CONFIRMATION OF ORDER REPRESENT THE ENTIRE AGREEMENT BETWEEN THE PARTIES AND CONTROL OVER ANY INCONSISTENCIES WITH BUYER'S PURCHASE ORDER. BUYER'S TERMS AND CONDITIONS ARE NOT PART OF THIS CONTACT OR PURCHASE AGREEMENT.

NO MODIFICATION OF THESE TERMS AND CONDITIONS OR SELLER'S CONFIRMATION OF ORDER SHALL BE VALID AND EFFECTIVE UNLESS IN WRITING AND SIGNED BY ALL PARTIES. THE INVALIDITY OF ONE PROVISION SHALL NOT AFFECT THE VALIDITY OF THE REMAINING PROVISIONS.

Revised - 22 March 2024