



<Date>

<Name>

<Address>

Dear Sirs,

Supply, Delivery and Testing of Concrete

<Project Name>

We refer to our recent inquiry and herewith submit for your kind consideration our proposal for the supply of concrete for the above mentioned project.

This submission contains the following Sections and Annexures:

1. Definitions
2. Statement of Scope
3. Unit Rates and Payment Terms
4. Mobilisation Schedule
5. Production Method Statement
6. Readymix Staff
7. Readymix Equipment
8. Exclusions and Assumptions

Annexure A: Site Map
Annexure B: Project Specifications
Annexure C: Volume Profile
Annexure D: Project Organisation Chart
Annexure E: Batch Plant Brochure and Schematic
Annexure F: Truck Mixer Brochure and Schematic
Annexure G: Front End Loader Brochure

The prices contained herein are firm and are based on the exclusions and assumptions set out in Section 8. Any changes in these assumptions may affect the quoted prices.

We would like to thank you for the opportunity to participate in your project and trust that this submission meets with your requirements. Of course, if you do have any questions, please feel free to contact us or any one of the following staff, at any time:

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Thank you and kind regards.

Yours faithfully,
Redymix Concrete Vietnam JSC

Tran Phuong Dong
General Director



1 Definitions

The following definitions are used in this Proposal:

1. **the Project:** *<Project Name>*
2. **the Project Site:** The site where the Project will be constructed as set out in Annexure A.
3. **the Customer:** *<Customer Name>*
4. **Redymix:** Redymix Concrete Vietnam JSC, Unit 420-421 CT5, My Dinh New Urban Zone, Me Tri, Tu Liem, Hanoi, SR Vietnam.
5. **the Project Owner:** *<Project Owner Name>*
6. **the Project Engineers:** *<Project Engineer Name>*
7. **the Project Specifications:** The official specifications of the Project provided by the Customer and attached as Annexure B of this Proposal.
8. **the Project Duration:** *<Number of months of Project>*
9. **the Readymix Equipment:** The equipment and site works listed in Section 7 of this Proposal.
10. **the Readymix Staff:** The staff listed in Section 6 of this Proposal.
11. **the Mobilisation Schedule:** The schedule for the mobilisation of the Readymix Equipment and Readymix Staff as set out in Section 4 of this Proposal.
12. **the Estimated Volume:** ... , cubic metres (m3) of concrete.
13. **the Minimum Monthly Volume:** ... , ... m3 of concrete per month for the Entire Project Duration.
14. **the Unit Rates:** The price of each grade of concrete as set out in Section 3 of this Proposal.
15. **the Volume Profile:** The monthly take off of the Estimated Volume as set out in Annexure C of this Proposal.
16. **the LAS 417:** the laboratory belonging to Readymix and located at Readymix's Red River Plant in no. 78, Bach Dang street, Ha Noi.
17. **this Proposal:** This document and all its Annexures.



2 Statement of Scope

The scope of Redymix for the Project Duration will be:

1. Mobilisation, erection and commissioning of the Redymix Equipment at the Project Site within the Mobilisation Schedule.
2. Provision of the Redymix Staff for the Project Duration including payment of all wages and salaries, taxes, charges, accommodation, food allowances, insurance, medical and mobilisation/demobilisation to/from the Project Site.
3. Preparation of concrete mix designs and procurement of approval of raw materials and mix designs by the Project Engineers in accordance with the Project Specifications.
4. Procurement of all raw materials necessary to manufacture the Estimated Volume of concrete in accordance with this scope so as to comply with the Project Specifications.
5. Professional operation and maintenance of the Redymix Equipment in order to achieve batching, delivery and testing of concrete according to the Volume Profile and the Project Specifications.
6. Testing of all concrete and raw materials and reporting of same as set out in Section 5 of this Proposal.
7. Demobilisation of the Redymix Equipment from the Project Site at the completion of the Project Duration excluding foundations and below ground works.
8. General assistance, co-operation and communication at all times so as to ensure all areas of this scope are performed in a professional and workman like manner.

