

**PORT OF PORT ORFORD
CRANE REPLACEMENT PROJECT**

The undersigned proposer submits this proposal in response to the Port of Port Orford's Request for Proposals (RFP) dated November 1st, 2022, for the contract named above. The proposer warrants that proposer has carefully reviewed the RFP and that this proposal represents proposer's full response to the requirements described in the RFP. The proposer further warrants that if this proposal is accepted the proposer will contract with the Port of Port Orford, and will provide all necessary labor, materials, equipment, and other means required to complete the work in accordance with the requirements of the RFP.

Name of Proposer: ASCOM S.P.A.

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Authorized Signature: 

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41043 FORMIGINE (MO)
C.F. e P. IVA 02599440365

Printed/Typed Name: Roberto Schedoni

Title: Managing Director

Date:

→ **In the U.S. ASCOM has an Agency Agreement with the following company:**

INTERNATIONAL BOATLIFT EXCHANGE, inc.
510 Sportsman Park Dr, Seffner, FL 33584, U.S.A.

Mr. James A. Alfieri – Mr. Jack Alfieri

M. +1 (813) 601-3530

E. ibe@tampabay.rr.com

That is your P.O.C. for this project.

They facilitate the specification, supply, assembly and commissioning of Ascom specialist lifting equipment across America.



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The product images shown hereafter are for illustration purposes only and may not be an exact representation of the product.

1. TECHNICAL SPECIFICATION

MARINE JIB CRANE MODEL JBC 50



Please refer to our general arrangement drawing n.80W00003 – Anex n°1 for the crane dimensions.

Lifting capacity	50 metric ton (SWL 55 metric ton)
Deadweight	30 metric ton approx.
Steel structure	structural steel S355JR
Block and pulley pins	stainless steel 316L
Rigid piping	stainless steel 316L
Control panel	stainless steel 316L
Cables	UL approved
Main hoist	N.1 wire rope winch with 50.000 kg capacity [110 lbs]
Trolley type	----
Rotation	By hydraulic gearmotor driven by inverter.
Rotation angle	300° continuous
Rotation speed	0/0,5 rpm – Hydraulic, gradual and progressive
Control	Wireless radio remote control
Back-up control	Cable control
Voltage	110 V - 3ph
Frequency	60 Hz
Operating temperature	20 / 70 °F
Environment factors	Saltwater spray

1.1 STRUCTURE

Equipment design fully complies with Regulations “**FEM Fédération Européenne de la Manutention n° 1001 Cahier 1, 2, 3 et 4**”, which are now considered the strictest design standards for lifting equipment worldwide.

All structural components of our machines, especially the steel structure, are analyzed with software programs of finite element calculation.



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The structure is divided into countless small pieces, in order to analyze the stresses in all its parts; in this way, it is possible to know the points of the structure with the maximum values of moment and shear, the maximum stress and maximum strain and the structure is dimensioned accordingly.



This solution allows to realize structures that are shaped by following the trend of the moments and forces (dynamic loads applied); also allow the use of *greater thickness where it is needed and smaller thicknesses where the material is less stressed*, moreover this type of construction, plans to enter the internal baffles to increase the rigidity of the structure in particular in the way the points of application of the load.

The quality of steel used for each specific machine, is selected by our engineering department following **UNI EN 10025 standards**.

The steel plates are supplied by first-class steelworks plants, accompanied by the related foundry certificates.

1.2 CALCULATION STANDARDS AND NORMS:

Hereinafter a comparative table showing equivalence between the American standards and the European ones. So far, we supplied different machines to US market and all of them complying with US standards.

Among our US customers there are:

▪ General Motors, MI	2011, 2012
▪ New York Power Authority, NY	2011, 2013
▪ General Electric, PA	2013
▪ USCG: Station Fairport - U.S. Coast Guard, OH	2014
▪ Houston Pilots, TX	2015
▪ Flatiron / Dragados, TX	2017
▪ Port of Toledo, OR	2017



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- Etc.

In case of any discrepancy between the American and European standards, we will comply with the American ones.

<u>American Standards</u>	<u>Corresponding European Standards</u>
American Institute of Steel Construction Specification and Standards (AISC)	EN 10027/ EN 10025 Steel classification and Construction calculation stds
American National Standards Institute (ANSI)	ISO International Organization for Standardization CEN European Committee for Standardization
American Society for Testing and Materials (ASTM)	BSI- British Stds DIN- Deutsche Inst. Norm. AFNOR- Association Francaise De Normalization Welding NDT according to UNI EN ISO 473- 2001
American Society of Civil Engineers (ASCE)	We comply with
American Society of Mechanical Engineers (ASME)	We comply with or alternatively: European Panel of Mechanical Engineers
American Welding Society Structural Welding Code (AWS)	We comply with or alternatively: Italian Welding Institute releasing welding permit to welders according to UNI EN ISO 287-1:2004
Code of Federal Regulations (CFR)	We comply with
Crane Manufacturers Association of America (CMAA)	We comply with or alternatively the design std: FEM Fédération Européenne de la Manutention- n° 1001- Cahier 1, 2, 3 et 4
Factory Mutual (FM)	We comply with
Institute of Electrical and Electronic Engineers (IEEE)	We comply with
Insulated Cable Engineers Association (ICEA)	We comply with
Leadership in Energy and Environmental Design Standards (LEED)	Refers only to buildings quality and environment
Lightning Protection Institute (LPI)	We comply with
Mechanical Code of New York State (MC-NYS)	We comply with
National Bureau of Standards (NBS)	We comply with
National Electric Code (NEC)	We comply with
National Electrical Manufacturers Association (NEMA)	We comply with
National Electrical Safety Code (ANSI C-2)	We comply with
National Fire Protection Association (NFPA)	We comply with
New York State Building Code (NYSBC)	We comply with
New York State Department of Transportation (NYSDOT)	We comply with



