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Wolfurt, 2004-06-11

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Dear Mr. Elenis,

We thank you for your enquiry and have pleasure in submitting our budget quotation for a jig-back bicable gondola:

BUDGET QUOTATION: NO. 412158.04111.100104

PROJECT: SAMOS

SYSTEM: JIG-BACK BICABLE GONDOLA
TYPE 2 X 1 X 15 BGFJ

COUNTRY: GREECE

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1. GENERAL DESCRIPTION OF ROPEWAY

The proposed ropeway system is a jig-back bicable type comprising track rope and haul rope with one 15-passenger cabin on each track rope. The ropeway is designed for the transportation of passengers at a max. speed of 10.0 m/sec and with a capacity of 203 pers/h in each direction. For loading and unloading, the cabin will come to a complete stop in the bottom and top stations.

The above ropeway system will be designed to include all the most modern devices and will operate automatically.

The installation is equipped with an electric motor. In case of power failures an emergency drive (stand-by unit) is installed.

In case the passengers cannot be transported back to the stations, we are offering a separate rescue unit. In an emergency situation, evacuation of the passengers is then always possible.

Starting, deceleration and control of speed, automatic stopping, etc. of the ropeway are governed by suitable electronic circuits in order to prevent any irregular behaviour of the machinery, thus assuring smooth operation and maximum safety.

Both the track rope and the haul rope have fixed tensioning.

All elements of the ropeway are built onto galvanized steel structures which are founded in a reinforced concrete ceiling or in special foundations.

The terminal platforms are arranged horizontally.

The ropeway will be designed and manufactured according to the ropeway recommendations and DOPPELMAYR standards or special agreements.



2. TECHNICAL DATA

Project Quotation No.	Samos 412158.04111.100104	
System Type	Jig-Back Bicable Gondola 2 x 1 x 15 BGFJ	
Drive machinery	in top station	
Return machinery	in bottom station	
Rope gauge in station	15.00	m
Rope gauge on line	15.00	m
Transportation length	1,735.00	m
Vertical rise	60.00	m
Endless rope length	3,480.00	m
Capacity in each direction	203	Pers/h
Max. load per cabin	1,200	kg
Speed, infinitely variable from	0 - 10.00	m/sec
Speed of stand-by engine	1,00	m/sec
kW required, continuously	75	kW
Output of stand-by engine	6	kW
Trip time	~ 4.00	min
Number of 15-passenger cabins	1 + 1 = 2	pcs.

The data and prices stated in this quotation are based on the information and profile available to us and are therefore subject to finalization of technical details.



3. SCOPE OF DELIVERY AND SERVICES

3.1 Drive Machinery in top station.

The machinery consists of:

- 2 tension masts
- 2 tension supports for track and haul rope
- 1 drive bullwheel, 1,500 mm dia.
- 1 deflection bullwheel, 1,500 mm dia.
- 1 gear motor with brake, 75 kW
- 1 drive console
- 1 emergency brake acting directly on the bullwheel
- 1 cabin position monitor
- 2 cabin guides
- 1 emergency drive unit
- hand rails.

3.2 Return Station in bottom station.

The return system consists of:

- 2 tension masts
- 2 tension supports for track and haul ropes
- 2 deflection bullwheels, 1,500 mm dia.
- 1 deflection console with 2 guide rollers
- 2 cover for deflection bullwheels
- 2 cabin guides
- 1 hand rails.

3.3 Track rope fittings for top and bottom stations

- 4 spring-loaded bumpers with 2 limit switches each
- 4 track rope clamps
- 4 safety clamps
- 4 spherical support rings
- 4 track rope anchoring consoles
- 4 haul rope guides.



3.4 Passenger Cabins (2 pieces)

- Cabins of aluminium/steel construction of approved and tested type.
- Floor will be of antislip Altro material (easy to clean and maintain).
- Cabins will be painted inside and outside.
- Door opening and closing mechanism.
- Good protection against corrosion.
- Each cabin will be numbered.
- Rope end clamps.
- Roller carriages with 8 rollers and 1 hanger each.

3.5 Electrical Equipment

380 volts, 50 Hz.

Squirrel-cage motor with frequency converter.

The drive will be protected against overspeed, undervoltage, reverse movement, fuse rupture, loss of field, overload, overheating, etc.

A detailed fault locator system in both stations with direct fault reading is installed.

The system will allow automatic and manual operation of the ropeway.

The motor will be protected against humidity (highest insulation class).

The electrical equipment will be protected against short power failures.

Complete controls for drive will be provided. In case of any fault, the installation will shut off automatically and the fault will be shown on the panel so it can be traced quickly.

The control system will feature all the necessary control functions for starting, accelerating, decelerating, stopping; safety circuits; electric (LED) cabin position display; digital position indicators; mimic diagram of functions and status featuring LED display for easy orientation and operation; telephone; anemometer; voltmeter; ampere meter; speed indicator, etc.

In the top station the ropeway controls will be situated in the control room. One remote control panel will be installed in the station. The controls for the motor and the SCR itself will be in a separate room.

In the bottom station a control cabinet will be situated in the operator's room and one remote control panel will be installed in the station.



The ropeway can be operated either from the top or from the bottom station (start up only from the top station).

Speed selection in steps (by switches) from the top station and continuously (by potentiometer).

Grounding rods for the haul rope will be provided.

Low voltage controls and communication equipment:

- Telephone connection between stations.
- Low voltage controls required for the operation of the ropeway system, with fault indication for each switch, rope speed meters, wind speed meters, hand lever for operating the service brake and emergency brake.
- Automatic operation and control by special purpose computers featuring electronic system with cross checking.
- The control system checks the correct location of cabins before entering stations and the required deceleration on entering the stations.
- Automatic self-test for the control system.