3 Bill of Quantities and Payment Terms

In accordance with the terms and conditions set out in this Proposal we hereby submit our schedule of rates as follows:

A. Concrete:

Item	Description	Quantity	Unit Rate (VND/m3)	Extension (VND)
1	Structural Concrete Class C-1			
2	Structural Concrete Class C-2			
3	Structural Concrete Class C-3			
4	Structural Concrete Class G			
Concrete Subcontract Value		0		0

B. Transportation charge:

Item	Description	Unit Rate (VND/trip)
1	Round trip with distance less than 10km	
2	Round trip with distance from 10km to 20km	
3	Round trip with distance from 20km to 30km	
4	Round trip with distance from 30km to 40km	
	Toll is chargeable if applicable	

C. Pumping charge:

Item	Description	Unit Rate
1	If the volume is more than 40m3 per pour (VND/m3)	
2	If the volume is more than 40m3 per pour (VND/pour)	

Our proposed terms are as follows:

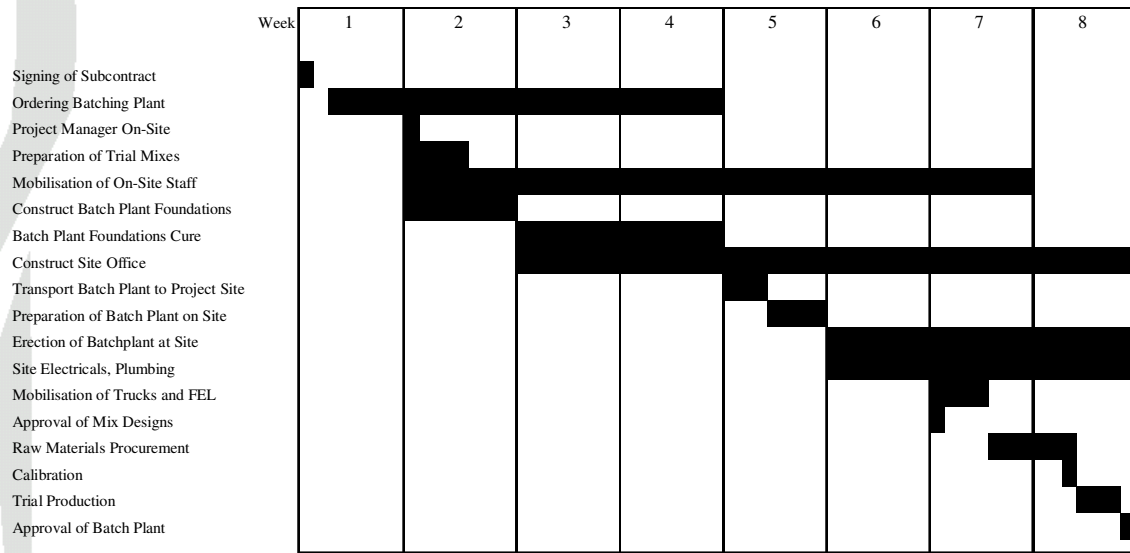
1. Upon signing of appropriate sub-contract documentation, the Customer will pay to Readymix a deposit being an amount of VND ... , ... , ... , ... (... billion Vietnamese dong).
2. Readymix will issue invoices on the 18th of each month for concrete delivered and transportation supplied in period from 01st to 15th and on the 03th of subsequent month for the concrete delivered in the period from 16th to the end day of a month of the preceding month at the above Unit Rates, less an amount of 10% being on account of the deposit received pursuant to point 1 above and the deduction will stop as soon as VND... billion has been fully recovered. Such invoices shall be payable by the Customer within 15 days.



3. As the concrete supplied by Redymix will be tested and found to comply with the Project Specification within the payment terms of the invoices, no retention shall apply.
4. The Unit Rates above are fixed for the Project Duration except in the event of an increase in the diesel, cement, admixture or aggregates prices from our suppliers. In the event of such an increase the Unit Rates will be increased accordingly.

4 Mobilisation Schedule

Redymix is ready for immediate mobilization and will purchase one new batching plant for your project. The Redymix Equipment can be delivered to site, erected, installed, commissioned and calibrated for production 8 weeks from site availability. Set out below is a draft mobilisation timetable.



In addition to the items set out above, which are critical path items, we would undertake the following mobilisation works during this 8-week period:

1. Installation of all other Redymix Equipment;
2. Site Works including drainage, fuel tanks and aggregate storage;
3. Staff training and induction.



5 Production Method Statement

Cement Handling

1. Cement will be <Cement name>, <Cement name> or other brands and will conform to the Project Specifications.
2. It is assumed cement will be delivered to the Project Site in bulk tankers.
3. Cement will be pumped to silos by pneumatic blower to an induction pipe mounted on the side of each silo. This is the most efficient and safest way to fill silos as bucket elevators are prone to breakdowns and/or blockages.
4. Dust filters are installed on all silos to ensure dust is adequately controlled.
5. All silos are fitted to safety release valves to ensure they are not overfilled and are completely water tight to ensure cement quality is maintained.
6. All silos are fitted with access ladders and squirrel cages.