New York State Department of Safety and Health (DOSH)	We comply with alternatively: DM (Machines Directive) 2006/42 (with CE marking)
New York State Energy Conservation Construction Code (ECCCNYS)	We comply with
New York State Fire Code (NYSFC)	We comply with
Occupational Safety and Health Administration Standards (OSHA)	We comply with alternatively: Law 81/2008 dtd 09.04.2008 and Law 106/09 dtd 03.08.2009 on the health and safety of the workers on the working areas.
SOCIETY OF AUTOMOTIVE ENGINEERS (SAE) SAE J429 - Mechanical and Material Requirements for Externally Threaded Fasteners SAE J995 - Mechanical and Material Requirements for Steel Nuts	UNI EN SAE J429: 1999-01 Mechanical and Material Requirements for Externally Threaded Fasteners UNI EN SAE J995: 1999-07 Mechanical and Material Requirements for Steel Nuts
Steel Structures Painting Council (SSPC)	We comply with
Underwriters Laboratories (UL)	We comply with

For what concerns steel:

What concerns steel

Worldwide equivalents of grade A572 (USA: AISI, ASTM, UNS)												
Steel : A572				USA				Standard : ASTM				
Cross reference table for Steel A572 (AISI, ASTM, UNS) and its European equivalent S355JR (1.0045) (EN)												
EU EN	USA -	Germany DIN, WNr	Japan JIS	France AFNOR	England BS	Canada HG	European old EN	Italy UNI	Belgium NBN	Spain UNE	China GB	Sweden SS
S355JR (1.0045)	A572 A678Gr.A SSGrade50	St52-3	SM490A SS490	E36-2	50B	350W 350WT	Fe510B	Fe510B	AE355B	AE355B	Q345B Q345C	2132-01
European equivalent grade for Non-alloy quality structural steel A572 (AISI, ASTM, UNS): S355JR (1.0045)												

Classification of mechanisms:

Classification and coefficients and calculation combinations:

Calculation of the wind action:

Verification of the steel structures:

Calculation of the anchorages with anchor rods:

UNI EN 4301

UNI EN 13001 part 1/2/3

CNR DT207

UNI EN 1993 part 1/2/3/6/8

EGAG 001



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1.3 LIFTING EQUIPMENT CLASSIFICATION ACCORDING WITH ISO 4301

ALL our equipment **is designed to guarantee a long life**, according with its use and complying with ISO 4301. The proposed Jib Crane has the following classification:

FEM CLASS STEEL STRUCTURE	A4
FEM CLASS MECHANISM HOISTING	M5
FEM CLASS MECHANISM TRAVERSING	M4
FEM CLASS MECHANISM ROTATION	M4

1.4 FOUNDATION FRAME

Our scope of supply also includes the foundation frame with anchor bolts, to be shipped to the customer in advance.

Their transport, installation and all civil works are excluded from this scope of supply.



1.5 COUNTERWEIGHT

To reduce the efforts (and, consequently, the dimensions and costs) on civil engineering works, the Jib Crane features a suitable counterweight in the rear part of the rotating pin.

It also improves stability for lifting heavier loads.

The needed filling materials (e.g., concrete, steel...) and pouring inside the counterweight **are excluded from this scope of supply**.



1.6 STAIRS AND WALKWAYS

Included in our scope of supply are hot-dipped galvanized steel stairs and walkways, purposely supplied for maintenance and technical intervention on the crane without using another piece of equipment.



1.7 PAINTING AND PAINT PREPARATION

Every single part is disassembled and then assembled again, to receive full and complete protection.

At first, **all** frame parts are sandblasted according with **Sweden Standards SIS 055900 – grade SA2,5** and, at the end of this process, all the members are carefully cleaned with compressed air to eliminate any



kind of residue that could affect the proper application of subsequent treatments. Then, to prevent from rust, obtain a better corrosion resistance and a better appearance, we apply a protective layer of a **C5M Paint System** as follows:

- **First coat of Zinc primer (75 µm)**
- **Midcoat of epoxy-polyamidic primer resins (135 µm)**
- **Finish coat of polyurethane enamel (75 µm)**
Color (RAL code) of choice without additional cost.

Total thickness of dry film: 285 µm minimum
Paint warranty is 5 years.



1.8 MAIN FEEDING-LINE – SWITCHES

The customer will install 1 main power supply cable the middle of the foundation, in order to feed the crane.

N.1 main feeding line switch is fixed to the column.

1.9 HYDRAULIC POWER

A hydraulic power station unit will be fitted in the upper part of the crane near the main winch. It will feed the proportional hydraulic control distributor.

1.10 LIFTING

A hydraulic winch will allow safe and efficient handling of vessels.



