

VENDOR B SOLUTIONS

Global Industrial Equipment Specialists
456 Manufacturing Drive, Dallas, TX 75201
Email: vendor.b.demo@gmail.com | Tel: +1-555-0202

COMMERCIAL QUOTATION

COMPETITIVE PRICING

Quote Reference:	VBS-Q-2025-0847	Date:	October 17, 2025
Customer:	Bin Quraya Procurement Department Re: Project Eagle - Aramco Expansion		
RFQ Reference:	High-Pressure Heat Exchanger (9COM: 450-012547)		

EQUIPMENT SPECIFICATIONS

Description	Details
Equipment	Shell & Tube Heat Exchanger - Heavy Duty
Design Standard	ASME Section VIII Division 1
Material Specification	Stainless Steel Grade SS 304 (Cost-Optimized)
Shell Construction	SS 304
Tube Bundle	SS 304
Tubesheets	SS 304
Operating Pressure	150 psig

Operating Temperature	350°F Maximum
Hydrostatic Test	225 psig (1.5x design)
Surface Area	500 sq.ft

PRICING & COMMERCIAL TERMS

Equipment Cost:	USD 38,750.00
Quantity:	1 Unit
Total Price (EXW):	USD 38,750.00
Special Discount:	15% Already Applied
Lead Time:	8-10 Weeks from PO
Payment:	40% with PO, 60% before shipment
Quote Validity:	45 Days
Warranty Period:	18 Months from shipment

SCOPE OF SUPPLY

- One (1) complete heat exchanger unit
- Material certificates as per standard
- Pressure test certification
- ASME code stamp and data plate

- Installation and operating instructions
- Gasket and bolt set (one spare set)

ADVANTAGES OF SS 304

- Excellent corrosion resistance for most applications
- Cost-effective solution with proven performance
- Readily available material - faster delivery
- 20% cost savings compared to SS 316L

EXCLUSIONS

- Site installation and commissioning
- Special packaging for air freight
- Third-party inspection (available at extra cost)

Prepared by: Michael Johnson, Sales Engineering Department

Approved by: Sarah Williams, Commercial Manager

Terms and conditions as per Vendor B Solutions standard trading terms apply.

Thank you for considering Vendor B Solutions - Quality & Value Combined