



1, rue Guillaume Massicot  
36100 ISSOUDUN  
FRANCE  
Tel. +33 (0)2 54 03 19 61  
Fax. +33 (0)2 54 03 12 90  
E-mail: info@innov-analysis.com

## **REPRESENTATIVE GENERAL TERMS**

**Validity as from : January 2006**

### **PRICES**

In Net EURO, without taxes or duties, ex-works IAS Factory, unpacked, EEC duties paid. (See quote).

Discount: See particular Representative agreement. No discount or commission on services part of this representative General terms prices.

### **CURRENCY**

If prices have to be quoted in other currencies:

- a) firm prices: take the actual rate and add 4 % for possible fluctuations
- b) non firm prices: take the actual rate and our invoice will be established at the actual rate and fluctuations if more than +/- 1,5 %

### **TYPICAL FACTORY DELIVERY**

- Standard Gas / Liquid analysers : 6 / 8 weeks
- Non standard Gas / Liquid analysers : 12/14 weeks
- Sampling systems : 12/16 weeks
- Standard calibration systems : 6 / 8 weeks
- Non-standard calibration systems : 12/14 weeks

If advance deliveries are requested, consult Factory for availability and price increase for rush deliveries.

These deliveries are valid for up to 4 instruments on one order. Above, consult Factory.

Delivery time excludes the 4 week summer vacations in August and the 2 week winter vacations in December.

### **WARRANTY RETAIN**

Will be maximum 10 % of the order value, excluding :

- services
- documents
- packing / freight

for a maximum period of 18 months date of final invoice.



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Warranty retain will be released against a Bank guarantee.

In case of warranty retain, the price addition will be the half of the warranty retain percentage. For example 10% will give 5% price increase.

For extended periods with a maximum of 36 months date of invoice, add 0,25 % per month's extension, starting 18 months after date of delivery, based on the order amount excluding services.

If there are any services, documents have to be included ; add it to the order amount.

### **PAYMENT TERMS**

Prices are based on a payment of 30 days net date of invoice.

- For a 60 days payment : add 2 %
- For a 90 days payment : add 3 %
- For a 120 days payment : add 4 %.

For non standard instruments, sampling systems, we require the following terms :

- 10% at the order acknowledgement
- 15% on remittance of drawings for approval
- Balance on delivery ex-works or date of inspection notification.

Payment to be made by Bank transfer, drafts, Letter of Credit, depending on particular terms given with each quotation.

**NOTE** : The non respect of the contractual terms will void the warranty services and is a case for rupture of representative contract.

**COUNTRY OF ORIGIN** : - FRANCE



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### **CANCELLATION CHARGES**

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We have instituted a definite policy of charges to customers who cancel orders. The purpose of these charges is to reclaim actual costs caused by the cancellation.

The charges are based on the order entry price and are based as follows as a percentage of that price :

- |  |   |           |
|--|---|-----------|
| - 1 week after order entry   | : | no charge |
| - If no parts have been obtained and no engineering or labour has been involved  | : | 10 %      |
| - If parts are on order, in house or at the supplier's works, if engineering and labour has been started, but not more than one half of the job has been completed | : | 25 %      |
| - If more than one half of the order has been completed  | : | 40 %      |
| - If the order has been completed  | : | 70 %      |

These charges will apply as from the date that the customer authorises work to be stopped.

These charges will not apply until explicit instructions are provided by the customer to stop work.

We do not consider requests for cancellation charges sufficient to stop activity.

This policy applies to all customers equally. Since we build our equipment only for orders and not for stock.

Spare parts : Orders for spare parts and supplies which are returned for credit are subject to a restocking charge of 20%.



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### **MANUALS, DOCUMENTS, DRAWINGS, TAGGING**

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Each instrument and/or system is supplied with 1 hard copy of the manual or technical passport, including drawings and standard certificates, and one CD-ROM. For additional documents, refer below :

- Service manual in French or English (Hard copy) : € 90.00 each
- Technical passport in French or English (Hard copy) : € 140.00 each
- Blue prints : € 40.00 per set
- Reproducible drawings, paper : € 70.00 per set
- Reproducible drawings, plastic : € 70.00 per set
- CD ROM (Service manual / Technical passport) : € 125.00 each
- Quality control manual (hard copy) : € 125.00 each
- Quality control manual CD ROM : € 80.00 each
- Spare parts and interchangeability record (hard copy) : € 100.00 each
- Spare parts and interchangeability record CD ROM : € 60.00 each
- Other documents, certificates (hard copy or CD ROM) : Consult factory
- Other languages : Consult factory

Our standard manual includes :

- Installation procedure
- Start up procedure
- Calibration procedure
- Maintenance trouble shooting procedure
- Drawings
- Spare parts list
- Certificates
- Test and Calibration sheets



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Our standard technical passport includes :

- Standard manual
- Sampling system component documentation
- Specific certificates
- Specific calibration and tests

The manual applies to standard instruments without sampling systems.