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Winch main data as follows:

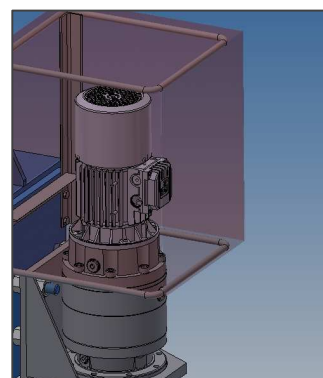
Manufacturer:	ASCOM
Load capacity:	50.000 kg
Lifting speed (with load):	6 ft./min.
Lifting speed (without load):	19 ft./min.
Load falls:	4/1
Overload system:	included (two-thresholds)
Load limit switch:	included
Protective roof:	included

The grooved-type winch is composed of planetary gearbox with braking valve and oil bath setting brake, powered by PARKER double displacement motor.



1.11 ROTATION

The rotation movement safe and smooth thanks to a purposely engineered teethed slewing bearing and pinions powered by a **hydraulic gear motor**.



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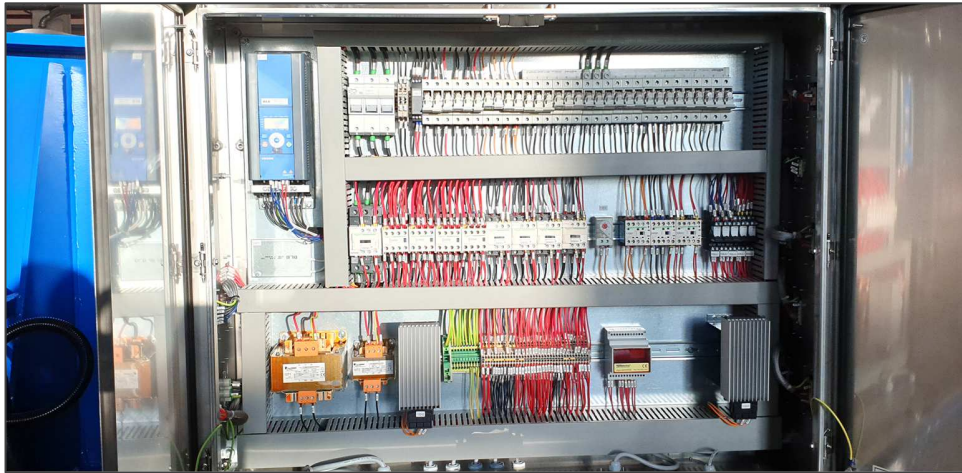
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1.12 ELECTRIC CABINET

The Electric Cabinet is located over the arm with a special protection against weather.

It is in **stainless steel 316L** grade - insulation class IP 65, and it features an automatic internal anti-humidity system.



Inside said cabinet, there are the frequency converters for lifting and rotation as well as all accessories.

1.13 ELECTRONIC LOAD DETECTION SYSTEM

The machine is equipped with an **electronic load limiter** with dynamometric **pin in stainless steel**, located on the lifting pulley.

This device measures the load applied to the crane and transmits the detected data to the PLC, which sends them to a digital display, thus allowing the operator to read the weight of each boat with instantaneous survey.



The electronic load limiter is also equipped with no.2 thresholds for limiting movements:

- 100% alarm threshold for reaching the nominal load.
- 110% threshold for blocking lifting. Max SWL reached.

On the weight display, when a threshold is exceeded, a LED alarm activates.

When the 100% threshold is exceeded, an audible warning activates intermittently at 1Hz.

When the 110% threshold is exceeded, an audible warning activates intermittently at 5Hz.



1.14 CONTROL

N.1 radio remote control – pushbutton type for the rotation of the crane and hoist control.

N.1 pendant control to be plugged directly to the Electric Cabinet in case of radio remote control failure.



1.15 LED LIGHTS

We will supply and install n. 4 working lights IP66 with 8553 lm output each.



1.16 MAIN COMPONENTS BRAND

ASCOM cranes feature first quality components supplied by worldwide known brands such as:

COMPONENT	BRAND
Gearboxes / Motors	BONFIGLIOLI/PARKER HYDRAULICS
Slings	SPANSET (GERMANY) ALIOTO (ITALY)
Hoist/Winch	ASCOM (ITALY)
Slewing bearing / ring	LA LEONESSA (ITALY) DEFONTAINE (FRANCE) NUOVA CIERRE (Italy)
Contactors	TELEMECANIQUE (FRANCE)
Inverters	VACON (FINLAND) SIEMENS (GERMANY)
Weighing systems	ADOS – (ITALY)



1.17 MAIN SAFETY DEVICES

The proposed machine has many safety devices. The most important are:

- ✓ Lower\Upper Lifting Electric Limit Switches
- ✓ Upper Lifting Mechanical Limit Switches
- ✓ Overload Limiting Devices
- ✓ Travel warning alarm (beeper)
- ✓ Flashing warning light
- ✓ Emergency Stop on the main electric cabinet
- ✓ Emergency Stop on each radio remote control
- ✓ Emergency Stop on the crane column
- ✓ Safety signage and capacity marking by rule
- ✓ Electronic weighing system
- ✓ **Anemometer, to detect wind speed and stop operation in case it is too high**
- ✓ M5 class lifting, for a greater safety factor
- ✓ **LED lights to ensure safe operation in low visibility conditions.**



1.18 OPTIONAL EXTRA FEATURES

A) 'METALLIZING' ANTICORROSION SYSTEM

As option, we can quote for an extra coating system to be applied after sandblasting instead of zinc primer paint.



