




LAURALU



OUR TECHNICAL & SALES PROPOSAL

Mick Dron
Operations Manager
Fitness Superstore / Bodysports Power PLC
13 Gate Lodge Close
Round Spinney
Northampton
NN3 8RJ

27th May 2021

Dear Mick,

Re: Revised proposal for the provision of a Fully Insulated & weather sealed warehouse building's

Further to your valued enquiry and our ongoing correspondence, please find below the proposal for the supply and installation of various buildings at your site location in Northampton. The prices quoted is for the following specification:

2,700m² (29,000sq ft) @ 4 x 15m wide x 45m long x 5m eave height

Thermo insulated roofs
40mm Thick Insulated sandwich panels
Solid Gable ends
1 x electric Roller Shutter door approx. 4.8m x 4.5m **(per structure)**
2 x single pedestrian doors **(per structure)**
L flash Ground Sealant to stop water ingress back inside the structures
Internal vermin flashing protection
Guttering and downpipes

Lauralu structures **are clear span with no internal cross bracing inside the building** so there are no restrictions on movement internally. Other key issues for this building are water ingress and condensation. For both these Lauralu has developed innovative solutions that outperform standard industry practices. For example, the **Z flashing seal** combined with the standard bitumen seal is by some way the most effective solution to prevent water capillary action seeping into the building. Our unique thermal roof system (ATS – Air Tension System – details of which are in the main body) – addresses the condensation problem, as well as preventing heat build-up in summer heat (when we get any!).

All our structures are manufactured in our own factory and our frames carry a 10 year guarantee and meet BS and Eurocodes for snow and wind loading. This guarantees that there are no insurance or health & safety worries.

I trust that this meet with your requirements but in the meantime if you have any queries please do not hesitate to contact me.

Yours sincerely

Tony Farley
Business Development Director
Tel: 07954 118947

Your project



We have understood the requirements which is for a cost effective semi-permanent structure to support the growth of the business in order to improve the working conditions of its teams in order to meet the quality requirements of its manufacturing to support its facility management activities and provide your customers with an efficient local service.

The company project is for the Purchase of a DURASTOCK structure from Lauralu UK

The construction process of our DURASTOCK range - combined with our flexible financial package - has the following advantages, in relation to your challenges:

- **Speed** of provision on site: turnkey service.
- **Compliance:** structure compliant with NV65 and Eurocode standards in terms of construction soundness
- **Configuration adapted** to your use / to your production / to your organization / to your environment
- **Technical flexibility:** modular and transferable



LAURALU industry in three words

1

WHO ARE WE ?

1

FRENCH COMPANY

Design ,
manufacture, hire
and install





2

FRANCE ET EXPORT

national and
international sales
and technical
coverage

Subsidiary company in UK, in
Espagne and internationally

3

NUMBERS

CA 2019 : 15M€

50% of growth
per year since
2014

+120 000 m²
of rental park installed

© LAURALU

A major player in its market and constantly growing, LAURALU Industry, a French company and manufacturer of aluminium textile structures and buildings, is a company of the TempAsset group. Manufacturer for more than 25 years, Lauralu Industry is characterized by its ability to offer its customers a wide choice of solutions both technically and economically. This agility is maintained thanks to the people of the company, driven by a united team spirit; and also thanks to its strong independence as a manufacturer, mastering the value chain of its offer. Today LAURALU INDUSTRY designs, manufactures and installs throughout the UK & Ireland, France and Spain. These can be from our modular, standardized or customizable solutions.



We guarantee the safety and wellbeing of all our personnel



We comply with all the necessary standards and regulations



We are constantly increasing our levels of customer satisfaction



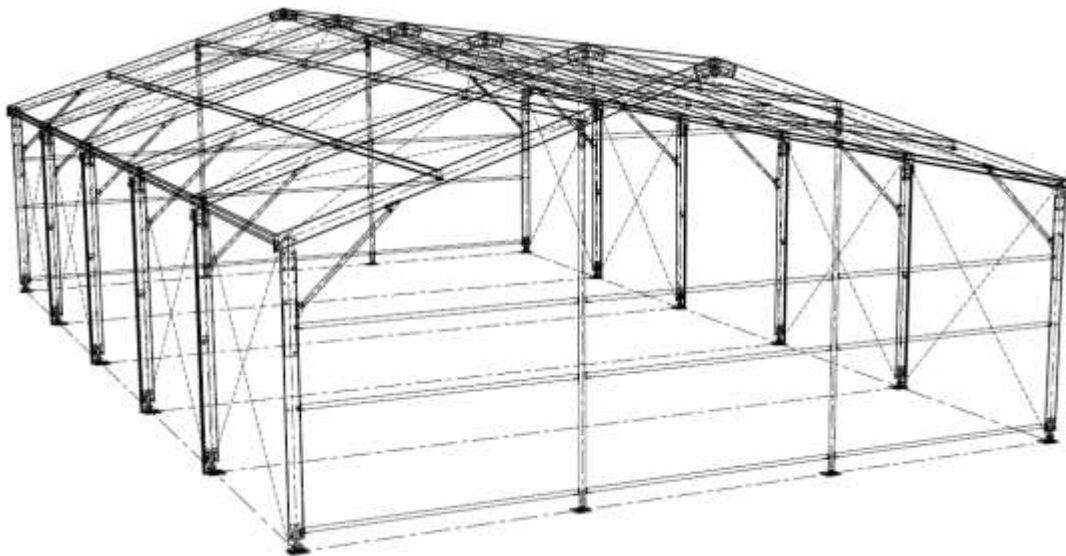
We are always looking to lessen our impact on the environment