Aggregate Handling

1. Course aggregates and fine aggregates will be sourced from <aggregates name> and <aggregates name>. All aggregates will conform to the Project Specifications.
2. All aggregates will be delivered to Project Site by tipper trucks.
3. Upon delivery, aggregates will be stored in ground stockpiles.
4. Stockpile foundations will be prepared with crusher-run to prevent contamination from ground soil and all aggregate stock piles will be adequately separated and signed.
5. Aggregates will be fed into the aggregate ground bin of 4 compartments using a front-end loader.

Water Handling

1. It is assumed all water will be sourced from a well to be sunk on site and stored in holding tanks until needed for batching.

Admixture

1. Admixtures will be <admixture name> or <admixture name> or others and will conform to the Project Specifications.
2. Admixtures will be delivered to the Project Site in 220 litre steel drums and then transferred to admixture holding tanks until needed for batching.

Concrete Batching:

The batch plant utilizes the internationally recognised “twin-shaft wet-batch” process

The batching method for one 6m³ truck involves four cycles of the following batch process, each cycle producing 1.5m³ of concrete. The entire process is controlled and recorded by the central computer in which all mix designs for the project have been stored with password protection:

1. Cement is transferred by screw conveyor from the silos to a weigh hopper mounted above the truck loading point and then weighed in this weigh hopper using 4 electronic load cells.
2. The aggregates are released from the storage bins and weighed cumulatively and in a dedicated aggregate weigh hopper using 4 electronic load cells.



3. Water is weighed in a dedicated weigh tank.
4. The cement and aggregates are discharged together into the mixer ensuring that both are partially pre-blended before premix mixing begins.
5. Premix mixing then takes place for 20 seconds.
6. The admixtures are then measured by volume and discharged with the mixing water into the mixer at the same time.
7. The final mixing takes about 20 seconds before it is discharged to the drum of the concrete mixer truck.
8. The mixer is engaged at a mixing speed for a minimum of 60 seconds and maximum of 90 seconds for a standard of 1.5m³ concrete per batch (depending on slump and load size) to ensure the concrete is fully mixed in the central mixer. The mixing speed is approximately 24.3 rounds per minute.

The batching of 1.5m³ loads continues until 6m³ of concrete has been loaded to the truck.

The following final steps are then undertaken:

1. The batcher then checks the slump of the full load of concrete prior to approving the release of the truck from the batch plant.
2. The batcher prints a computer generated delivery docket with complete details of the actual material quantities batched, the time of batching and the truck/driver details.
3. The mixer truck then proceeds with the delivery docket to the pouring location before discharge.
4. The point of product delivery will be the discharge chute of the mixer truck.
5. Upon completion of discharge at site, the customer signs the delivery docket and retains a copy for its records.

Mix Design:

Redymix has a focus on quality that sets us apart from other regional concrete suppliers. Our QC/QA manager and in-house laboratory staff are trained in ASTM, BS and local Vietnamese standards. The QC functions that will be performed by our laboratory staff are:

1. Providing a detailed assessment on source and quality of available raw materials and obtaining approval of all raw materials from the Project Engineers;
2. Proposing mix designs to the Project Engineer that will economically achieve the requirements of the Project Specifications using the approved raw materials;
3. Conducting and testing trial mixes to certify that mix designs meet the Project Specifications and obtaining all necessary approvals from the Project Engineers;
4. Monthly reporting on “as batched” quantities; and
5. Providing ongoing monitoring and customisation of mix designs to suit the Project’s requirements.

Testing:

Redymix shall make available the testing equipment listed in Section 7 of this Proposal and shall conduct all testing of raw materials and concrete that is possible with this equipment in accordance with the Project Specifications. Principally, this will be:

1. Grading and moisture content of aggregates;
2. Slump of fresh concrete; and
3. Compressive strength of hardened concrete.



The results of all testing will be reported to the Customer.





6 Readymix Staff

The organization structure proposed for the Project is attached as Annexure D.

All Readymix Staff on-site will be experienced in on-site operations and will be familiar with standard procedures on professional construction sites run by international contractors.

Additional temporary personnel (from our Group on-site division) will also be used during mobilisation and demobilisation. All employment contracts will comply with local regulations.

