



#	Month	Year	Last Rev:
13	11	2015	20/10/15
Gestión de Control de Calidad/ Quality Management			
FO-INT-ING-CDE001-REV01			

## Commercial Bid Evaluation CBE

Material Code # / Código del Material:		Fecha/ Date:	19/05/16
Descripción/ Description:	BROCAS PARA TALADROS		
Disciplina/ Discipline:	HVAC	Type:	Consumibles

Aprobado TBE / Approved Technical Bid Eespecification TBE:	NO APLICA	NO APLICA	NO APLICA	NO APLICA	NO APLICA
Aprobado RFA / Approved RFA :	NO APLICA	NO APLICA	NO APLICA	NO APLICA	NO APLICA
Plazo de entrega/ Delivery Date:	45-50 DIAS A/D	3 DIAS	3 DIAS	3 DIAS	30 DIAS A/D
Lugar de entrega/ Location:	TOCUMEN	TOCUMEN	TOCUMEN	FOB	TOCUMEN

					Vendor Name:	Vendor 1 DANYANG TONGYU TOOL CO. LTD		Vendor 2 LACY		Vendor 3 ZHEN JIANG HTT-TOOL CO., LTD		Vendor 4 KUNSHAN HIGREDTOOLS CO., LTD		Vendor 4 ROBTOL	
Codigo B.O.M	Description/ Descripcion	Cant.	Und.	Monto Presupuestado	Condiciones de Pago/ Shippment Terms	Contado		Contado		CONTADO		CONTADO		CONTADO	
	BROCA Ø 1/2 PARA CONCRETO SDS	500	PZA	B/ 0.00		B/ 0.46	B/ 229.50	B/ 0.60	B/ 300.00		B/ 0.00	B/ 0.54	B/ 269.00	B/ 0.44	B/ 221.00
	BROCA Ø 3/4 PARA CONCRETO SDS	500	PZA	B/ 0.00		B/ 1.44	B/ 720.00	B/ 1.49	B/ 745.00		B/ 0.00	B/ 1.19	B/ 592.50		B/ 0.00
	BROCA Ø 3/8 PARA CONCRETO SDS	500	PZA	B/ 0.00		B/ 0.40	B/ 199.50	B/ 0.50	B/ 250.00	B/ 0.79	B/ 393.00	B/ 0.45	B/ 227.00	B/ 0.43	B/ 214.00
	BROCA Ø 1/4 PARA METAL HSS	500	PZA	B/ 0.00		B/ 0.45	B/ 224.00	B/ 0.26	B/ 130.00		B/ 0.00	B/ 0.41	B/ 207.00		B/ 0.00
	BROCA Ø 1/2 PARA METAL HSS	500	PZA	B/ 0.00		B/ 2.09	B/ 1,045.00	B/ 0.99	B/ 495.00		B/ 0.00	B/ 1.86	B/ 928.50		B/ 0.00
	BROCA Ø 3/8 PARA METAL HSS	500	PZA	B/ 0.00		B/ 1.02	B/ 509.50	B/ 0.53	B/ 265.00	B/ 0.74	B/ 371.00	B/ 1.08	B/ 540.00		B/ 0.00
							B/ 0.00						B/ 0.00		B/ 0.00
					ITBMS										
					Costo TOTAL/ TOTAL Cost :	B/ 2,927.50		B/ 2,185.00		B/ 764.00		B/ 2,764.00		#1REF1	
					Moneda/ Currency:	Dolares		Dolares		Dolares		Dolares		Dolares	

NOTA DE PROVEEDOR				500/piece MOQ			
OBSERVACIONES							
RECOMENDACIÓN							

**De:** pchan@tongyutools.com  
**Enviado el:** jueves, 14 de abril de 2016 05:37 a.m.  
**Para:** agalaviz@integpa.com  
**Asunto:** Re:RE: drill bits for concrete

Alba,

Thank you for your e-mail.  
Please find our quote below:

SDS concrete drills (SDS plus Shank)					
Size	Length	Unit	Price	Quantity	Amount
1/4"	6"		0.343	150	51.45
1/2"	6"		0.441	150	66.15
3/4"	8"		1.196	150	179.4
3/8"	6"		0.384	150	57.6
Sub-total					354.6
HSS for metal drills (Jobber length, Straight Shank)					
Size	Length	Unit	Price	Quantity	Amount
1/4"	4"		0.431	150	64.65
1/2"	6"		2.01	150	301.5
3/4"	7-5/8"		9.412	150	1411.8
3/8"	5"		0.98	150	147
7/8"	7-5/8"		15.431	150	2314.65
5/8"	7-1/8"		5.882	150	882.3
1"	7-5/8"		17.912	150	2686.8
Sub-total					7808.7
SUM Total					8163.3
FOB Shanghai, bulk package.					