Technical specification DURASTOCK

Measurement

Dimensions	Surface (m ²)	Span (large)	Length	Eave Height	Ridge Height	profile (in mm)
4 x Building's	2,700	15	45	5	7.2	256mm x 116mm

Important: width and length are presented between pole axes; for your overall dimensions and useful interior refer to the presentation plan in the appendix



OUR FRAME / ALUMINIUM PROFILE

- 18 ° bi-slope frame (33% approx.)
- Structure span of 5 m, in grooved aluminium profiles
- Rafters & uprights, and all purlins in aluminium profile
- Bracing cables for the long side positioned according to data from our design office, diameter 12mm for foot cables and diameter 10mm for roof cables
- Connecting pieces, bolts, base plates at the feet of galvanized steel posts

Fixing ground method: Post bases fitted with anchoring plates

Ground fixing – Block Paving

800mm to 1,000mm long crimped steel rods, 25mm diameter.



THERMO ROOFS

Principle :

- Covering process composed of modules with a pitch of 5 m inserted in the grooves of the frame profiles. Each ACS module consists of two pvc membranes assembled together connected by an air network.
- During installation, the modules are pressurized using a booster (mini compressor). The device is controlled by a regulating pressure switch and maintaining the pressure setpoint. The cumulative automatic daily regulation time is a few minutes (no noise, no maintenance) - power supply on protected line charged to the customer (220 V - 1A) (if non-lighting by Lauralu)
- Tensioning device made up of ballast bars and stirrups in galvanized steel ensuring perfect and permanent tension.
- 130X120mm section roofing faults (equipment subject to a technical inspection by Alpes Contrôle)

Composition :



- High tenacity polyester technical fabric coated with a PVC base multilayer Lowick coating and Cleanguard surface varnish finish
- The equivalent coating on both sides, incorporates anti-fungal, anti-UV, anti-fouling (cleanguard) treatments
- Outer membrane: approx. 680 gr / m². - Breaking strength 260/250 daN. Inner membrane: approx. 500 gr / m.
- M2 non-dripping and self-extinguishing fire classification (NF 92.503), Euroclass B / s2 / D0 equivalent (NF EN 13501-1)
- White color (translucent material)



SYSTEM
LOWICK

BENEFITS OF OUR UNIQUE LAURALU THERMO ROOF

Helps reduce thermal bridging



Eliminates the Condensation inside the structure

Unique Air Mattress Between the two Canvas membranes



Gives better thermo insulation inside the building

Maintains a permanent tension of the canvas roof materials



Improves acoustics and atmosphere inside the structure

SIDE WALLS & GABLES

40MM INSULATED CLADDING

- Rigid Sandwich Panel walling
- Exterior and interior sides in galvanized steel, lacquered in RAL 9006 gray exterior and RAL 900A2 or 9010 white interior (other colours available on request)
- Implementation on the 4 sides, OR absence of cladding on the long pan / gable facades attached to the customer building, or joined together
- Insulation in expanded polyurethane foam (PU), thickness 40 mm, coef U: 0.55 W / m².K
- Fire classification M1 and Eurocode B - s2 - D0



GROUND SEALING: L-FLASH SYSTEM

- At the bottom of the cladding: application of a finishing L-shaped sheet (curb)
- Colour identical to cladding
- Positioned on all side fitted with cladding, except in the doors location
- Your configuration: Implementation on the perimeter, excluding doors and excluding attachments



PVC GUTTER SYSTEM:

- Installing guttering down both side elevations
- PVC gutter ½ round, developed 330 mm
- placed fixed on metal substrates at 50 cm
- Rainwater downpipes 125mm diameter, angled termination pending (connection not included)



PEDESTRIAN DOORS :

