

# Metal-Asia

## Commercial Proposal for the Supply of

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CLT / MHM Production Line for Prefabricated Wooden Housing: NFA, WandMaster, PBA Equipment — Turnkey Solution

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**Proposal No.:** KP-MHM-CN-2026-0618

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**Prepared For:** \_\_\_\_ (Buyer)

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**Supplier:** ExpoAsia Engineering Co., Ltd. (People's Republic of China)

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## TABLE OF CONTENTS

- [1. General Provisions](#)
  - [2. Line Configuration](#)
  - [3. Technical Specifications Summary](#)
  - [4. Pricing Structure](#)
  - [5. Legal Terms and Conditions](#)
  - [6. HS Codes and Customs Clearance](#)
  - [7. Contract Framework](#)
  - [8. Packing List](#)
  - [9. Next Steps for the Buyer](#)
- 

## 1. GENERAL PROVISIONS

This Commercial Proposal (hereinafter referred to as the "CP") is prepared in accordance with the provisions of international commercial law, the Unified Rules of Incoterms 2020, and the applicable legislation of the People's Republic of China governing foreign trade contracts.

This CP does not constitute a public offer and is of an exclusively informational and introductory nature. Obligations of the Parties arise solely from the moment of execution of the Supply Agreement (International Sale of Goods Contract) and all attached Supplementary Agreements.

All technical parameters and prices contained herein are preliminary in nature. Final pricing and specifications are subject to confirmation after the Buyer's approval of the Technical Drawings and Technical Specifications (TS).

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## 2. LINE CONFIGURATION — DETAILED DESCRIPTION

### 2.1 Multi-Blade Rip Saw — MHM-FM-3000

**Purpose:** Primary processing of sawn timber. Ripping unedged boards into blanks of specified width, removing wane, cross-cutting, and quality grading. Preparation of raw material for subsequent jointing and planing operations.

**Operating Principle:** Unedged boards are fed onto a roller conveyor and pass through a multi-blade disc saw unit with electronic width setting. An automatic measuring system determines the blank width and optimizes the cutting pattern to minimize waste. Trim saws remove defective edges.

**Technical Specifications:**

Parameter	Value
Max. width of raw board	350 mm
Max. thickness of raw board	100 mm
Min. blank length	1,000 mm
Max. blank length	6,500 mm
Number of saw discs	3 – 6 pcs. (adjustable)
Disc diameter	305 – 400 mm
Main motor power	18.5 kW
Feed motor power	3 kW
Feed speed	5 – 50 m/min (stepless)
Cutting accuracy	±0.5 mm
Cross-cut accuracy	±1.0 mm
Working table height	850 ± 50 mm
Control system	PLC with 10" touchscreen
Dust extraction	Flange Ø 150 mm, 3,500 m <sup>3</sup> /h
Dimensions (L × W × H)	4,200 × 2,000 × 1,600 mm
Weight	2,400 kg
Installed power	22 kW
Supply voltage	380 V / 50 Hz / 3-phase

**Scope of Supply:**

- Welded frame with heat treatment
- Multi-blade saw unit with 6 mounting positions
- Feed mechanism with pneumatic clamp (6 rollers)
- Electronic width measuring system (2 laser sensors)
- Cross-cut saw (1 disc Ø 400 mm)
- Optional defect marking system
- Touchscreen control panel with 100 program memory
- Set of saw discs (6 pcs., carbide-tipped)
- Safety guards per EN ISO 12100

## 2.2 Finger Jointing Machine — MHM-FJ-2000

**Purpose:** Longitudinal jointing of boards on finger joint (micro-finger) to obtain lamellas of unlimited length. Ensures strong adhesive bonding with load distribution over a large contact area.

**Operating Principle:** Individual boards are end-cut to form finger joint teeth. D4 adhesive is applied to the end surface, boards are pressed together at 10–20 MPa and held until full cure (15–30 seconds with high-frequency drying, or 2–4 hours at ambient temperature).

#### Technical Specifications:

Parameter	Value
Max. jointed lamella length	16,000 mm
Board width	50 – 300 mm
Board thickness	20 – 60 mm
Joint type	Finger joint, pitch 6 – 20 mm
Tooth angle	45° or 90° (adjustable)
Tooth depth	12 – 40 mm
Cutter spindle power	11 kW
Spindle speed	6,000 rpm
Press power	15 kW
Pressing force	10 – 20 MPa
Feed speed	10 – 30 m/min
Productivity	up to 6 pcs./min
Adhesive type	D4 (water-resistant polyurethane)
Control system	PLC with CNC control
Dimensions (L × W × H)	5,500 × 2,200 × 1,800 mm
Weight	3,800 kg
Installed power	28 kW
Supply voltage	380 V / 50 Hz / 3-phase

#### Scope of Supply:

- Welded frame with anti-vibration feet
- Cutter spindle with swivelling head (2 tooth profiles)
- Hydraulic pressing unit
- Automatic adhesive application (2-component, dosing)
- High-frequency curing unit (option for accelerated curing)
- Servo-driven feed mechanism
- Automatic board feeding system
- Touchscreen control panel
- Set of cutters (4 pcs.)