Please let us know freely if you need anything.

Thank you & Best Regards.  
Peter Chan

**Danyang Tongyu Tools Co., Ltd.**  
Houxian Town, Danyang City, Jiangsu Province, China.  
Tel. :+86-511-8632-5949  
Fax. :+86-511-8633-3850  
[www.tongyutools.com](http://www.tongyutools.com)

-----Original Message-----

From: agalaviz@integpa.com  
To: pchan@tongyutools.com

Cc:

Subject: RE: drill bits for concrete

Date: 2016-04-14 01:38:07.0

Peter, nice to meet you

I need:



1. SDS concrete drills in sizes  $\frac{1}{4}$ " ,  $\frac{1}{2}$ " ,  $\frac{3}{4}$ " ,  $\frac{3}{8}$ " ... this is the model



Quantity: 150 drills for each size.

2. HSS for metal drills in sizes  $\frac{1}{4}$ " ,  $\frac{1}{2}$ " ,  $\frac{3}{4}$ " ,  $\frac{3}{8}$ " ,  $\frac{7}{8}$ " ,  $\frac{5}{8}$ " , 1"

Quantity: 150 drills for each size.

If you have a catalog would be nice, I that way I can see another things you sell.

Waiting for your prompt response,

Regards.

Alba Galaviz  
Gerente de Procura  
Teléfono: +507 202-1021 / +507 202-1022  
e-mail: agalaviz@integpa.com



**VENEZUELA**  
Ubicación: Av. Río Caura y Paraguri, Centro Comercial  
la Pirámide, Piso 3 Oficina 309-310, Caracas, Venezuela  
Teléfono: +58 212-979-8886

**COSTA RICA**  
Ubicación: Calle Potrerillos, de Holcim, 500 mts al este,  
Contiguo a Cibodagas Milano, Costa Rica  
Teléfono: +506 2239-2006



**PANAMÁ**  
Ubicación: Avenida Balboa, Balboa Plaza,  
Piso 4, Oficina 412  
Teléfono: +507 308-3483

www.integca.com • www.integ.com.ve • www.integcr.com • www.integpa.com

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**De:** pchan@tongyutools.com [mailto:pchan@tongyutools.com]

**Enviado el:** miércoles, 13 de abril de 2016 12:15 p.m.

**Para:** agalaviz@integpa.com

**Asunto:** drill bits for concrete

Dear Mr. **Alba Galaviz,**

Thank you for your inquiry from alibaba.com. Please send us your inquiry list here and we will quote for you.

Thank you & Best Regards.

Peter Chan

**Danyang Tongyu Tools Co., Ltd.**

Houxiang Town, Danyang City, Jiangsu Province, China.

Tel. :+86-511-8632-5949

Fax. :+86-511-8633-3850

[www.tongyutools.com](http://www.tongyutools.com)

**QUOTATION LIST**

VERSION: 2016.04.18

TERMS: FOB SHANG HAI OF CHINA

**1. PGM SDS-plus hammer drill bit**

Professional SDS-plus hammer drill bit, 35CrMo and 40Cr steel material, high quality DD series carbide tip developed with German company together, milled flute, shot-peening surface treatment, auto copper soldering tip attachment, Bosch authorized SDS-plus shank.



Diameter (inch)	Working Length (inch)	Overall Length (inch)	Unit price (USD)
3/8"	2-1/4"	4-1/4"	0.695
3/8"	4-1/4"	6-1/4"	0.786
3/8"	6"	8"	0.885
3/8"	8-1/4"	10-1/4"	0.98
3/8"	10-1/4"	12-1/4"	1.126
3/8"	16"	18"	1.565
3/8"	22"	24"	1.971

**2. Clip hangers for SDS-plus shank drill bit**



From left to right:

1. Big clip local made: USD0.08/pc

2. Small clip local made: USD0.07/pc

3. Rose Plastic SDS-plus DYC 36x74: USD0.1/pc

Note:

1. price includes sticker label

2. color can be at the customer's requirement

**3. PP bag**

Drill bit length (inch)	Unit price (USD)
4-1/4"	0.028
6-1/4"	0.039
8"	0.052
10-1/4"	0.064
12-1/4"	0.077
18"	0.111
24"	0.148

**4. HSS twist drill bit, DIN338 standard reduced shank in bulk package**

Diameter	Unit Price (USD)		
	M2 material fully ground, Bright surface	4341 material fully ground, bright	4241 material Roll forged, Black oxidized
3/8"	1.06	0.742	0.41
5/8"	3.356	2.500	1.502
7/8"	6.633	5.291	3.674
1"	7.914	6.059	4.505

# Danyang Tongyu Tools Co., Ltd.

Houxiang Town, Danyang City, Jiangsu Province, China.  
Tel:+86 511 86325949 Fax:+86 511 86333850

## QUOTATION

16/04/16

(VALID FOR 40 DAYS.)