3.6 Haul Rope

Diameter	~ 20	mm
Order length	3,600	m

A test certificate will be provided.

3.7 Track Rope

Diameter	~ 30	mm
Order length	2 x 1,800	m

A test certificate will be provided.

3.8 Communication/Control Cable

Overhead communication/control cable.
Order length 1,800 m



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3.9 Technical Assistance

- Supervision of mechanical and electrical installation
- Putting into operation
- Testing and commissioning
- Training of operating personnel to take place on site prior to hand over

3.10 Project Engineering

- Design of the compl. ropeway project, except architectural drawings
- Supply of layouts for stations and foundation drawings
- Design of ropeway structures
- Drawings for submission to authorities 3 sets in English
- Operating and maintenance manual 3 sets in English.

3.11 Packing

- Seaworthy packing in 20" o.t. container
- Delivery CIP Samos, Greece.

4. PRICES

All prices are in Euro (EUR), CIP Samos, Greece (INCOTERMS 2000), for deliveries and execution in 2004.

- Mechanical and electrical equipment Price ex works Wolfurt	EUR	831,500.00
- Packing, transport and insurance from Wolfurt to CIP Samos, Greece	EUR	16,000.00
- Supervision of installation work, test runs and training of personnel	EUR	36,200.00

TOTAL PRICE CIP SAMOS, GREECE	EUR	883,700.00

Weight approximately 30 tons (3 pieces 20" o.t. container).

Price validity:

3 months.



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5. PAYMENT TERMS

Payment shall be made in Euro (EUR), free of any charges for us, in the following manner:

20 % of the contract price (advance payment) shall be paid in cash within 30 days of signing the contract on submission of our claim for payment.

80 % of the contract price shall be paid by means of an irrevocable documentary Letter of Credit, acceptable to us, to be opened in our favour with, and confirmed by the Bank Austria Creditanstalt in Vienna or the RZB Raiffeisen Zentralbank Österreich in Vienna, Austria within 45 days of signing the contract, available at sight against presentation of the shipping documents.

Validity of the Letter of Credit at least 6 weeks after the agreed payment schedule.

Alternative terms of payment or financing can be discussed after finalization of all technical and commercial details.

6. **NOT INCLUDED IN OUR PRICES**

- providing of the planning and building permit and business licence
- purchase of the required land and the right for the ropeway to pass over land not belonging to the buyer
- any duties, taxes, fees, customs clearance and social securities arising outside of Austria
- costs for future ropeway attendants
- supply of electric power to the main switch
- earth movements
- civil works such as constructional works at stations, foundations
- civil works along the ropeway line
- transport and insurance from CIP Samos, Greece to site and on site
- installation of ropeway, rope pulling work, haul rope shortening and all necessary equipment for these works
- ballast for test runs
- all necessary fuel, electric power needed for the test runs
- lightning protection
- geological survey of ground (if required)
- warning system for aeroplanes (if required)
- official commissioning and approval charges
- costs for any changes in supplies and services
- any other supplies, works or services not mentioned in the contract
- board and lodging for all personnel delegated by DOPPELMAYR
- travel expenses for all DOPPELMAYR personnel in Greece.

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7. **DELIVERY TIME**

6 - 7 months from receipt of your order (technical and commercial details entirely clarified), of the Letter of Credit, and of the signing the contract or according to special agreement.



8. WARRANTY

Warranted 12 (twelve) months from the date of start-up and according to the "General Terms of Delivery" of the Association of Austrian Machinery and Steel Construction Industries.

The equipment is to be operated exactly according to the operating instructions.

We do not, however, warranty any damages to the equipment due to improper operation or misbehaviour of passengers. Our warranty of quality expires if outside staff is charged with the repair of our material. Satisfactory operation of the ropeway can only be warranted if the ropeway corresponds to the longitudinal profile provided, if the foundations are built exactly according to our plans and if the terrain corrections stated have been made.



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9. RESERVATION OF TITLE

The goods delivered remain our property until full settlement of the invoice.

The goods supplied under this reservation can be reclaimed at our option in their entirety or also only as single parts (e. g. motor, gearbox, carriers, sheave assemblies, etc.) at any time. Costs arising from the assertion of the rights of reservation of title are to the debit of the purchaser.

Mortgaging and protective conveyance are only permitted with the written approval of the contractor. In case of liens by a third party, the supplier is to be informed about this fact without delay.

If the object supplied or its parts are connected to the ground by foundations, with other buildings or in any manner with other objects, it is understood that this connection is transitory and shall become permanent only when the purchaser has fulfilled his commitments and thus obtained ownership.

It is left to the consideration of the supplier (in individual cases) to make further arrangements with the purchaser concerning the reservation of title.

Place of performance is the place of destination (CIP Samos, Greece); legal domicile is Bregenz, Austria.



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10. **GENERAL TERMS OF DELIVERY**

The attached "General Terms of Delivery for Cableway Construction within the Association of Austrian Machinery and Steel Construction Industries" form an integral part of this offer.

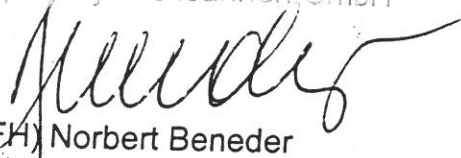
These General Terms of Delivery prevail in all matters unless otherwise agreed upon in writing. Any conditions of the purchaser which are contrary to these terms and conditions only apply if we expressly agree to the same in writing.

We hope that our quotation will meet with your requirements and would be only too pleased to provide any further information you might feel necessary.

Yours faithfully,

Doppelmayr Seilbahnen GmbH

i.V.


DI (FH) Norbert Beneder

Encl.

General Terms of Delivery