### 2.3 Four-Side Planer — MHM-4S-250

**Purpose:** Simultaneous processing of all four sides of a lamella — bottom, top, and both edges. Thickness calibration, dimensioning, and surface preparation for adhesive application. Key unit for ensuring bonding quality.

**Operating Principle:** The lamella is fed by an automatic feeder and sequentially passes through four spindle units: bottom planing (base plane leveling), right and left edge planing, top planing (final thickness). All spindles are equipped with swivelling knife heads with carbide inserts.

#### Technical Specifications:

Parameter	Value
Working width	30 – 300 mm
Working thickness	10 – 160 mm
Min. blank length	1,200 mm
Max. blank length	6,500 mm
Number of spindles	4 (bottom, top, right, left)
Bottom spindle power	7.5 kW
Top spindle power	11 kW
Right spindle power	7.5 kW
Left spindle power	7.5 kW
Spindle speed	6,000 rpm
Feed speed	6 – 40 m/min (stepless)
Thickness accuracy	±0.1 mm
Width accuracy	±0.1 mm
Tool bore diameter	40 mm
Max. tool diameter	140 mm
Feed mechanism	6 rollers, pneumatic clamp
Control system	PLC with 10" touchscreen
Dust extraction	4 flanges Ø 120 mm, 6,000 m <sup>3</sup> /h
Dimensions (L × W × H)	3,500 × 2,000 × 1,850 mm
Weight	3,600 kg
Installed power	37 kW
Supply voltage	380 V / 50 Hz / 3-phase

#### Scope of Supply:

- Welded frame with anti-vibration feet
- 4 spindle units with swivelling knife heads
- Automatic feed mechanism (6 rollers)
- Electronic thickness measuring system (2 digital sensors)
- Automatic table height adjustment
- Touchscreen control panel with 50 program memory
- Set of knife heads (4 pcs.) with carbide inserts (12 pairs)
- Safety guards with microswitches
- Centralized bearing lubrication system

## 2.4 PUR Glue Application System — MHM-GA-1500

**Purpose:** Application of one-component polyurethane adhesive (1K PUR) onto the flat surface of lamellas prior to lay-up in the CLT panel. Ensures uniform distribution of the adhesive layer with controlled thickness and width.

**Operating Principle:** Planed lamellas are conveyed on a roller conveyor. The glue application system (roller or spray type) applies a layer of PUR adhesive onto the top surface of each lamella. Layer thickness is controlled by dosing rollers in the range of 120–200 g/m<sup>2</sup>. The glue system includes a heated tank for maintaining optimal viscosity (40–60°C).

### Technical Specifications:

Parameter	Value
Application width	300 – 3,500 mm (adjustable)
Glue layer weight	120 – 200 g/m <sup>2</sup>
Adhesive type	1K PUR (one-component polyurethane)
Tank temperature	40 – 60°C (thermostat-controlled)
Tank capacity	50 L
Application type	Roller (rubber rollers) or spray
Tank heating power	3 kW
Roller drive power	1.5 kW
Feed speed	5 – 30 m/min (synchronized with line)
Dosing accuracy	±5%
Control system	PLC with doser
Dimensions (L × W × H)	3,000 × 1,500 × 1,600 mm
Weight	850 kg
Installed power	5 kW
Supply voltage	380 V / 50 Hz / 3-phase

### Scope of Supply:

- Heated glue tank 50 L (stainless steel)
- Roller application system (3 rollers)
- Thermostat with ±1°C temperature control
- Dosing pump
- Roller feed conveyor
- Anti-dry protection system for rollers
- Touchscreen control panel

## 2.5 Vacuum Lay-Up Table — MHM-LU-6000

**Purpose:** Formation of multi-layer CLT panels by laying planed lamellas layer-by-layer in crosswise orientation. Ensures accurate positioning of each layer, panel geometry control, and preparation for pressing.

**Operating Principle:** The operator (or automated system) lays the first layer of lamellas longitudinally on the assembly table. The vacuum system fixes lamellas in position. The second layer is laid crosswise (perpendicular to the

first) using a vacuum gripper. The process is repeated until the target panel thickness is reached. Side and end stops ensure accurate panel dimensions.