- 1) SDS plus concrete drill bits  
Individually packed in plastic hanger

Size	Length	Unit Price	Quantity	Amount
1/4"	6"	US\$0.357	US\$150.00	US\$53.55
1/2"	6"	US\$0.459	US\$150.00	US\$68.85
3/4"	8"	US\$1.244	US\$150.00	US\$186.60
3/8"	6"	US\$0.399	US\$150.00	US\$59.85
<b>Sub-total</b>				<b>US\$368.85</b>



- 2) HSS for metal drills  
10pcs packed in a PVC bag

Size	Length	Unit Price	Quantity	Amount
1/4"	4"	US\$0.448	US\$150.00	US\$67.20
1/2"	6"	US\$2.090	US\$150.00	US\$313.50
3/4"	7-5/8"	US\$9.788	US\$150.00	US\$1,468.20
3/8"	5"	US\$1.019	US\$150.00	US\$152.85
7/8"	7-5/8"	US\$16.048	US\$150.00	US\$2,407.20
5/8"	7-1/8"	US\$6.117	US\$150.00	US\$917.55
1"	7-5/8"	US\$18.628	US\$150.00	US\$2,794.20
<b>Sub-total</b>				<b>US\$8,120.70</b>



PRICE TERM: CIF Colon, Panama

PAYMENT TERM: 40% T/T IN ADVANCE, 60% T/T BEFORE SHIPMENT.

DELIVERY TIME: 45 - 55 DAYS AFTER RECEIVING YOUR 40% DEPOSIT.

# KUNSHAN HIGREDTOOLS CO.,LTD

ADD:NO.607-F-555 HET ENG RD, HUAQIAO BIZ PARK, KUNSHAN-Z 15552 JIANGSU  
CHINA

TEL:86-512 36809449 3633 FAX:86-512 36809001

## QUOTATION SHEET

FOB SHANGHAI USD price

SDS concrete drills (SDS Plus Shank)

SIZE	QTY	two cutter	cross cutter
1/4" × 6"	150	\$0.277	\$0.338
1/2" × 6"	150	\$0.385	\$0.538
3/4" × 8"	150	\$0.892	\$1.185
3/8" × 6"	150	\$0.331	\$0.454

HSS for metal drills

SIZE	QTY	M2	M35(COBALT)
1/4" × 4"	150	\$0.414	\$0.638
1/2" × 6"	150	\$1.857	\$3.037
3/4" × 7-5/8"	150	\$5.658	\$7.074
3/8" × 5"	150	\$1.080	\$1.706
7/8" × 7-5/8"	150	\$9.548	\$11.923
5/8" × 7-1/8"	150	\$3.818	\$4.769
1" × 7-5/8"	150	\$12.969	\$16.000



## Twist Drills (0.45 discount)

D	L	F	Price(usd)
0.2	19	3	3.97
0.3	20	3.5	2.38
0.4	24	5.5	1.75
0.5	27	7.5	1.43
0.6	30	8.5	1.75
0.7	32	10	1.27
0.8	34	11	1.79
0.9	36	13	1.43
1	40	18	1.90
1.1-1.2	42	20	1.59
1.3	45	22	2.06
1.4-1.5	48	23	2.06
1.6-1.7	50	25	2.70
1.8-1.9	52	28	2.70
2.0-2.1	55	29	3.33
2.2-2.3	58	33	3.17
2.4-2.5	61	35	4.13
2.6-2.7	64	37	4.76
2.8	67	39	4.76
2.9-3.0	71	42	6.83
3.1-3.2	71	42	6.03
3.3-3.5	73	45	8.25
3.6-3.8	76	48	7.14
3.9	79	51	9.52
4	83	54	13.49
4.1-4.3	83	54	11.11
4.4-4.5	86	56	14.44
4.6	86	56	11.90
4.7-4.8	89	59	15.71
4.9-5.0	92	62	13.49