- QTY : x8 (2x per structure)
- Double-skin aluminium panel infill, painted white
- Equipped with an emergency escape push bar
- Locked using a key lock and 3Access door, door threshold 1m wide x 2m high
- Door frame including threshold strip made of galvanised steel
- Point bolting device



ELECTRIC ROLLER SHUTTER DOOR

- QTY : x4 (1x per structure)
- Effective dimension: 4800mm wide x 4500mm high
- Rolls up internally (no box)
- Roller Shutter with slats 110mm wide, 8/10th, galvanised steel, wind resistance rating 3
- 80x30x80 "high wind" side channels, flanges and rolling tube made of galvanised steel
- Powered by axial motor with brake – **Single Phase**, 2A, 450W non-continuous cycles per day
- Controlled by holding down pushbutton or by a key-operated switch
- Safety device on spring-loaded pin equipped with fall protection
- Electrical connection on protected line charged to customer (if no electrical package by Lauralu)

Our Roller Shutter doors are manufactured in accordance with the Health and Safety requirements of the Machinery directive 89/392 and also the European standard BS EN 13241-1: 2003



LIGHTS

- 100w LED Lights (supply & hung only if electrical package not chosen)
- Suspended lights on double chains under trusses, purlins or struts
- **Note:**
- Full electrical packages will be by Lauralu UK



Structural Calculations & Conformity

BE EXTRA VIGILANT ON THE FOLLOWING CRITICAL FACTORS => distance to the sea, => altitude, => open building (in case of doubt BE and DIBE notices and + NDC in estimator)

DURASTOCK complies with NV65 rules (Cf. AFNOR document NF P06-002) defining the effects of snow and wind on buildings as well as with prevailing Eurocode standards applicable to textile fabric structures:
Eurocodes 0, 1, 3, 7, 8, 9 (EN 1990, EN 1991, EN 1993, EN 1997, EN 1998, EN 1999 and EN 13782 where necessary)

Our design office sizes the frame according to the climatic loads of the location of the installation.

Please feel free to check the link below to see the Wind & Snow calculations for your area.
Click the link and input your postcode.

<https://www.dlupal.com/en/solutions/online-services/geo-zone-tool-snow-wind-and-seismic-zone-maps>

Lauralu UK - Planning and Operations

SITE WORK

Durastock is installed (and then uninstalled if necessary) by our own site teams from our FlexiBuild network under the supervision of the Lauralu UK operations department and under the supervision of our Site Manager.

- Turnkey service, including regulatory handling equipment necessary for the assembly and elevation of elements and men
- Our procedures are carried out with appropriate means as to ensure the safety of people and the integrity of the facilities onsite
- Site marking by tape
- Site cleaning and waste disposal (DIB, plastics, wood, various packaging) in the customer's skips and according to customer procedure, maximum volume of waste
- Taking into account in this estimate of hours for the full team (5 to 7 people) in security reception and induction 1st day of the site.



Our assumptions:

- Suitable 2m access around the perimeter of the site to allow safe access of our plant hire and machinery.
- Existing ground conditions are capable of receiving the building and supporting the loads required.
- (ground - lowering of loads available on request)
- Flatness of the surface: regular slope tolerance 0 to 2% maximum (after verification by our sales engineer or validated data): Zero level required if at all possible.
- Identification of all buried networks such as Gas, electricity & Internet for Lauralu UK are the responsibility of the customer. These can be supplied by Lauralu UK if at all required at an extra cost.
- If overhead powerlines are present then the customer must request authorization from the relevant power company.



Our Cost Proposal for you



LAURALU UK – FLEXI-SCHEME

RENTAL & PURCHASE SCHEME Price in £	Option Hire 3x structures Purchase 1x structure
Delivery, Installation and clearance including all relevant Plant Hire of x3 Hire structures <i>(including electrical package)</i>	£46,000.00
Delivery, Installation and clearance including all relevant Plant Hire of x1 Purchase structure <i>(including electrical package)</i>	£4,000.00
Hire for 15 months of 3x structures	£8,100.00 per month
Dismantling & Collection of 3x structures	£33,750.00
Purchase Price of 1x structure	£104,750.00
Total Contract Value of	<u>£310,000.00 exc VAT</u>

PAYMENT TERMS :

This will be done on two Contracts, One Hire & One Purchase

Hire Contract Terms

Initial Deposit of £46,000.00 exc VAT

Invoice 1 (1st 3 x months rental) £24,300.00 exc VAT

*to be issued when structures are erected & finished

Subsequent invoices for monthly rental £8,100.00 exc VAT

Clearance invoice of £33,750.00 to be issued with final invoice as and when structures are removed from site

Notice on rentals –

Lauralu UK require just 2 weeks notice to mobile and remove the 3x Hire structures after the 15 month Hire period has been served. However notice can be served notice 2 weeks' prior to the end of the 15 month hire period to ensure no additional rental.