### Technical Specifications:

Parameter	Value
Max. panel length	6,000 mm (option: 12,000 mm)
Max. panel width	3,250 mm (option: 3,600 mm)
Max. panel thickness	400 mm (up to 14 layers)
Min. panel size	2,000 × 2,000 mm
Single layer (lamella) thickness	20 – 40 mm
Lay-up type	Manual / semi-automatic
Number of layers	3 – 14 (adjustable)
Layer fixation system	Vacuum (8 zones, sectional)
Vacuum pump power	7.5 kW
Side stops	Motorized, adjustable
End stops	Pneumatic, 2 pcs.
Positioning accuracy	±1.0 mm
Working table height	850 ± 50 mm
Table surface	Steel frame + aluminium with PE coating
Dimensions (L × W × H)	8,500 × 4,500 × 1,200 mm
Weight	9,500 kg
Installed power	10 kW
Supply voltage	380 V / 50 Hz / 3-phase
Operators required	2 – 3 persons

### Scope of Supply:

- Assembly table with aluminium surface (2 sections)
- Vacuum fixation system (8 independent zones)
- Vacuum pump 7.5 kW
- Motorized side stops with CNC control
- Pneumatic end stops (2 pcs.)
- Panel thickness measuring system (laser sensor)
- Industrial control panel with 12" display
- Set of vacuum cups (16 pcs.)
- Safety guards

## 2.6 Hydraulic CLT Press — MHM-HP-6000

**Purpose:** Pressing of multi-layer CLT packages under controlled pressure to ensure uniform adhesive distribution and full contact between layers. Cold pressing with holding time until full cure of PUR adhesive.

**Operating Principle:** The assembled lamella package (with applied adhesive) is loaded into the press via a roller conveyor. Hydraulic cylinders (top and side) create uniform pressure up to 0.8 N/mm<sup>2</sup> across the entire panel surface. The press holds the package for a set time (10–25 min depending on thickness). After adhesive cure, the press opens and the finished panel is discharged.

#### Technical Specifications:

Parameter	Standard	Option
Max. panel length	6,000 mm	12,000 mm
Max. panel width	3,250 mm	3,600 mm
Max. panel thickness	400 mm	400 mm
Specific pressure	0.6 – 0.8 N/mm <sup>2</sup>	0.6 – 0.8 N/mm <sup>2</sup>
Top cylinders (qty)	8 – 12 pcs.	12 – 16 pcs.
Top cylinder diameter	Ø 100 mm	Ø 120 mm
Side cylinders (qty)	4 – 6 pcs.	6 – 8 pcs.
Side cylinder diameter	Ø 80 mm	Ø 100 mm
Hydraulic station power	22 kW	30 kW
Working pressure	21 MPa	25 MPa
Cycle time (close – open)	15 – 25 min	20 – 30 min
Adhesive type	PUR 1K	PUR 1K
Control system	PLC with HMI	PLC with HMI
Dimensions (L × W × H)	7,500 × 4,000 × 3,500 mm	13,500 × 4,500 × 3,500 mm
Weight	18,000 kg	35,000 kg
Installed power	25 kW	35 kW
Supply voltage	380 V / 50 Hz / 3-phase	380 V / 50 Hz / 3-phase

#### Scope of Supply:

- Welded press frame with heat treatment
- Pressing platens (steel, ground)
- Hydraulic cylinders (top and side)
- Hydraulic station with accumulator
- Hydraulic oil filtration system
- Roller loading/unloading conveyor
- Safety system (photocells, guards)
- HMI control panel
- Set of seals and spares for hydraulics

## 2.7 Portal CNC Machining Center — MHM-CNC-3600

**Purpose:** Final multi-operation machining of finished CLT panels after pressing. Performs: trimming to length and width, cutting openings (doors, windows), grooving for MEP services (electrical, plumbing), drilling for fasteners, surface sanding.

**Operating Principle:** The finished CLT panel is placed on the machining table and fixed by the vacuum system and mechanical stops. The CNC portal moves the working aggregates in three coordinates (X, Y, Z) with spindle rotation (4th axis) and saw tilt (5th axis). The CNC system controls all operations according to the programmed sequence.

