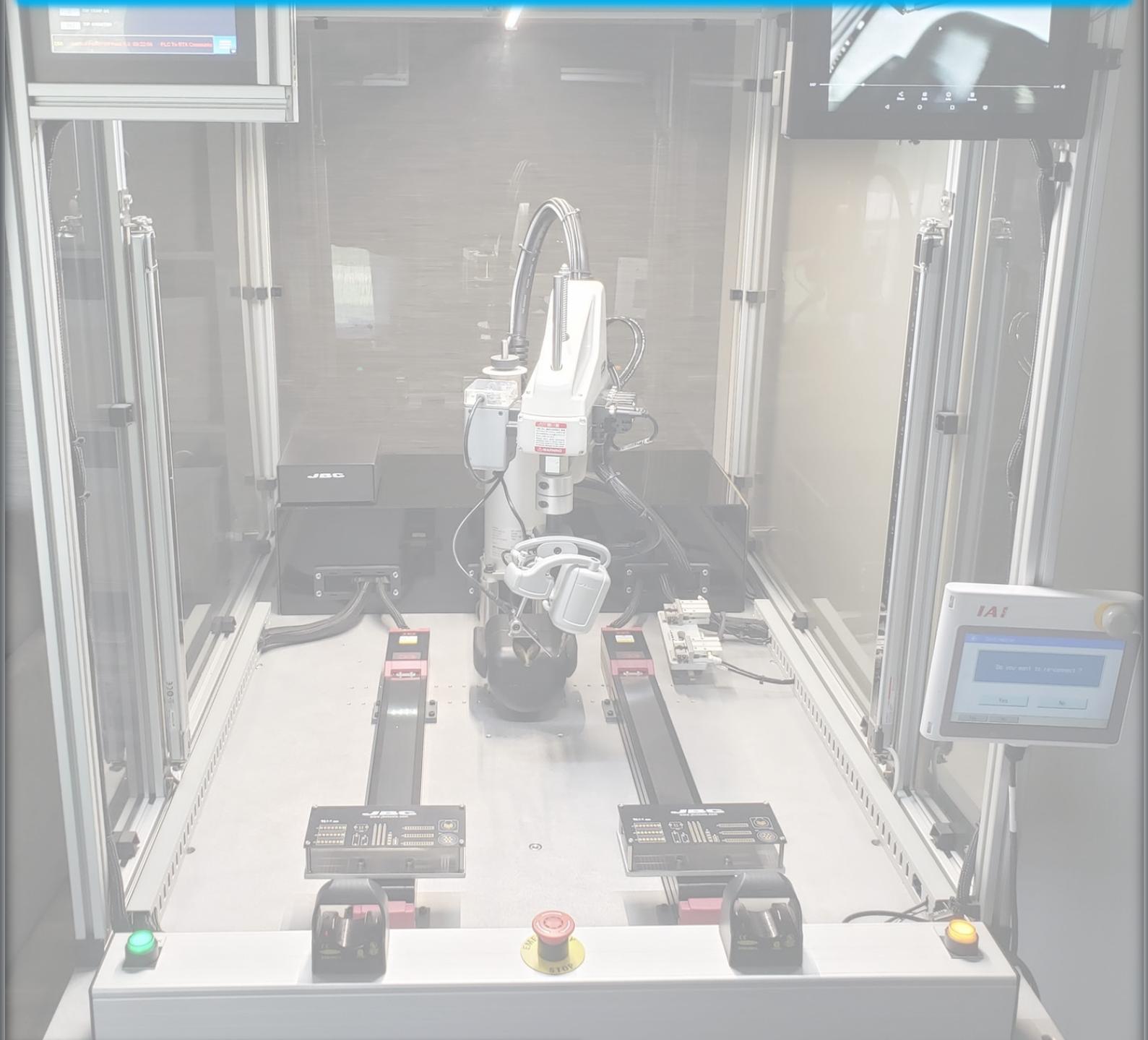


JBC Robot Cell Pricing

October 2021



LAKESIDE AUTOMATION, LLC
Automation Integrator

5898 Longhorn Trl
Stevensville, MI 49127

Cell: 266-449-6110

Email: erick@lsautosys.com

Web: www.LsAutoSys.com

ITEM #	DESCRIPTION	QUANTITY	COST/EACH	TOTAL
1	IXP SOLDER ROBOT KIT	1	\$52,226.00	\$52,226.00



• **IXP Robot**

- Battery-Less Absolute Encoder. This feature allows the operator to move the robot with their hands and teach robot points. Quick and easy.
- Robot Speed 2726mm/second
- 350mm Radial Solder work area.
- 120VAC Power required. This system can be plugged into an outlet. Very convenient.
- Teach Pendant for robot teaching.
- PC Robot Software for teaching.