The technical passport applies to instruments with sampling systems.

NOTE : Additional costs are incurred when special manuals are to be supplied, other than the standard ones above.

### **TAGGING**

Instruments are supplied with labels in French or English, plastic film sticker type on all fluidic and electric inputs or outputs.

- |                               |   |              |
|-------------------------------|---|--------------|
| - Plastic sticker             | : | € 12.00 each |
| - Plastic with screws         | : | € 14.00 each |
| - Aluminium with screws       | : | € 17.00 each |
| - Stainless steel with screws | : | € 22.00 each |

For other languages, consult factory.



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### **PRICE LIST**

#### **PACKING**

<b>ORDER AMOUNT EXCLUDING SERVICES - RATE IN Euros</b>	<b>STANDARD PACKING</b>	<b>SEA PACKING</b>	<b>SPECIAL PACKING</b>
Up to 150.00	12%	24%	Consult factory
151.00 up to 750.00	10%	22%	Consult factory
751.00 up to 1,500.00	8%	18%	Consult factory
1,501.00 up to 7,500.00	6%	14%	Consult factory
7,501.00 up to 15,000.00	4%	8%	Consult factory
15,001.00 up to 30,000.00	3%	7%	Consult factory
30,001.00 up to 75,000.00	2%	6%	Consult factory
75,001.00 and above	1%	4%	Consult factory

#### Standard packing includes :

- Cardboard box up to 200 Kg
- Wooden box above 200 Kg
- Instrument packed into a plastic sheet
- Instrument blocked with foam or plastic chips

#### Sea packing includes (as per SEI standard) :

- Specially treated wooden box
- Instrument sealed into an alum/plastic vacuum sheet

#### Marking :

- MANUFACTURER's address
- Client's address
- Client's P.O. number
- Fragile
- Side up

#### Documents :

- Manual in the box
- 1 packing list + invoice outside the box and one inside



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**FREIGHT / INSURANCE**  
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Our goods are delivered ex works.

If freight and insurance are required to be undertaken by the MANUFACTURER, we will invoice the actual costs plus 15 % for handling charges.

A copy of the forwarder's invoice will be attached to our invoice.



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### **INSPECTION**

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When inspections are required, those that last over 4 hours, are charged € 800.00 per 8 hour/day : the charge is per day only and cannot be prorated for part of a day. The travelling and living expenses of the client / inspector are excluded.

Our standard inspection procedure is the following :

- Instruments on service/printer with calibration gas
- Sampling system excluded
- Control of documents
- Quality control
- Control of the wiring
- Control of the analyser (linearity, response time, reproducibility, accuracy)

For more details, refer to our inspection procedure.

We strongly recommend that the customer approves our IP or submits his own inspection procedure for approval, and any extra costs.

Third party inspection (Veritas, SGS) will be quoted extra.

The typical durations for inspection are the following :

- |                      |                   |
|----------------------|-------------------|
| - 1 to 2 instruments | : 1 day           |
| - 3 to 5 instruments | : 3 days          |
| - 6 to 8 instruments | : 5 days          |
| - Above              | : Consult factory |



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### **FACTORY TRAINING**

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IAS recommends In House Training for all users.

IAS has an excellent training course for users for the proper operations and maintenance of our instruments.

Included in this service is transportation to and from airport or railway station, lunch, and transportation to and from hotel. Not included are expenses related to travel and hotel. Minimum two days training is recommended per instrument.

- 1) Explanation of the system
- 2) Theory of operation
- 3) Installation procedures
- 4) Start up procedures
- 5) Recommended maintenance schedule
- 6) Trouble shooting procedures
- 7) Hands-on contacts with the system
- 8) Training with calibration gases

From 1 to 3 attendees : € 1,200.00  
per 8 hour day and per person

From 4 to 8 attendees maximum : € 800.00  
per 8 hour day and per person

### **IN FACTORY REPAIR**

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IAS offers in-house repair services for complete instrument repairs or individual component repairs, subject to the following conditions :

- 1) Instruments dismantled, packed and shipped at customer expenses.
- 2) A letter to be included specifying the exact nature of the problem, the name of a person to contact, their phone number and return address.
- 3) If requested, after inspection and initial testing, IAS will issue a full report with a quotation listing the needed parts along with their prices and the labour costs required to repair the instrument.



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Repairs will begin upon release of a purchase/repair order or verbal consent from the customer.

- 4) Freight charges for returning the instrument to the customer will be billed at cost plus 15%, and will be shipped via common carrier, unless otherwise specified.
- 5) A warranty of 90 days from date of shipment will apply to all replaced parts.
- 6) Repairs will be billed at € 120.00 per hour, plus parts.