7 Readymix Equipment

It is proposed that the following equipment be provided by Readymix:

1 x Concrete plant

Manufacturer: <Manufacture name> Company
Capacity: 60 m³/hr
Method: Wet batch
Mixer: Sicoma (Italian and Chinese), twin shaft, 1.5m³ per hour
Aggregates: Front-end loader fed to 4 aggregate storage bins
Cement: 2 x 80T cement silos
Admixture: Electronic dispensers
Water: 4 units of ground tanks with weigh tank suspended from silos
Measurement: Electronic load cells integrated with MHW Compu-batch and printers
Control Cabin: Above ground complete with air conditioning
Details: Annexure E

5 x Concrete mixers

Truck: Hyundai
Model: HD 270
Mixer: Hyundai
Capacity: 7 m³
or
Truck: Ssangyong
Mixer: Nichi Engineering
Capacity: 6 m³
Details: Annexure F

1 x Front End Loader

Model: Komatsu WA350
Details: Annexure G

1 x 250Kva Generating Set

Manufacturer: Denyo

1 x Site Vehicle

Manufacturer: Ford Ranger

Site laboratory equipment:

Slump cones, cube moulds, scales, thermometers, curing tanks and compressive test machine..

Workshop equipment:

Access to Readymix central workshop located at Red River plant where the following equipment is available: Workbench, tooling, welding machine, compressor and greasers, fully stocked spare parts store and tire changing equipment.

An onsite workshop will also set up for regular maintenance work and tyre repair.

Site works

Site Office/Control cabin.
Adequate site drainage.
All necessary electricals and lighting.



Fuel tanks for trucks and generating set.
Aggregate storage with individual product bays.

Ownership

All Redymix Equipment shall remain the sole property of Redymix.

Capacity:

The equipment listed above can provide the following maximum concrete production:

Hourly:	60 m3
Daily:	800 m3
Weekly:	3,000 m3
Monthly:	8,000 m3



8 Exclusions and Assumptions

- VAT:** The Unit Rates set out in Section 3 include VAT at 5%. Any change to the prevailing VAT rates will result in an escalation.
- Land:** The Customer will provide free of charge to Redymix a suitably compacted hardstand area of 6,000m². The land will also be suitable for sinking of a bore that will supply potable water flow of 40 m³ per hour. The land should be in the middle of the Project Site for quicker concrete delivery.
- Access Road:** Customer shall make all necessary actions to secure an access road for raw materials supplying, concrete delivery and pumping services in a 24/7 manner.
- Concrete Volume:** The Unit Rates are valid only for the Estimated Volume. The Customer commits to order all concrete for the Project from Redymix's on-site batching plant. In the event that the Customer orders concrete from other suppliers the Customer will pay compensation to Redymix of VND ... , ... for every cubic meter delivered by another supplier.
- External Supply:** If the Customer has no concrete orders Redymix can supply concrete to other customers outside the project.
- Additional Mixes:** The Unit Rates are for regular concrete mix designs. If there are any additional mix designs or special kinds of concrete, Redymix will charge for additional materials used to make the concrete at cost, plus VND ... , ... per 5Mpa increase which is above ... Mpa.
- Minimum Volumes:** In order to ensure the Redymix Equipment and Redymix Staff that have been specifically mobilised to meet the Customers requirements are not left idle for reasons outside Redymix's control it is necessary for Redymix to charge compensation to the Customer. If during any month the volume supplied is less than the Minimum Monthly Volume the Customer shall pay compensation to Redymix of VND ... , ... for each m³ shortfall.
- Project Duration:** In order to ensure the Redymix Equipment and Redymix Staff that have been specifically mobilised to meet the Customers requirements are fully utilized during the Project Duration of 40 months. If the Project Duration is less than xx months and total concrete supplied in the Project is less than ... , ... m³ the Customer shall pay compensation of VND ... , ... , ... for each month shortfall.
- Customer's Scope:** It has been assumed in this Proposal that the Customer will provide the following at the Customer's cost:
- (i) All permits necessary to conduct the activities envisaged in this Proposal on the Project Site.
 - (ii) 250 Kva mains electrical connection to batching plant distribution board. In the event of main electricity cut off, Redymix will use a genset for production and the costs of such shall be back charged to the Customer.



Foundation Works: This Proposal has assumed that piling works are not necessary for the erection of the Batching Plant. In the event that piling works are necessary, an escalation may apply and the Mobilisation Schedule may be extended.

Laboratory Testing: All the testing of concrete, materials and trial mixes shall be conducted at the Las 417. In the event that it is necessary to conduct laboratory testing outside the scope described in Section 2 of this Proposal, or, if testing at external laboratories is required, Redymix will take all necessary samples and arrange, supervise and report the results of such testing. Any costs of such external testing will be to the account of the Customer.

Pumping Charges: This quotation assumes that 50% of all concrete supplied will be pumped. Pumping charges are set out in the Section 3. In the event price of diesel increases, pumping charges will be increased proportionally.

Mix Designs: Any requests by the Customer or the Project Engineer to modify mix designs or specify raw materials that results in Redymix's cost exceeding that required to produce concrete according to the Project Specifications will result in an escalation.