It consists of a thermal spray coating, more commonly known as **metallizing**, which have been used in a broad range of corrosion protection applications. This kind of sprayed zinc coating can provide an indefinite service life well more than 30 years. Metallizing is a zinc-based spray-on corrosion protection option that provides two types of protection:



Barrier protection:

The spray coating itself provides an impervious barrier between the environment and the steel surface, keeping out water and chlorides that eventually lead to oxidation.

Cathodic protection:

This cathodic protection is akin to the protection provided by zinc-rich primers or galvanizing. If the base steel becomes exposed, the cathodic nature of zinc protects the steel by sacrificing itself.

B) LOAD DISPLAY ON THE RADIO REMOTE CONTROL OR CRANE COLUMN



2. MANUFACTURER HISTORY AND STABILITY

2.1 COMPANY OVERVIEW

ASCOM S.p.A. is a joint-stock company that **designs and manufactures** special lifting, transporting, hydraulic and electric machines.

Its Special Equipment Division Engineers have been working in this specific sector **since 1970**, manufacturing and supplying machines for a vast range of different and specific applications all over the world.

ASCOM product portfolio is extremely wide and includes:

- Self-propelled Boat-Hoists on rubber tyres.
- Marine Rotating Jib Cranes
- Overhead travelling cranes
- Gantry cranes on tires or rails
- Marine forklifts for dry storage
- Customized turnkey solutions for all automatic/semi-automatic handling applications

Thanks to its capillary sales and after-sales network, ASCOM S.p.A. can deliver, assemble, test and service its equipment all over the world, both directly and through local agents/dealers.

Over the past 30 years, ASCOM and ABI TRAILERS (ASCOM' subsidiary company) have manufactured **more than 900** boat handling machines that are operating **worldwide**.

The **headquarters** are located in the north-central Italy at Via della Fornace 16, 41043 Formigine (MO) – in the heart of the Motor Valley.



ASCOM premises



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ASCOM covers a total area of 9.000 m², used as manufacture premises and offices.

In 2002 ASCOM established **ABI-TRAILERS s.r.l.**, ASCOM's subsidiary focused on the manufacture of self-propelled transporters for both the nautical and the industrial sectors.

Thanks to the experience and expertise of its staff, ABI-TRAILERS quickly became a leading designer and manufacturer in this market segment, both in national and international markets.

The company is located at Via Coppi 40, 41043 Formigine (MO), Italy. It covers a total area of 5.500 m², used as manufacture premises and offices.

In 2014 ASCOM decided to establish **ASCOM SERVICE s.r.l.**, a separate company exclusively dedicated and focused on assemblies, service, refurbishing of used equipment and spare parts management.

Thanks to this, ASCOM can provide the **best possible after sale service** to its customer base.

→ For more information, please visit our website www.ascom-italy.it

2.2 STAFF

ASCOM pays particular attention to the training of the staff, investing several resources in the development and in the professional growth of each member of the company.

Department	Staff
Sales / marketing department	N. 1 manager N. 1 engineer N. 2 salespeople N. 2 assistants
Purchase department	N. 1 manager N. 3 assistants
Financial department	N. 1 manager N.3 assistants
Technical department	N. 1 technical manager N. 3 design/structural engineers N. 1 electrical engineer N. 1 hydraulic engineer N. 2 draughts men
Production department	N. 2 manager N. 2 assistants N. 29 workers



Quality	N. 1 manager N. 1 consultant
After sales (ASCOM SERVICE s.r.l.)	N. 1 manager N. 4 assistants N. 1 engineer N. 12 technicians

2.3 ENGINEERING

ASCOM has had its **own engineering department since its foundation.**

The structure's calculations are made with F.E.A. (Finite Element Method Analyzing).

Drawings are made with 2D and 3D - C.A.D. and Inventor 3D modelling Software (Computer Aided Design).

2.4 MANUFACTURING

ASCOM conducts all production in-house, starting from the raw steel plates to the finished product. Our workshop is equipped with a broad range of advanced fabrication tools, such as:

- ✓ Computer controller automatic submerged arc welders,
- ✓ Plasma cutting machine,
- ✓ CNC lathes,
- ✓ Equipped booths for sandblasting,
- ✓ Climate controlled booths for painting, etc.

To comply with even the most exacting customer specifications.

2.5 QUALITY CONTROL

ASCOM S.p.A is certified ISO 9001 / UNI EN ISO 9001:2015 (certificate No.5177/01/S).

All our machines comply with Directive CEE-2006/42/CE and are marked CE.

Each phase of the work is continuously controlled to monitor the activity flow and analyze the reliability of the production processes.



During manufacturing, we foresee quality checks, including, but not limited to:

- ✓ Visual and dimensional control of the raw materials (e.g., steel plates) and of the manufactured steel parts (before proceeding with welding).
- ✓ Non-destructive testing of welds (e.g., penetrant testing).
- ✓ Check that all fabricated parts are as per our client's specifications and within indicated tolerances.
- ✓ Final dimensional control of the manufactured steel parts after final welding (e.g., crane's frame).
- ✓ Coating check (e.g., thickness).
- ✓ Blank test of all hydraulic functions/circuits, including over-pressure tests carried out from 50% to 100% of the standard operating pressure according to the different hydraulic functions.

Our valued customers are always welcome at any stage of production of their Machine.