Note : Should customer decide not to have the repairs done € 500.00 will be charged

### **FIELD TECHNICAL SERVICES**

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If required, field technical services are available to facilitate the installation, start-up and operation of the analyser system at the job-site. Factory trained personnel are available to provide these services at a rate of € 1300.00 per 10 hour day, for in-transit time and for in-plant time (door to door)

Travel, lodging, meals, rental car, and incidental expenses are charged at cost plus 15 % for administrative and financial expenses.

The extent of field technical services can include, but not be limited to, all or part of the following :

#### **1) Supervision of field installation:**

- a) Inspection of delivered equipment at the job-site
- b) Supervision of the installation of the analyser
- c) Running of sample transport lines and tracing
- d) Running of signal wiring between the analyser and the control room
- e) Supervision of connection of the utilities to the analyser
- f) Installation of remote systems, such as sample probes
- g) Connection of gas cylinders and other accessories

#### **2) Pre-start-up calibration and testing of the analyser system :**

- a) Mechanical check of all sample lines, utility piping and wiring connections,
- b) Functional check of all analysers and equipment
- c) Calibration and operation of the analyser to ensure proper performance

#### **3) Start-up of analyser on process stream (commissioning)**

- a) Checking calibration of analyser on standard samples
- b) Start-up of the analyser sample system
- c) Operation of the analyser on process streams
- d) Confirming proper output signal transmission
- e) Monitoring of the stability of operation



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#### **4) Training of customer maintenance personnel :**

- a) Set-up and organisation of the training program
- b) Classroom instruction on theory of operation, calibration, and maintenance of the analysers
- c) Classroom instruction on sample system design, theory of operation, and maintenance, including familiarisation with drawings and specifications
- d) Over-the-shoulder training at the job-site during set-up and commissioning of the analyser system

### **APPLICATION ENGINEERING**

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- 1) If during an order, the specifications are changed by the customer, and if it changes the design (drawings) and the components, all the modifications will be charged at the following rates :

- Engineering	:	€ 140.00 per hour
- Drafting	:	€ 110.00 per hour
- Workshop	:	€ 90.00 per hour

The unused components will be charged and supplied with the instrument.

- 2) If a test is to be conducted on specific instrumentation to determine feasibility of the application (not tried before), it will be done under the following conditions :

- a) Samples and/or specifications have to be given (in writing) to IAS
- b) If samples have to be prepared by IAS, they will be charged at € 150.00 per sample.
- c) Samples will be run at a charge of € 110.00 per hour of work
- d) Tests will include a written summary of results given to the customer

IAS personnel are not to solicit tests, but only acknowledge when the request is related to a definite potential order.

IAS will not conduct tests if instrumentation and / or manpower is not available.

- 3) Our instruments are manufactured under factory standards. If special standards have to be used (NACE, ASTM, ...), consult factory for availability and any extra costs.



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### **INSTRUMENT WARRANTY**

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IAS warrants that each instrument shall be free from defects in workmanship and materials, when used in accordance with applicable specifications and with appropriate maintenance, for one (1) year from date of shipment to the customer.

Instruments which malfunction may be returned, shipment prepaid, to IAS for test and evaluation.

Instruments determined to be defective, while in warranty, will be repaired or replaced at no charge to the customer.

Instruments out of warranty will be evaluated, and if the product does not meet original specifications and calibration, customer will be notified of costs before proceeding with repair or replacement. Repaired parts will be warranted 90 days from date of shipment or for the balance of the original warranty, whichever is longer.

Failures due to shipping damage, accident, misuse, improper mechanical / electrical installation / operation, or internal clogging or corrosion due to use of contaminated gases or inadequate system purging are excluded from warranty coverage.

IAS's obligation for breach of this warranty, or for negligence or otherwise, shall be strictly and exclusively limited to the repair or replacement of the product or part. This warranty shall be void for any product on which the serial number has been altered, defaced or removed.

IAS shall not be liable for any damage, injury, or loss arising out of the use of the product, whether as a result of a defect in the product, or otherwise, if, prior to such damage, injury or loss, the product was : (1) damaged or misused, (2) repaired, altered or modified by persons other than IAS employees, or (3) not installed in accordance with the applicable codes or standard practices.

Parts that are not manufactured by IAS shall carry the manufacturer's guarantee, if any. Where possible, such parts returned to IAS will be sent to the manufacturer for credit or replacement. Ultimate disposition of these items will depend upon the manufacturer's decision. Please contact IAS prior to the return of any merchandise for shipping instructions.



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### **S P A R E P A R T S W A R R A N T Y**

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Spare parts have a warranty of 90 days from date of shipment. All other terms and conditions apply.

### **I N S T A L L A T I O N**

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The purchaser is responsible for the installation of the system, including connections to power, signal wiring, and utilities.