• **JBC Solder Equipment**

- JBC Tip
- JBC Solder Iron
- JBC Solder Tip Cleaner
- JBC Solder Controller
- JBC Cartridge Stand
- JBC Solder Feeder

• **Touchscreen Operator Interface**

- Set system settings
- Operate Robot Cell.
- Place system in Auto Or Manual Mode.

• **Solder Cam With HD Monitor**

- Lenevo Tablet - Android
- Wireless Cam Connection

ITEM #	DESCRIPTION	QUANTITY	COST/EACH	TOTAL
2	UR3E Universal Robot Cell	1	\$76,056.00	\$76,056.00



• UR3E Universal Robot

- Patented technology lets operators with no programming experience quickly set up and operate the cobot with intuitive, 3D visualization. Simply move the robot arm to desired waypoints or touch the arrow keys on the easy-to-use touchscreen tablet.

• JBC Solder Equipment

- JBC Tip
- JBC Solder Iron
- JBC Solder Tip Cleaner
- JBC Solder Controller
- JBC Cartridge Stand
- JBC Solder Feeder

• Touchscreen Operator Interface

- Set system settings
- Operate Robot Cell.
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• Solder Cam With HD Monitor

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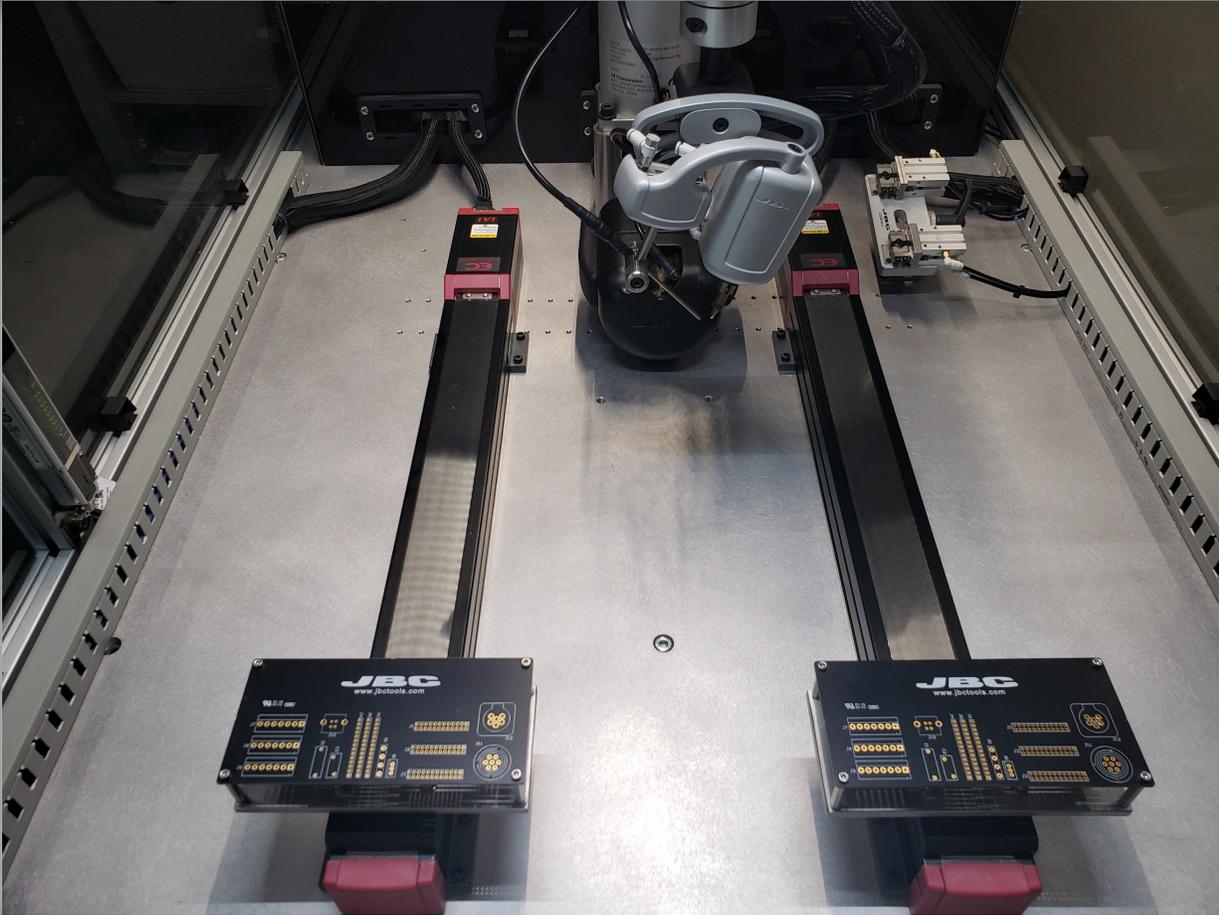
Option #	DESCRIPTION	QTY	COST/EACH	TOTAL
1	<p>Operator Tabletop</p> <p>Includes:</p> <ul style="list-style-type: none"> ○ Aluminum tabletop anodized ○ Aluminum operator panel ○ Zero - Force start buttons ○ Emergency stop button ○ Power on button ○ Safety reset Button ○ Convenience Port with 120VAC outlet and Ethernet Connection. 	1	\$4,482.00	\$4,482.00