All fabrication will be done in Italy, which will ensure a careful and day-by-day control and verification that the equipment corresponds to the highest quality standards.

2.6 WHS MANAGEMENT SYSTEM

ASCOM is fully committed in:

- Providing a safe and healthy working environment.
- Protecting workers and other persons against harm to their health, safety and welfare through the elimination or minimization of risks.
- Providing premises, plant, equipment and systems of work that are safe and without risk to health, so far as is reasonably practicable.
- Promoting the provision of advice, information, education and training in relation to work health and safety.
- Progressively improving standards of work health and safety.

Hereafter, you will find ASCOM's "Documento Unico di Regolarità Contributiva (DURC), that is a document certifying construction companies' regular payments of social contributions.

Based on a single application, **DURC is a certificate of the company's compliance with the obligation to pay social security, welfare and insurance contributions".**



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Durc On Line

Numero Protocollo	NAIL_34994197	Data richiesta	11/10/2022	Scadenza validità	08/02/2023
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Denominazione/ragione sociale	ASCOM SPA
Codice fiscale	02599440365
Sede legale	VIA DELLA FORNACE, 16 41043 FORMIGINE (MO)

Con il presente Documento si dichiara che il soggetto sopra identificato **RISULTA REGOLARE** nei confronti di

I.N.P.S.

I.N.A.I.L.

Il Documento ha validità di 120 giorni dalla data della richiesta e si riferisce alla risultanza, alla stessa data, dell'interrogazione degli archivi dell'INPS, dell'INAIL e della CNCE per le imprese che svolgono attività dell'edilizia.

2.7 ENVIRONMENTAL MANAGEMENT



ASCOM is committed to provide a safe, healthful workplace, protecting the environment, conserving energy and natural resources.

We are committed to do and will, as a minimum:

- Provide a safe and healthful workplace.
- Ensure that personnel are aware of the environmental impact of their work activities and encourage them to minimize those impacts.



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- Adopt pollution prevention practices. e.g., extending the life of equipment through preventive maintenance scheduling, purchasing and reworking used equipment, etc.
- Develop and improve operations and technologies to minimize waste, and other pollution, minimize health and safety risks, and dispose of waste safely and responsibly.
- Ensure the responsible use of energy throughout our business, including improving energy efficiency, and giving preference to renewable over non-renewable energy when feasible.
- Adopt a procurement program that considers the environmental impact of products and services.
- Along with the forementioned commitments, ASCOM is in the process for getting the ISO 14001 certification to further enhance its environmental commitment.

2.6 REFERENCES OF CRANES SIMILAR TO THIS PROJECT

CUSTOMER NAME	COUNTRY	CAPACITY (T)	PRODUCT	YEAR
Muritz-yachtmanagement	Germany	20	MARINE JIB CRANE	2013
MGC Yachts	Italy	30	MARINE JIB CRANE	2014
R.K. Marine	UK	15	MARINE JIB CRANE	2016
Porthcawl Harbourside	UK	10	MARINE JIB CRANE	2017
Autorità portuale della spezia	Italy	3,2	MARINE JIB CRANE	2017
Chantiers Navals de Calvi	France	16	MARINE JIB CRANE	2018
Cantiere Oltre	Italy	20	MARINE JIB CRANE	2018
Interlift AB (Motala Batklub)	Sweden	20	MARINE JIB CRANE	2018
Societe Nautique Geneve	Switzerland	32	MARINE JIB CRANE	2020



Vietnam Coast guard	Vietnam	20	MARINE JIB CRANE	2021
Sea-Breeze	Russia	30	MARINE JIB CRANE	2021
Interlift (Limhamn)	Sweden	20	MARINE JIB CRANE	2021
Porto Turistico di Jesolo	Italy	10	MARINE JIB CRANE	2022
Gruppo Antonini	Italy	60	MARINE JIB CRANE	2022
Yachting club marana	Italy	20	MARINE JIB CRANE	2022
Kalkara Boatyard	Malta	50	Marine Jib Crane	2023

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Registered Capital: **€ 910.000,00**



3. TRAINING / SUPPORT / SERVICE / WARRANTY

3.1 EQUIPMENT TESTS

Factory acceptance tests (F.A.T.)

ASCOM makes void tests of some sub-assemblies to intercept any malfunctions of the crane before shipment to the end-user.

The program includes, as a minimum:

- Check of pressure and leakages on main hydraulic circuit.
- Check of void rotation.
- Check of void basic movement.
- Check of remote-control functions.
- Check of emergency stop, etc.

The result of the FAT will be recorded in the FAT report.

12.2 Load tests onsite

Tests without load

After completion of on-site erection, the Crane will be tested for functionality.

The customer must provide a load (e.g., barge, boat, water weights, concrete slabs...) of suitable weight and dimensions for use immediately after the erection.

The crane will be tested for functionality without load and will perform the following operations as a minimum:

- ✓ Hoisting and lowering operations
- ✓ Trolley travelling
- ✓ Rotation, etc.

Dynamic test

According with FEM rules, it will be done with a load corresponding to 110 % of the nominal lifting capacity.

The crane will operate with the aforementioned load on the slings.

The test aims at verifying the crane's overall operation and efficiency.

Static test

According with FEM rules, it will be done with a load corresponding to 125 % of the nominal lifting capacity.



The crane will stay still with the aforementioned load on the sling for a period of minimum 15 minutes.