D	L	F	Price(usd)
5.1	92	62	3.97
5.2-5.5	95	64	2.38
5.6-5.9	98	67	1.75
6	102	70	1.43
6.1-6.3	102	70	1.75
6.4-6.5	105	73	1.27
6.6-7.0	105	73	1.79
7.1-7.3	108	75	1.43
7.4-7.5	111	78	1.90
7.6	111	78	1.59
7.7-8.0	114	81	2.06
8.1-8.3	117	84	2.06
8.4-8.5	121	87	2.70
8.6-8.7	121	87	2.70
8.8-9.0	124	89	3.33
9.1	124	89	3.17
9.2-9.5	127	92	4.13
9.6-10	130	95	4.76
10.1-10.4	133	98	4.76
10.5	137	100	6.83
10.6-10.7	137	100	6.03
10.8-11	140	103	8.25
11.1	140	103	7.14
11.2-11.5	143	106	9.52
11.6-11.9	146	109	13.49
12	149	111	11.11
12.1-12.3	149	111	14.44
12.4-12.5	152	114	11.90
12.6-13	152	114	15.71

D	L	F	Price(usd)
1/64	24	5.5	3.97
1/32	34	11	2.38
3/64	42	20	1.75
1/16	48	23	1.43
5/64	52	28	1.75
3/32	58	33	1.27
7/64	67	39	1.79
1/8	71	42	1.43
9/64	73	45	1.90
5/32	79	51	1.59
11/64	83	54	2.06
3/16	89	59	2.06
13/64	92	62	2.70
7/32	95	64	2.70
15/64	98	67	3.33
1/4	102	70	3.17
17/64	105	73	4.13
9/32	108	75	4.76
5/16	114	81	4.76
21/64	117	84	6.83
11/32	121	87	6.03
23/64	124	89	8.25
3/8	127	92	7.14
13/32	133	98	9.52
27/64	137	100	13.49
7/16	140	103	11.11
29/64	143	106	14.44
15/32	146	109	11.90
31/64	149	111	15.71
1/2	152	114	13.49

**agalaviz@integpa.com**

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**De:** Lacy zhu <Lacyyaoyan@hotmail.com>  
**Enviado el:** sábado, 16 de abril de 2016 04:01 a.m.  
**Para:** agalaviz@integpa.com  
**Asunto:** 答复: masonry

MOQ:sds plus=500pcs/size  
hss drill=300pcs/size

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发件人: Lacy zhu  
发送时间: 2016 年 4 月 16 日 1:58  
收件人: agalaviz@integpa.com  
主题: 答复: masonry

Because we are the manufacturer, so have a minimum quantity:500pcs/size  
Our factory sales of very good, so there is no inventory. Too few have no way to production.

sds plus 4 cutter hammer drill bit:bulk packaging  
1/4"X160mm:\$0.33  
1/2"X160mm:\$0.60  
3/4"X210mm:\$1.49  
3/8"X160mm:\$0.50

HSS DRIL 4241material  
1/4"X101MM:\$0.26  
1/2"x151mm:\$0.99  
3/4"x 7-5/8":\$1.73  
3/8"x 125MM: \$0.53  
7/8"X 7-5/8": \$2.48  
5/8"X 178MM: \$1.30  
1"X 7-5/8": \$ 3.35

Regards  
lacy

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发件人: agalaviz@integpa.com <agalaviz@integpa.com>  
发送时间: 2016 年 4 月 15 日 18:01  
收件人: 'Lacy zhu'  
主题: RE: masonry

Lacy, I need this



# ROBTOL

Shanghai Robtol Tool Manufacturing Co., Ltd.

ADD:539#, Huancheng North Road, Comprehensive Ind. Development Zone (Fengxian), Shanghai, China; E-mail:roblion@robtol.com; Tel:86-21-57436881



## Quotation

Date:

Payment: T/T (Wire)

Price Validity:60days

Lead Time:30 working days

To:

From:

ATTN:

Tel: 86-21-57436881

Packing:Standard Exporting Packing

item name	photo	specification $\varnothing$ mm	FOB Shanghai USD\$/PC, Standard	FOB Shanghai USD\$/PC, Professional	FOB Shanghai USD\$/PC, High Profermance
drill bit for concrete		6×110	\$0.193	\$0.244	\$0.304
		8×110	\$0.201	\$0.255	\$0.317
		10×110	\$0.228	\$0.288	\$0.359
		6×160	\$0.206	\$0.260	\$0.324
		8×160	\$0.228	\$0.288	\$0.359
		10×160	\$0.272	\$0.344	\$0.428
		12×160	\$0.280	\$0.355	\$0.442
		16×160	\$0.420	\$0.532	\$0.662
		6×210	\$0.272	\$0.344	\$0.428
		8×210	\$0.289	\$0.366	\$0.455
		10×210	\$0.315	\$0.399	\$0.497
		12×210	\$0.333	\$0.421	\$0.524
		16×210	\$0.473	\$0.599	\$0.745
		20×210	\$0.767	\$0.971	\$1.209