**Technical Specifications:**

Parameter	Standard	Option
<b>Working Area</b>		
Max. machining length (X)	6,500 mm	13,000 mm
Max. machining width (Y)	3,600 mm	3,600 mm
Max. machining height (Z)	400 mm	400 mm
Max. panel thickness	360 mm	360 mm
<b>Traverse Speeds</b>		
Rapid traverse X	30 m/min	35 m/min
Rapid traverse Y	35 m/min	40 m/min
Rapid traverse Z	30 m/min	35 m/min
Positioning accuracy	±0.05 mm	±0.03 mm
Repeatability	±0.02 mm	±0.01 mm
<b>Spindle Unit</b>		
Spindle power	22 kW	30 kW
Spindle speed	1,000 – 18,000 rpm	1,000 – 24,000 rpm
Tool interface	ISO 40 / HSK 63	HSK 63F
Cooling	Air	Air + water
<b>Chain Saw (option)</b>		
Saw motor power	11 kW	15 kW
Saw disc diameter	450 mm	600 mm
Rotation angle (4th axis)	±180°	±180°
Tilt angle (5th axis)	0 – 90°	0 – 90°
<b>Circular Saw Unit</b>		
Power	15 kW	18.5 kW
Disc diameter	350 mm	450 mm
<b>Drilling Unit</b>		
Power	2.2 kW	3 kW
Number of spindles	1	1 (option: up to 3)
Max. drill diameter	35 mm	40 mm
<b>Tool Magazine</b>		
Number of positions	8	12 (option: 16)

Parameter	Standard	Option
Tool change type	Automatic (ATC)	Automatic (ATC)
Tool change time	10 – 15 sec	8 – 12 sec
<b>Working Table</b>		
Fixation type	Vacuum (sectional) + mech. stops	Vacuum (sectional) + mech. stops
Vacuum zones	6	8
Vacuum pump power	5.5 kW	7.5 kW
<b>Control System</b>		
CNC system	Syntec 60WA	Syntec 60WA / Siemens 828D
Controlled axes	5 (X, Y, Z, A, B)	5 (X, Y, Z, A, B)
Interface	Ethernet, USB	Ethernet, USB
Supported formats	G-code, DXF	G-code, DXF, NC
Display	15" color LCD	19" color LCD
<b>Dust Extraction</b>		
Extraction flanges	2 × Ø 150 mm	2 × Ø 200 mm
Extraction capacity	6,000 m <sup>3</sup> /h	8,000 m <sup>3</sup> /h
<b>Dimensions and Weight</b>		
Machine dimensions (L × W × H)	9,500 × 5,000 × 3,200 mm	15,000 × 5,500 × 3,500 mm
Machine weight	12,000 kg	18,000 kg
Installed power	65 kW	85 kW
Supply voltage	380 V / 50 Hz / 3-phase	380 V / 50 Hz / 3-phase

**Scope of Supply:**

- Welded portal frame (steel construction) with heat treatment
- Cross carriage with servo drives (Y, Z axes)
- Spindle unit ISO 40 / HSK 63
- Automatic tool changer (ATC) 8/12 positions
- Working table with vacuum fixation (6/8 zones)
- Vacuum pump
- Syntec / Siemens CNC with control panel
- Mechanical stops and clamps (set)
- Dust extraction system
- Spindle cooling system (option)
- Starter tool set (6/8 positions)
- Safety guards with photocells
- CNC software + postprocessor
- Operating manual (EN/ )

**2.8 Dust Extraction System — MHM-DE-18000**

**Purpose:** Centralized collection and removal of wood dust, chips, and shavings from all line units. Ensures air quality standards in the production facility, protects equipment from contamination, and prevents fire hazards.

**Technical Specifications:**

Parameter	Value
Capacity	18,000 m <sup>3</sup> /h
Vacuum	4,000 Pa
Main fan power	30 kW
Rotary valve power	2.2 kW
Filtration	Sleeve filter (polyester), 80 sleeves
Filtration class	PM10 > 99.5%
Collection bin capacity	300 L
Noise level	< 75 dB at 10 m distance
Dimensions (L × W × H)	3,000 × 1,800 × 3,800 mm
Weight	2,200 kg
Supply voltage	380 V / 50 Hz / 3-phase

**Scope of Supply:**

- Sleeve filter in metal housing (80 sleeves)
- Centrifugal fan 30 kW
- Rotary discharge valve
- Chip collection bin 300 L
- Set of spare sleeves (10 pcs.)
- Pulse blow magnetic valve
- Control system (starter, differential pressure sensor)
- Ductwork Ø 200 mm (30 m)
- Differential pressure gauge
- Spark arrester (fire safety)

## 2.9 Compressor Station — MHM-CS-5000

**Purpose:** Production of compressed air for all pneumatic systems of the line: clamping mechanisms, planer clamps, assembly table pneumatic cylinders, safety systems.

