



DEVA PRESERVATION SERVICES PTE. LTD.

Unit 04-40, 7 Soon Lee Street, Singapore 627608
Tel: +65-6665-0320 / 0830 Website: www.preservemetal.com
CRN & GST No.: 200413471W

Dev Ref: **QTN-070-18-R0**

Customer Ref no: **Nelson Request Dt: 24th Apr 2018**

Date: 4th May 2018

Westmont Pte Ltd

3, Pickering Street,
03-32 Nankin Row
Singapore 048660

Attn: Mr. Nelson Nopia – Technical Lead

Dear Mr.Nelson,

Please find techno-commercial proposal below – Suitable Corrosion Protection materials and resources needed for your clients Riser ID preservation requirements.
Your Ref no: Request Dated: 24/04/2018

1.0 Technical

A. The following advantages of using our Asset Integrity Management (AIM) Solutions:

1. Non-toxic, non-hazardous, non-reactive – **Environmentally friendly products.**
2. Easy to use and no removal required
3. One-time application – Long term protection
4. Cost effective with savings

B. Specific Technical Application

S No.	AIM Products	Preservation Classification	Unit Application	Applicable Areas and Systems
1	Dev VCI OD53	Degreaser can remove thick oily film as well as grease	As required	Degreasing application needed and temporary short-term protection
2	Dev Rust Remover	Rust Removal Applications	30% conc.1L/ m ²	Rusted parts Flange, and holes



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3	Dev VCI W-Shield +	Neutralizer after rust removal to stabilize the surface	30% conc.1L/ m ²	After application of Dev Rust Remover
4	Dev VCI O-Shield 80	Wax based anti-corrosive oil for external preservation of ferrous or non-ferrous bare metals	8 m ² /L	Apply on parts exposed to corrosive action any uncoated metal surfaces and allow it dry which forms thin waxy protective layer
5	Dev VCI Stretch Film 0580	Protection against the corrosion of ferrous and nonferrous metal material	Wrap around the equipment	Stretching, adhesive and transparency properties are the best with corrosive protection
6	Dev VCI Shrink Film 2060	External Preservation Outdoor applications (Protection against rain, shine - UV resistant)	50kg Roll / 242 m ² area	Shrink wrap is used to protect component /equipment for storage or shipment - Outdoor

2.0 Commercial Proposal:

Dev AIM Solutions –

- Using **oil based protective chemicals** in the quotation for the purpose stated below, assume volume calculated based on the empty Risers.
- Related technical data sheets has been attached for your information.
- Price is given below for preserve **25 Riser Joints ID 18"-19" with Choke & Kill lines 25x3=75 ea** to be preserved.

S No.	Preservation Product	Unit	Package	Unit Price USD	Order Qty	Total Price USD	Remark / Ref
1	Dev VCI OD53 Solvent-based Degreaser, Ferrous & Non-Ferrous	Ltr	Drum 200L/20 L	24.36/L	20	487.20	Riser Preservation
2	Dev Rust Remover	Ltr	Drum 200L/20 L	24.88/L	20 L	497.60	
3	Dev VCI W-Shield +	Ltr	Drum 200L/20 L	33.4/L	20 L	668.00	



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4	Dev VCI O-Shield 80 External preservation of ferrous, non-ferrous parts – Outdoor	Ltr	Drum 200L/20 L	20.27/L	305 L	6182.35	
5	Dev VCI Stretch Film 0580	Kg	3kg/Roll (6ea in a carton)	8.67/Kg	18 Kg	156.06	
6	Dev VCI Shrink Film 2060 Protect Parts stored in Outdoor applications both ferrous and nonferrous metal materials that are in storage and transportation processes	Kg	50Kg / roll	9.69/Kg	100 Kg	969.00	
7	3M Duct Tape	Ea	Roll	5.00/ea	10 ea	50.00	
8	Silicon Sealant	Ea	Tube	3.50/ea	10ea	35.00	
9	Special Equipment and Tools rental	Day rate	Day rate	500/day		3000.00	
	Material Sub Total					12045.21	
10	Execution: Preservation Engineer - 1 Engineers, 6 days	Day Rate	Man Day	900 / Day	6	5400.00	On-Shore
11	Work Preparation- Preservation Technician - 6 Technicians, 6 days (36 Man days)	Day Rate	Man Day	180 / Day	36	6480.00	On-Shore
	Man power Sub Total					11880.00	
	Sub Total					23925.21	
	GST 7%					1674.76	
	Total USD					25599.97	

Note:

- All lifting and crane requirements support done by Client
- Preservation work MUST be done immediately after water jet washing done



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- Local trained Indonesian Technicians will be mobilised for execute the job and the Engineers from Singapore will oversea the job.

3.0 Terms and Conditions

1. Quote Validity – 30 days
2. Materials :
 - a. Stock items – Based on first come, first served basis.
 - b. For the material quantities that are based on assumed volumes, change in the consumable quantities will be charged at the unit rates as above.
 - c. Delivery terms – Ex-Works Singapore
 - d. Transportation – local –SGD 90/ trip, overseas – cost + 10%.
3. Man Power
 - a. Normal work hours – up to 10hrs/ day onshore OR men to follow yard timings
 - b. Food and accommodation will be provided by Client or charged at cost + 10%.
 - c. Mob/ demob – including flight, hotel, transport, boarding will be by Client or charged at cost +10%.
 - d. Pre mob expenses – including visa, certifications, medical, transport, etc will be by Client or charged at cost+10%.
 - e. Timesheet from the time of commencing mobilization at the point of origin until returning to the point of origin.
4. Payment
 - . All payments shall be made within 15 days on receipt of the invoice.
5. Exclusions
 - a. Prices exclude taxes and expenses; taxes and expenses, if any, will be charged at cost + 10%.
6. Coverage:
 - a. The above prices cover only those items specified. Other Materials and Services required, if any, will be charged at cost + 10%.
7. Governing Law: Singapore
8. Dispute Resolution: by Singapore International Arbitration Centre (SIAC), by single arbitrator for claims less than USD one million; by three arbitrators for claims in excess of USD one million.



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We thank you for the opportunity given for preserve your client's riser joints at Balikpapan. Our solution will ensure effective protection of your customer assets.

Thanking You,

Yours Sincerely,

Ravichandran

Sales Engineer

Ph: 65- 66650320 / 90052152

Deva Preservation Services Pte Ltd

Email ID : ravi@preservemetals.com

Website : www.preservemetals.com

Dev VCI Products - The perfect defence for bare metals...

CORROSION PREVENTION & ASSET PRESERVATION