The test aims at verifying the crane's stability and efficiency.

On completion of the dynamic and static test, ASCOM will issue a **test/acceptance certificate**.

Within fifteen days from the test date, ASCOM will supply final documents, among which **EC declaration of conformity certificate**.

3.2 DOCUMENTATION

The supply includes the following documents in English Language:

- ✓ EC Declaration of Conformity
- ✓ Electric and/or hydraulic diagram
- ✓ Certificate of wire-ropes
- ✓ Certificate of slings (if any)
- ✓ Certificate of spreader (if any)
- ✓ Remote control manual
- ✓ Pushbutton control manual (if any)
- ✓ Operation and maintenance manual
- ✓ Maintenance register

3.3 TRAINING

Maintenance training

Maintenance training will be carried out on customer site by a skilled ASCOM technician, **fluent in English**.

The course will include the following, as a minimum:

- Routine checks and preventive maintenance.
- Fault diagnosis.
- Removal, dismantling and replacement of parts and components.
- Basic electrical checks, safety routines and component replacement.
- Approach to hydraulic systems overhaul.
- Maintenance planning records and procedures.
- Health and Safety procedures,



- Verification and calibration of overload devices, etc.

Operator's training

Operator's training will be carried out on customer site by a skilled ASCOM technician, fluent in English.

The course will include the following, as a minimum:

- Instruction, familiarization and practice with the machine,
- Health and Safety procedures, with particular focus to load distribution, hoist positioning, etc.
- Practice with the radio remote control,
- Maneuvers without load,
- Maneuvers with load, etc.

3.4 SUPPORT

Technical support and service after purchase will be offered both from Italy and US.



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P.O.C.:

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Since 2003, ASCOM S.p.A. has been working with International Boat Lift Exchange, Inc. in North America. In the context of this partnership, I.B.E. is responsible for managing and facilitating the communication and relationship between the principle and ASCOM S.p.A. in Italy. The team at I.B.E. have successfully negotiated and successfully delivered more than 100 pieces of ASCOM specialist lifting equipment in America. We are confident that I.B.E. have the experience and the team to successfully manage this relationship.



WHITING SERVICES, Inc.
Portland, OR offices, USA

P.O.C.:

Paul Jones
P1: (360) 695-3373
P2: (360) 836-2991

We work with the Whiting Services Inc. for the technical support, servicing and routine maintenance (where required) of our machines in the US West Coast.

They can provide guaranteed on-site technical support within 24hrs.



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Via A.Coppi 40, 41043 Formigine, Italy
W: <https://www.ascom-italy.it/after-sale/>
E: service@ASCOM-italy.it
T: +39 059 5770210

P.O.C.:

Alberto Santini, service and spare parts manager
M. +39 328 7447335
E. asantini@ascom-italy.it

ASCOM Service s.r.l is a subsidiary of ASCOM s.p.a completely focused on the management of spare parts and service-related activities. The company counts 15 travelling technicians and a large stock of spare parts; nevertheless, the components of ASCOM's cranes come all from world-class manufacturers, which makes them available also locally.

In the event of serious breakdowns which need emergency support and service, **ASCOM SERVICE s.r.l** guarantees:

- Phone/email assistance within 24 hours from the notification of the issue (Monday to Friday from 8 a.m. to 6:30 p.m. CET).
- Remote connections to the machine (as if they were present onsite) within 48 hours from the notification of the issue.
- Onsite intervention within 72 hours of notification of the breakdown.

3.5 SERVICE

Since this kind of cranes undergo repeated cycles of extreme static and dynamic stresses, **constant check** of the lifting devices and **periodical maintenance** represent the compulsory measures that the operator must adopt to ensure correct and safe operation. This also to avoid any breakage due to fatigue or obsolescence with subsequent damage or injury of unpredictable entity.

This paragraph provides an idea of the **maintenance operations/intervals** required to keep the equipment in good working order over time.

1) ANNUAL GENERAL MAINTENANCE

Said maintenance to be carried out once a year consists of performing the following activities:

- ✓ Rotation system check – Play check and greasing of the parts in charge of rotation mechanism operation (crown, pinion, fifth wheel...)
- ✓ Fifth wheels rotation - Greasing and clearance check.



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- ✓ Brake check - Check operation of all brake assemblies, availability of weights at customer's charge
- ✓ Drum check - Checking grooves and tightening clamps
- ✓ Rope - Lubrication and Check. Certification of Ispes/CE booklet
- ✓ Sleds Verification of rope/chain tensioning. Greasing
- ✓ Gearboxes Check oil level and refill if necessary
- ✓ Limit switches - Efficiency check of all limit switches
- ✓ Pushbutton panel - Efficiency check, and emergency operation
- ✓ Electrical panel - Visual check of connections, visual check for any signs of malfunction and degradation, check for tightness of closures and cable glands
- ✓ Pulleys - Check for deformation and integrity of hook and casings
- ✓ Bolts - Spot-check tightening of structure and carriage bolts
- ✓ Pulleys - Check integrity and functionality of fixed and movable pulleys, greasing
- ✓ Slings - Check efficiency and where applicable greasing
- ✓ Polyester slings and rings - Wear check.
- ✓ Gyro beacon - Efficiency check.
- ✓ Horn - Efficiency check.
- ✓ Paint - Surface integrity check, and survey of any areas where restoration is found to be necessary due to risk of through corrosion
- ✓ Bolted joints (flanges) coupling) - Integrity check.
- ✓ Structure - Check for cracks on flanges and bolted joints of the structure

2) QUARTERLY INSPECTION.