**Technical Specifications:**

Parameter	Value
Compressor type	Screw, oil-injected
Capacity	5,000 L/min
Max. pressure	10 bar
Working pressure	6 – 8 bar
Drive	Electric, belt

Parameter	Value
Power	45 kW
Air dryer	Refrigerated (included)
Receiver	1,000 L
Line filter	0.01 µm
Noise level	< 72 dB
Dimensions (L × W × H)	2,200 × 1,300 × 1,900 mm
Weight	1,350 kg
Supply voltage	380 V / 50 Hz / 3-phase

#### Scope of Supply:

- Screw compressor block
- Electric motor 45 kW
- Belt drive
- Receiver 1,000 L (with pressure gauge, safety valve)
- Refrigerated air dryer
- Line filter (0.01 µm)
- Control panel with auto start/stop
- Set of pipelines and fittings (20 m)

## 2.10 SCADA Control System — MHM-SCADA-PRO

**Purpose:** Centralized control and monitoring of all production line units in real-time mode. Ensures synchronization of machine operation, production data collection and analysis, equipment diagnostics, performance accounting, and defect tracking.

#### Technical Specifications:

Parameter	Value
System type	SCADA (Supervisory Control And Data Acquisition)
Base software	KingSCADA / WinCC (optional)
Connectable units	up to 16 machines
Communication protocols	Modbus TCP/IP, OPC UA, Ethernet/IP
Server	Industrial PC, Intel Xeon, 32 GB RAM, SSD 1 TB
Operator monitors	2 × 27" Full HD (IPS)
Backup	Automatic (RAID 1, daily)
Reporting	Excel, PDF (scheduled auto-generation)
Remote access	Built-in (VPN, secure channel)
CNC EXA-7 integration	Direct (G-code upload, DXF import)
Software warranty	12 months

#### Scope of Supply:

- Industrial control server (rackmount)
- 2 operator monitors 27" Full HD
- Managed network switch (24 ports, Gigabit)
- Set of CAT6 cables (100 m)
- SCADA license (16 tags, unlimited screens)
- Reporting and analytics software (OEE, performance, downtime)
- Configuration and integration of all EXA-1 – EXA-9 units
- SCADA operator training (3 days)
- Administrator manual (EN/ )

### 3. TECHNICAL SPECIFICATIONS SUMMARY

#### 3.1 Module Parameters Overview

Parameter	MHM-FM	MHM-FJ	MHM-4S	MHM-GA	MHM-LU	MHM-HP	MHM-CNC	MHM-DE	MHM-CS	MHM-SCADA
<b>Function</b>	Rip/Cut	Jointing	Planing	Glue	Lay-up	Press	CNC	Dust	Compressor	SCADA
<b>Max. length, mm</b>	6,500	16,000	6,500	6,000	6,000	6,000	6,500	—	—	—
<b>Max. width, mm</b>	350	300	300	3,500	3,250	3,250	3,600	—	—	—
<b>Max. thickness, mm</b>	100	60	160	—	400	400	400	—	—	—
<b>Power, kW</b>	22	28	37	5	10	25	65	32	45	1
<b>Weight, kg</b>	2,400	3,800	3,600	850	9,500	18,000	12,000	2,200	1,350	80

#### 3.2 Line Performance Parameters

Parameter	Value
<b>Production capacity</b>	3,000 – 5,000 m <sup>3</sup> /year (1 shift, 8 hours)
<b>Max. panel size</b>	3,250 × 6,000 × 400 mm (option: 3,600 × 12,000 mm)
<b>Min. panel size</b>	2,000 × 2,000 × 60 mm
<b>Layer (lamella) thickness</b>	20 – 40 mm
<b>Number of layers</b>	3 – 14
<b>Adhesive type</b>	PUR 1K (one-component polyurethane)
<b>Post-CNC accuracy</b>	±1.0 mm
<b>Total installed power</b>	~270 kW (all modules)
<b>Compressed air consumption</b>	~800 L/min, 6 – 8 bar

Parameter	Value
Facility floor area	min. 1,000 – 1,200 m <sup>2</sup> (including raw material storage)
Facility ceiling height	min. 7 m
Personnel (1 shift)	5 – 7 persons
Total equipment weight	~53,800 kg (~54 tonnes)

## 4. PRICING STRUCTURE

### 4.1 Base Equipment Price

Item	Amount
Equipment price EXW (manufacturer's warehouse, China)	<b>USD 224,000</b>

Price is based on direct negotiations with the manufacturer and reflects the order volume, current CNY exchange rate, and long-term partnership terms. Price is fixed in the contract at the time of signing.