Option #	DESCRIPTION	QTY	COST/EACH	TOTAL
2	<p>Safety Enclosure</p> <p>Includes:</p> <ul style="list-style-type: none"> ○ 30mm aluminum extrusion frame. ○ Tinted polycarbonate lexan sides and top ○ Robot safety light curtain. ○ Sliding guard doors with safety switch. ○ LED machine lighting. 	1	\$5,610.00	\$5,610.00



Option #	DESCRIPTION	QUANTITY	COST/EACH	TOTAL
3	Dual Shuttle Slides Includes: <ul style="list-style-type: none"> ○ Two IAI servo shuttles 	1	\$3,000.00	\$3,000.00



Option #	DESCRIPTION	QUANTITY	COST/EACH	TOTAL
4	<p>Robot Base Frame</p> <p>Includes:</p> <ul style="list-style-type: none"> ○ 45mm aluminum extrusion frame. ○ 4 x caster, adjustment pad and mounting assembly 250kg load. cell can be moved with casters. ○ Steel side panels painted 	1	\$4,064.00	\$4129.00



Option #	DESCRIPTION	QUANTITY	COST/EACH	TOTAL
5	Fume Extractor Includes: <ul style="list-style-type: none">○ Fume extractor○ Fume extractor tube integrated to robot.	1	\$2,900.00	\$2,900.00



Option #	DESCRIPTION	QUANTITY	COST/EACH	TOTAL
6	<p>Cognex 2D Solder Vision Inspection.</p> <ul style="list-style-type: none"> The Camera will verify that solder has been successfully applied. 	1	Application Dependent	Application Dependent

Option #	DESCRIPTION	QUANTITY	COST/EACH	TOTAL
7	<p>Keyence 3D Solder Vision Inspection.</p> <ul style="list-style-type: none"> The Camera will verify the quality of solder application. 	1	Application Dependent	Application Dependent

Option #	DESCRIPTION	QUANTITY	COST/EACH	TOTAL
8	<p>Cognex Robot Vision Guidance.</p> <ul style="list-style-type: none"> The Camera will provide robot point offsets. This is used for PCBs that are unable to maintain a repeatable position. 	1	Application Dependent	Application Dependent

Option #	DESCRIPTION	QUANTITY	COST/EACH	TOTAL
9	<p>PCB Custom Fixtures</p> <ul style="list-style-type: none"> We provide custom fixtures for the customer circuit boards. 	1	Application Dependent	Application Dependent

Option #	DESCRIPTION	QUANTITY	COST/EACH	TOTAL
10	PCB Barcode Reader <ul style="list-style-type: none"> 2D or 1D barcode reader scans the PCB and automatically selects the correct solder profile. 	1	Application Dependent	Application Dependent

Option #	DESCRIPTION	QUANTITY	COST/EACH	TOTAL
11	On-Site Training And Testing. <ul style="list-style-type: none"> Training and testing available at customer facility. 	1	Application Dependent	Application Dependent

Cost Overview

IXP Solder Robot Kit	\$52,226.00
UR3E Solder Robot Kit	\$76,056.00
Operator Tabletop	\$4,482.00
Safety Enclosure	\$5,610.00
Dual Shuttle	\$3,000.00
Robot Base Frame	\$4,064.00
Hardware	\$1,108.00
Total UR3E Solder Robot Cell	\$94,320.00
Total IXP Solder Robot Cell	\$70,490.00

Remarks:

Delivery: 10 ~ 12 weeks ARO

Validity: Quote valid for 60 days

FOB: Stevensville, MI - Prepay and Add *or your designated carrier*

FOB ORIGIN

• ***The Buyer assumes title and control of the goods the moment the carrier signs the bill of lading.***

• ***The Buyer assumes risk of transportation and is entitled to route the shipment.***

• ***The Buyer is responsible for filing claims for loss or damage.***

Warranty: 12 months on Lakeside Automation equipment and labor

All OEM parts will be by the manufacturer's warranty time period.