Said maintenance to be performed three times a year, consists of performing the following activities:

- ✓ Drum check - Checking grooves and clamps tightening.
- ✓ Rope - Lubrication and Control. Endorsement of Ispes/CE booklet.
- ✓ Limit switches - Efficiency check of all limit switches
- ✓ Pushbutton panel - Efficiency check, and emergency operation
- ✓ Sleds Verification of rope/chain tensioning. Greasing
- ✓ Polyester slings and rings - Wear check.
- ✓ Gyro beacon - Efficiency check.
- ✓ Horn - Efficiency check.

3.6 WARRANTY

Please note the below warranty terms can vary in terms of duration, limitations, exclusions, live costs sharing, etc. as a result of specific customer negotiations.

- ASCOM guarantees the good quality and sound construction of the materials sold and is obligated, during the guarantee period specified below to repair or replace, in as short a time as possible those parts which, due to poor quality of the materials, poor workmanship or incorrect assembly (in those cases where the assembly was performed by * ASCOM itself) are shown to be defective, providing it is not the result of



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normal wear (like slings, steel wire-ropes etc.) or breakdowns caused by improper use or negligence on behalf of Customer, overloads of the equipment stated capacity, unauthorized mechanical interventions, tampering by others, or tampering on the orders of the Customer.

The “consumables” (like filter cartridges for the Diesel engine, filter cartridges for the hydraulic plant, hydraulic oil, gearboxes oil, lubricants, greases, etc.) are not included in the warranty.

- Nothing shall be due to the Customer for lost time, such as the time which the plant or equipment is at a standstill or any other direct or indirect damages other than those above specified, other than for the repairs and replacements as stated.
- If, because of construction or transportation requirements, the machinery or equipment must be delivered in a partially disassembled state, * ASCOM will not provide any guarantee if the assembly is not carried out by * ASCOM itself.
- If defects are found that are covered by the guarantee, within 2 years from the date of commissioning (but not more than 27 months from the date of shipment, whichever comes first) * ASCOM will assume the responsibility for the repair and/or for the replacement of the materials at client's premises, providing:

Full warranty (labor+parts) the first 12 months, this means that it will cover:

- The replacement / repair of the defective part (machine component or part)
- Shipment cost of the part/s
- The costs of ASCOM's Technician (if required) for dismantling and mounting
- Travel
- Board and lodging

Partial warranty (parts only) the following 12 months, this means that it will cover:

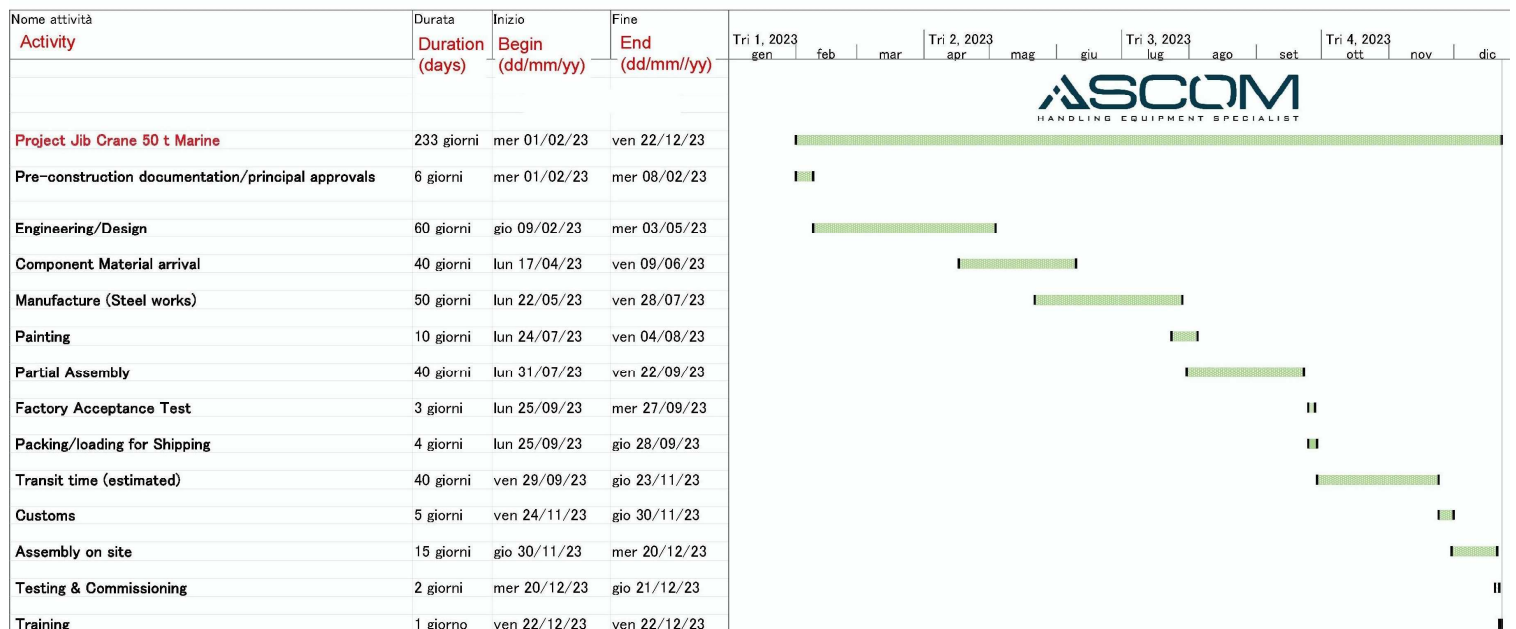
- The replacement / repair of the defective part (machine component or part)
- Shipment cost of the part/s
- The duration (time period) of the guarantee on **structural parts**, unless otherwise specified in writing, is **10 years** from the date of commissioning (but not more than 123 months from the date of shipment, whichever comes first) ending at the expiration of the term, even if the machinery has not, for whatever reason, been put into operation.
- The duration (time period) of the guarantee on **coated steel surfaces**, unless otherwise specified in writing, is **5 years** from the date of commissioning (but not more than 63 months from the date of shipment, whichever comes first) ending at the expiration of the term, even if the machinery has not, for whatever reason, been put into operation.



