

Subject: Re: BMU request Bratislava
From: Michael Pop <mp@fallprotec.com>
Date: 23/03/2017, 14:13
To: Andrej Bosak <andrej.bosak@safetime.sk>

Dear Andrej,

also the price calculation for the solution:

Machine – 55.500 Eur ex works Madrid

Transport – approx 2500 Eur

On site, a crane with 2000kg payload should be hired to lift the machine

Engineering for the rail tracks, according to EN 1808 – 2000 Eur

I assume tracks would be purchased and installed locally. Recommended railtrack IPE160.

Site supervisor for mounting the machine and commissioning – approx 1800 Eur

Time needed for mounting the machine (without tracks): 2 days

Best regards,

Michael POP
Operations Manager Export



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On 22/03/2017 16:51, Michael Pop wrote:

Dear Andrej,

attached the solution we are proposing for this project. Tomorrow we will also have the budget price for the complete solution. In the meantime, if you want/can, you

could consult the end customer if the solution would fit his needs and imagination, or if he has any reasons to want something different.

Best regards,

Michael POP
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On 22/03/2017 09:29, Andrej Bosak wrote:

Hi Michael,
thanks a lot. Sure thing, If there will be any kind of questions, please call me straight away.

I forgot to mentioned the email my colleague was thinking..
Please see bellow. The weight of the glass is max 320 kg.

In case of needed to replace or change of any glass on facade, they want to have vacuum frame to fix old and new glass. This frame need to hang on kind of motorised trolley also. Two abseilers hanged on monorail will operate with glass.

Dimensions and weight of glasses:

Biggest glass is 1310x3700mm and weight is cca 320kg, smallest size is 640x750mm with 40kg and most used glass is 650x3700mm with 160kg, all glasses are flat.

First of all we need to set up static loads on facade top steel construction for protectants , because they need to dimensioning steel construction to pass the loads.

Set up requirements for access to monorail, electricity and so on...

They want to park cradle in basement of building and when need they will bring it near building. Cables will let down from trolley on monorail and cradle will ascend on cables to position where needed.

On 22 Mar 2017, at 09:20, Michael Pop <mp@fallprotec.com> wrote:

Dear Andrej,

thanks for sending the details. I forwarded them to the engineers, and we will have an answer today. It is possible that the engineers will also have questions or will need further infos, this is something common. But at this stage, I see something which would need a clarification: what weight of glass needs to be lifted? Some building have glasses of 200kg each, others have glasses of 1000kg each. It's not the same in terms of design.

Best regards,

Michael POP

Operations Manager Export

<image002.png>

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On 21/03/2017 20:38, Andrej Bosak wrote:

Dear Michael,

you for your skype-call regarding our potential cooperation this afternoon.

As we have an urgent project on we would like to ask you for the prompt reaction, if possible. The upcoming building should have monorail (or any kind of BMU) according to EN 1808.

Within this project, there are two major functions the BMU should involved:

1. maintenance – motorised cradle for 2 persons controlled vertical and horizontal from itself.
2. Replacement of the glass facade, (which we would like to know how you do you usually solve this kind of request.)

I am sending you the idea of one of our guy from technical department, please have a look on email below. Please consider we are not the BMU experts :-)

Also please see attached the sketch and dimensions of the building.

We would like to ask you for the possible solution as well as the quotation. As I mentioned, there are several project already on, where we have been ask to use BMU.

If you have more questions regarding this project, please don't hesitate to contact me. Do you think you can manage to give us a rough idea until Thursday?

ÄI don't like to rush things, but our partner HB Reavis have a meeting regarding the cleaning of facade on Friday, and we have opportunity to be there, if we have nice solution.)

If we manage to get along with this project, we would like to also visit you In Luxembourg or Your partner in Barcelona for training purposes to help us better understand the products and themes.

Thank you in advance.

Kind regards

Andrej BOSAK
Project Manager

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