### 4.2 Additional Costs (not included in EXW price)

Cost Item	Estimated Amount	Notes
Packing and crating	USD 3,500 – 5,000	Wooden crates, stretch film, ISPM 15
Delivery to Buyer's facility (CPT)	USD 18,000 – 25,000	By road / sea container
Cargo insurance (110% CIF)	USD 1,200 – 1,800	Optional, recommended
Customs clearance	USD 500 – 800	Broker services
Customs duty (HS 8465)	0%	Technology equipment
VAT (varies by destination)	Check local regulations	Recoverable under standard tax scheme
Installation and commissioning	USD 12,000 – 18,000	10 – 14 working days
Personnel training	USD 3,000 – 5,000	5 – 7 working days
<b>TOTAL TURNKEY (estimated)</b>	<b>USD 307,500 – 324,600</b>	Including all additional costs

### 4.3 Delivery Terms per Incoterms 2020

Delivery is performed on **EXW (Ex Works)** terms — manufacturer's facility, Qingdao, Shandong Province, China.

Optional **CPT (Carriage Paid To)** — Buyer's designated facility, with additional freight charges.

## 5. LEGAL TERMS AND CONDITIONS

### 5.1 Final Price Determination

**IMPORTANT:** This Commercial Proposal contains **indicative parameters and preliminary pricing**. Final equipment pricing is calculated **exclusively after the Buyer's approval of all engineering drawings, technical specifications, and the Technical Assignment (TS)**.

Reasons for potential price adjustment:

- Modification of panel processing dimensions;

- Change of CNC system type (Syntec / Siemens / other);
- Additional options (automatic loading, robotics);
- Special electrical requirements (380V/50Hz is standard, other parameters require adaptation);
- Additional packing and transport requirements;
- Currency fluctuation:  $\pm 3\%$  — price not revised; above 3% — revision per supplementary agreement.

## 5.2 Procedure for Final Pricing

### Final technical and financial calculations are provided to the Buyer based on:

1. Execution of the **International Sale of Goods Contract**;
2. Payment of the **advance payment of 30%** of the preliminary price;
3. Approval of the **Technical Assignment (TS)** and all working drawings;
4. Execution of **Supplementary Agreement No. 1** to the Contract, fixing the final price, configuration, and manufacturing timeline.

Until the above conditions are met, all parameters and prices remain **preliminary in nature** and cannot form the basis for claims.

## 5.3 Payment Terms

All payments under this contract are processed through **international banking channels** in accordance with the applicable foreign exchange regulations.

Parameter	Terms
<b>Contract currency</b>	USD (United States Dollars) or CNY (Chinese Yuan), at Buyer's option
<b>Payment method</b>	International bank wire transfer
<b>Advance payment</b>	30% of EXW value within 5 banking days after contract signing
<b>Interim payment</b>	60% within 3 days prior to equipment dispatch from factory
<b>Final payment</b>	10% within 10 banking days after equipment acceptance (signing of Acceptance Certificate)
<b>Banking fees</b>	Per applicable tariffs at time of payment
<b>Settlement timeline</b>	2 – 5 business days, subject to compliance checks

**Note:** Due to international sanctions and banking restrictions, payment may be processed through designated correspondent banks in partner jurisdictions. All risks associated with payment passage are governed by the Supplementary Agreement to the Contract.

## 5.4 Delivery Timeline

Stage	Timeline
Equipment manufacturing	60 – 90 business days from advance payment receipt
Packing and dispatch preparation	5 – 7 business days
Delivery to Buyer's facility (CPT)	18 – 25 calendar days
Installation and commissioning	10 – 14 business days
Personnel training	5 – 7 business days

Stage	Timeline
<b>Total turnkey timeline</b>	<b>95 – 135 calendar days</b>

### 5.5 Warranty Terms

Parameter	Terms
<b>Warranty period</b>	12 months from commissioning date, max. 18 months from dispatch date
<b>Electronics / CNC warranty</b>	6 months (CNC, sensors, encoders)
<b>Post-warranty service</b>	Per separate Supplementary Agreement
<b>Warranty conditions</b>	Valid subject to compliance with operating conditions, use of original spare parts, and qualified personnel

## 6. HS CODES AND CUSTOMS CLEARANCE

### 6.1 HS Codes

Equipment	HS Code	Description	Duty	VAT
Portal CNC machining center	<b>8465.20.0000</b>	Machining centres for working wood	0%	Per local regulations
Four-side planer	<b>8465.92.0000</b>	Planing, milling or moulding machines	0%	Per local regulations
Panel assembly line	<b>8465.94.0000</b>	Bending or assembling machines	0%	Per local regulations
Nailing units	<b>8465.99.1000</b>	Other machines for working wood	0%	Per local regulations
Spare parts and accessories	<b>8466.92.0000</b>	Parts and accessories for machines of 8465	0%	Per local regulations

Customs duty is **0%** for technology equipment (HS 8465). VAT is applied per local tax regulations and may be recoverable under standard business taxation schemes.