- Each and every intervention made by * ASCOM during the guarantee period will be subject to the Customer's compliance with the conditions of payment of the supplied machine, open invoices, or unpaid balance due.
- If the Customer makes and express request for an on-site intervention under warranty by * ASCOM and it becomes evident to * ASCOM that the Customer has not made a proper diagnosis or has made a mistake in making such request or said request were made by unqualified personnel on behalf of the Customer, the Customer will be responsible for all expenses for the total journey including, transportation, travel time, repair work time, regular man-hours and overtime pay, room and board, and all costs of materials and materials transportation.
- Any unauthorized intervention will make this guarantee immediately and automatically null and void.
- The replaced parts must be returned to * ASCOM with all shipping pre-paid. Any parts that *ASCOM has acquired from other suppliers will be governed by that supplier and the Customer must agree to the terms and conditions of that specific supplier as binding on this agreement.

4. LEAD TIME / INSTALLATION

4.1 PROJECT MILESTONES



5. PRICE / PAYMENT TERMS

5.1 QUOTATION

No.2 Marine Jib Cranes, as described in the previous pages:

Dimensions	According to layout 80W00003
Main hoist with 50 metric ton load capacity	✓
Main winch with double displacement motor	✓
Stairs and walkways for maintenance operations	✓
Counterweight to balance the load	✓
Foundation frame with anchor bolts	✓
Radio remote for control of all functions	✓
Back-up Pendant control	✓
Hydraulic power system	✓
Stainless steel 316 main switchboard and pulley pins	✓
Stainless steel 316 rigid piping	✓
Weighing system	✓
Various safety devices	✓
Smooth rotation controlled by inverter	✓
Anemometer	✓
LED working lights	✓
Anti-corrosion coating with 1 st coat of zinc primer	✓
Paint color of choice without additional cost	✓

Description	Qty.	Ccy.	Unit price	Total price
Ex-works ASCOM-Italy Marine Jib Crane model JBC 50 (50 t capacity)	2	USD	\$ 403,900.00	\$ 807,800.00
Transport D.D.P. (Delivery Duty Paid) Port of Port Orford, OR, USA – incoterms2020	2	USD	\$ 59,000.00	\$ 118,000.00
Assembly, commissioning, training and testing	2	USD	\$ 52,000.00	\$ 104,000.00



TOTAL PRICE OF THE SUPPLY	2	USD	\$ 514,900.00	\$ 1,029,800.00
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EXCLUSIONS FROM OUR SCOPE OF SUPPLY:

- Disassembly and disposal of the two existing cranes
- Civil works, electricity, water supply and feeding devices
- Counterweight filling material
- Weight for load tests.

5.2 Optional features and services

Description	Qty.	Ccy.	Unit price	Total price
Extra price for Metallizing anti-corrosion system (ref. paragraph 1.18)	2	USD	\$ 14,600.00	\$ 29,200.00
Extra price for Load Display (ref. paragraph 1.18)	2	USD	\$ 2,700.00	\$ 5,400.00
Extra price for 360° rotation instead of 300°	2	USD	\$ 6,800.00	\$ 13,400.00
Extra price for adjustable hoist/trolley instead of fixed	2	USD	\$ 31,900.00	\$ 63,800.00
Price for annual general maintenance (ref.paragraph 3.5)	2	USD	\$ 9,600.00	\$ 19,200.00
Price for each quarterly inspection (ref. paragraph 3.5)	2	USD	\$ 5,200.00	\$ 10,400.00

EXCLUSIONS FROM MAINTENANCE PRICES:

- All lubricants, oils and greases (if any)



- Any spare parts that may be required
- Any required mechanical tool
- Round trip air tickets (economy class)
- Board and lodging expenses
- Local transfer (airport-hotel-work site)
- Any work that may be necessary and that is not expressly listed herein.

5.3 Payment terms

We propose the following payment terms:

- **30% down payment at order**
- **30 % with steel structure completed** (secured by pictures and/or purchaser or 3rd party inspection)
- **30 % at successful F.A.T.** before shipment (pictures and/or purchaser or 3rd party inspection)
- **10% at successful commissioning** of the Equipment at customer site.

Different payment option discussions are welcome.

5.4 Offer validity

The present proposal is valid 60 calendar days after the time and date proposals are due.