1. PRICE :

The price(s) quoted herein are firm for 30 days from the date of this quotation. However, Lakeside Automation, LLC (hereafter Seller) reserves the right to correct any and all typographical or clerical errors. Any portion of the price not paid in accordance with the payment terms stated herein shall bear interest from the due date in the amount of 10% per month until paid.

2. COMPLETION DATE:

Any dates or schedules which are specified for the completion of service covered hereby are stated only approximately, calculated from date of receipt of Buyer's order, together with complete drawings, specifications, designs, samples or other information reasonably requested by Seller in order to proceed with design of the products covered hereby. Seller shall not incur any liability, direct or indirect, nor shall any order be canceled because or as a result of any delays in meeting such dates or schedules. Seller reserves the right to recalculate any projected delivery dates upon receipt of Buyer's order.

3. FORCE MAJEURE:

Seller will not be responsible or liable for any delays in delivery or manufacture due to any cause or condition beyond its control, including, without limitation, strikes or other labor difficulties, or unavailability, flood, earthquake, inability to secure transportation facilities, shortage of materials or supplies, riot or other civil disturbance, war, acts of God or Nature, accident, or any acts of any government.

4. CHANGES IN SCOPE OF PROJECT MADE BY THE BUYER:

Seller, shall be entitled, at its sole discretion, to make any and all changes in project schedule covered herein if Seller determines such change will constitute a realistic completion date in the service previously furnished to Buyer by the seller.

5. INTENDED USE OF PRODUCT:

The services covered hereby are designed and have been offered for only those applications specified in Seller's Quotation.

Cancellation Charges:

Once accepted by Lakeside Automation, Purchase Orders may not be canceled, reduced, changed or suspended by Buyer without Lakeside Automation written consent and payment of reasonable and proper cancellation charges determined by Lakeside Automation, LLC.

In the event of cancellation by Buyer, the Buyer shall pay Cancellation Charges in an amount equal to:

- (i) Lakeside Automation costs (the "Costs" for all engineering, purchasing, material, and fabrication costs incurred prior to cancellation),
- (ii) any cancellation charges by any of Lakeside Automation suppliers, plus (in) either (A) twenty-five percent (25%) of the Costs, or (B) ten percent (10%) of the Purchase Price, whichever is higher, to compensate Lakeside Automation for its overhead and loss profit.

Upon bankruptcy or insolvency of Buyer, the contract between Buyer and Seller shall be canceled, but such cancellation shall not relieve Buyer of its obligation to pay cancellation charges or any other obligations previously incurred hereunder.

7. APPLICABLE LAW:

This agreement shall be interpreted in accordance with, and shall be governed by, the laws of the State of Michigan, without regard to conflict of law principles. Any state or federal court located in Kent County, Michigan, may handle any dispute or claim arising out of or in connection with this transaction, and each party irrevocably agrees that it is subject to personal jurisdiction in such courts and waives any objection that such court is an inconvenient forum.

8. SELLER'S CONDITIONAL ACCEPTANCE OF ORDERS:

Orders submitted on the basis of this Quotation will be on the condition that any statements, clauses, and conditions stated in the Buyer's order do not in any way change, enlarge, or modify the Seller's liability or obligations as set forth in the Quotation, unless such change or modification is agreed to by Seller in writing.

9. SOLVENCY:

Buyer represents by submission of its order to Seller that Buyer is solvent. Such representation shall be renewed upon each delivery to Buyer from Seller unless Buyer notifies Seller to the contrary in writing at or before delivery of the product. "Insolvency" shall be defined as under MCL 440.1201(23), MSA 19.1201 (23). Insolvency of Buyer shall be just cause for Seller's cancellation of any contract with Buyer, at Seller's option.

10. LIMITATION ON LIABILITY:

In no event shall Seller be liable for the final design of customers system.

11. PAYMENT TERMS:

Invoices are due upon receipt. NET 30 Days.