## 7. CONTRACT FRAMEWORK

### 7.1 Structure of Contractual Documentation

Complete legal documentation for the supply includes:

1. **Main International Sale of Goods Contract**
2. **Technical Assignment (TS)** — Annex No. 1
3. **Equipment Specification** — Annex No. 2
4. **Supplementary Agreement No. 1** — "Drawing Approval and Final Pricing"
5. **Supplementary Agreement No. 2** — "Payment Terms"
6. **Supplementary Agreement No. 3** — "Delivery and Transportation Terms"
7. **Supplementary Agreement No. 4** — "Warranty Obligations and Service"
8. **Acceptance Certificate (AC)** — signed after commissioning

## 7.2 Key Legal Provisions

### Article 1. Subject Matter of Contract

The Supplier undertakes to transfer ownership of the Equipment to the Buyer in accordance with the approved Technical Assignment, and the Buyer undertakes to accept and pay for such Equipment.

### Article 2. Technical Documentation

Within 10 (ten) business days from the date of contract signing and receipt of advance payment, the Supplier shall submit working drawings and technical specifications for approval. The Buyer shall review and approve (or submit reasoned comments) within 7 (seven) business days. Upon expiry of this period, drawings are deemed approved automatically.

### Article 3. Final Price

The final equipment price is determined and fixed in **Supplementary Agreement No. 1** to this Contract after approval of all working drawings and technical specifications. Until Supplementary Agreement No. 1 is signed, all prices remain preliminary.

### Article 4. Payment Procedure

All payments are processed through international banking channels in accordance with the terms of **Supplementary Agreement No. 2**. Title to the Equipment passes upon signing of the Acceptance Certificate by the Buyer.

### Article 5. Force Majeure

The Parties are released from liability for partial or full non-performance of obligations under this Contract if such non-performance results from force majeure circumstances, including but not limited to: changes in currency legislation, sanctions restrictions, refusal of correspondent banks to process payments.

### Article 6. Dispute Resolution

All disputes and disagreements shall be resolved through negotiation. In case of failure to reach agreement, the dispute shall be referred to the International Commercial Arbitration Court of Qingdao (People's Republic of China) in accordance with its Rules. The place of arbitration is **Qingdao, Shandong Province, PRC**. The language of arbitration is **Chinese** with provision of translation into English upon request of either Party. By signing this Contract, the Buyer unconditionally agrees to the jurisdiction of the Qingdao Arbitration Court and waives the right to challenge the competence of this court in any jurisdiction.

### Article 7. Governing Law

This Contract is governed by the substantive law of the **People's Republic of China**, including the PRC Law on International Contracts of Sale of Goods, the PRC Civil Code, as well as norms of international private law, including the United Nations Convention on Contracts for the International Sale of Goods of 1980 (CISG). In case of conflict of laws, the legislation of the PRC as the country of the Supplier's registration (ExpoAsia Engineering Co., Ltd.) shall prevail. By signing this Contract, the Buyer confirms consent to the application of PRC law and waives reference to conflict of laws.

### Article 8. Software License and System Access

8.1. License and access to software (including but not limited to: CNC system, SCADA, postprocessors, drivers, firmware, configuration files, and administrator passwords) are transferred to the Buyer **exclusively after confirmation of 100% payment** under this Contract, including equipment price, installation, commissioning, and all additional services.

8.2. For EXW delivery (without installation) — access to software and complete technical documentation are provided only after receipt of 100% payment to the Supplier's account and completion of all banking compliance checks.

8.3. For delivery with installation — temporary access to software is provided to ExpoAsia engineers for commissioning purposes. Permanent license and full Buyer access are activated only after signing of the Acceptance Certificate and confirmation of final payment (10%) receipt.

8.4. Until full payment, the equipment operates in **demonstration mode** with limitations: max. feed speed reduced by 50%, program export function disabled, remote VPN access active only for ExpoAsia specialists.

8.5. The Buyer is not entitled to copy, decompile, modify, or transfer to third parties any software supplied with ExpoAsia equipment. Violation results in immediate license termination without right of restoration and a penalty of 50% of the equipment price.

8.6. ExpoAsia reserves the right to remotely disable software operation in case of Buyer's failure to make any payment within the Contract timelines, or in case of unauthorized software copying. Blocking is performed via built-in protection module or VPN channel. Unblocking is performed within 2 business days from the date of Buyer's rectification of the violation and crediting of all due payments.

## 8. PACKING LIST

### 8.1 General Packing Requirements

Parameter	Requirement
Packing type	Wooden crates per ISPM 15 (heat-treated)
Internal protection	Foam polyethylene 20 mm, stretch film
Marking	Per ISO 780:2015 standard
Internal securing	Wooden braces, polyester strapping
Moisture protection	Silica gel bags (in each crate)

### 8.2 Detailed Packing List

Item No.	Description	Qty	Dimensions (LxWxH)	Gross Wt.	Net Wt.	Crate No.
1	Multi-blade saw MHM-FM-3000	1 wooden crate	3,100x1,800x1,600 mm	2,150 kg	1,850 kg	1/14
2	Four-side planer MHM-4S-250 (base)	1 wooden crate	3,500x2,000x1,900 mm	3,550 kg	3,200 kg	2/14
3	Four-side planer (spindle block)	1 plywood box	1,200x800x900 mm	420 kg	380 kg	3/14
4	Glue applicator MHM-GA-1500 (portal)	1 open pallet + tarp	7,800x2,200x2,400 mm	3,800 kg	3,500 kg	4/14
5	Glue applicator (table)	1 wooden crate	6,500x1,500x600 mm	950 kg	820 kg	5/14
6	Glue applicator (control cabinet)	1 plywood box	800x600x1,800 mm	280 kg	240 kg	6/14

Item No.	Description	Qty	Dimensions (LxWxH)	Gross Wt.	Net Wt.	Crate No.
7	Lay-up table MHM-LU-6000 (section 1)	1 open pallet + tarp	4,200x2,400x1,300 mm	4,800 kg	4,500 kg	7/14
8	Lay-up table (section 2)	1 open pallet + tarp	4,200x2,400x1,300 mm	4,400 kg	4,100 kg	8/14
9	Nail gun units MHM-NG-800 (x2)	2 wooden crates	6,800x1,000x1,200 mm each	5,200 kg	4,800 kg	9-10/14
10	CNC portal MHM-CNC-3600 (portal)	1 open pallet + tarp (oversized)	11,000x2,000x3,200 mm	9,500 kg	8,800 kg	11/14
11	CNC (table + control unit)	1 wooden crate + 1 plywood box	7,000x4,200x800 + 1,000x800x2,000 mm	7,200 kg	6,500 kg	12/14
12	Dust extraction + Compressor + SCADA	3 wooden crates	Various	4,380 kg	3,980 kg	13/14
13	Tool set + Spares + Documentation	3 plywood boxes + 1 envelope	Various	580 kg	520 kg	14/14

### 8.3 Summary

Parameter	Value
<b>Total number of packages</b>	14 units
<b>Total cargo volume</b>	~236 m <sup>3</sup>
<b>Total gross weight</b>	~63,700 kg (~63.7 tonnes)
<b>Total net weight</b>	~58,210 kg (~58.2 tonnes)
<b>Tare weight (packing)</b>	~5,490 kg
<b>Transport type</b>	2 – 3 trucks (tented trailers, 20T) or 3 × 40' HC containers

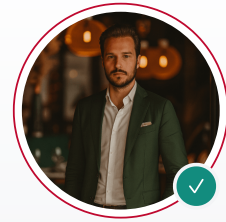
## 9. NEXT STEPS FOR THE BUYER

Stage	Action	Timeline
1	Sign and return this CP (expression of intent)	By August 18, 2026
2	Prepare and agree Technical Assignment (TS)	5 – 10 business days
3	Execute International Sale of Goods Contract	3 – 5 business days
4	Execute Supplementary Agreements No. 1 – 4	Simultaneously with Contract
5	Open account with designated international bank (if required)	5 – 10 business days
6	Transfer advance payment (30%)	Within 5 banking days after signing
7	Approve drawings and specifications	7 – 10 business days
8	Execute Supplementary Agreement No. 1 (final price)	After drawing approval

## Maxim Vedunkov

**HEAD OF PRODUCTION LINE CONFIGURATION, EXPOASIA**

**Expertise:** End-to-end CLT/MHM line configuration, international contract legal support, logistics and customs duty calculation. **Principle:** «Every CP passes through my desk before reaching the Buyer. I verify drawing-to-TA compliance, HS code accuracy, and legal formulation correctness. Payment through international channels — only after all risks are agreed upon.»



**EXPERT PROFILE**

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## CONTACT INFORMATION

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