Purchase Contract Terms

Initial Deposit of £45,900.00 exc VAT

Further invoice of £41,900.00 exc VAT

*to be issued when Purchase structure is erected & finished

Balance invoice of £20,950.00 exc VAT

*to be issued 30 days after practical completion

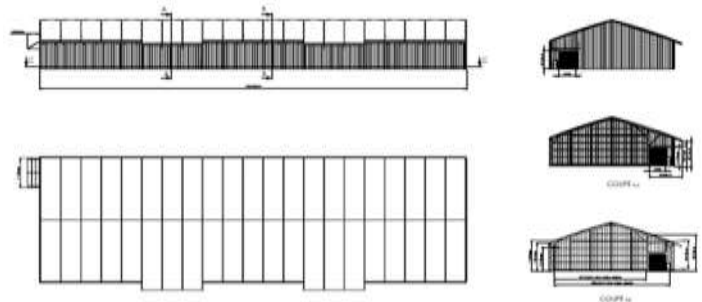
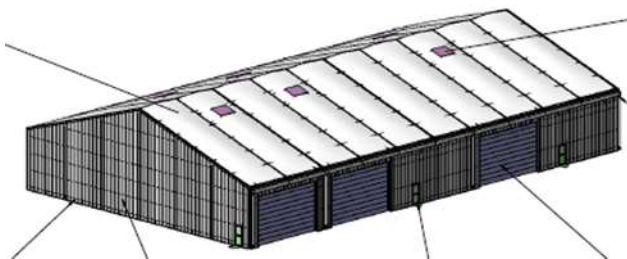
Total initial deposit required of £91,900.00 exc VAT

OPTIONAL EXTRA

1 PLANNING MANAGEMENT SERVICE OF £now included in the overall price above

- Planning management
- Basic submission drawings by our architect #
- Design and access statement
- Loading of the completed application to the local council portal
- Regular updates on progress

- Does not include the council footprint fee of C. £425 for each 75sqm fitted into the footprint rounded up.
- # The above does include the basic drawings carried out by our architect but does not include site location plan and other supporting drawings that may be required to satisfy the application. There may be an extra charge for these by our architect if you cannot provide them for us.



- Please also note that the above costs also excludes additional items which your local authority may want such as;

- Flood Risk Assessment**
- Building Regulations Approval**
- Rainwater Flowrate Assessment**
- Crime Impact Assessment**
- Sustainability Report**
- Bio-diversity Report**
- Ground Investigation Survey**

We can of course provide an additional cost for this work but it will be dealt with on a case by case basis and Lauralu UK cannot be held responsible if for whatever reason planning approval is not given.

2 ELECTRICAL PACKAGE OF £now included in overall price above

This includes the following; (per structure)

- Full supply & install of New Distribution Board
- Full supply & wiring of LED LIGHTS x 8 per structure back to New distribution board
- Full supply & wiring of roof pump back to new distribution board
- Full supply & wiring of electric roller shutter door back to new distribution board
- ALL on Single Phase Supply
- *Final electrical connection from New distribution boards back to onsite existing supply is to be done by others**



LAURALU UK – FLEXI-HIRE

PROVISION OF "PROTECTION OF RENTED PROPERTY"

No dilapidation/repair costs will apply at end of hire period, however in the event of material damage to the steel structure, motorised shutter or roof system the customer will accept reasonable repair costs.

Liquidated damages clause

In the event the delivery & installation completion deadline of **9th July 2021** should overrun a "liquidated damages" claim will apply of **£129.11 per day** (for each 15m x 45m structure delayed) until the unit(s) are completed & ready to receive our stock.

"Long Stop" Clause

The customer reserves the right to cancel, and receive an immediate refund for, any warehouse structures that remain upbuilt as at 20th August 2021 (i.e 6 weeks overdue).

Services not included in our offer:

- Obtaining the necessary administrative authorizations
- Insurance: The client in his capacity as contracting authority undertakes to take out the necessary insurance or, failing this, to take out with Lauralu the option "protection of rented goods" (only if rental contract)
- The layout of the platform and / or its accesses and site installations, and its guarding
- Disposal of packaging waste (DIB, wood, cardboard, plastics, etc.)
- Maintenance and / or periodic regulatory inspections of the structure and its equipment
- Waiting times greater than 1 hour during the site, linked to situations beyond our control
- The fees, if any, of a control office or any other body commissioned by the client
- Generally everything that is not explicitly stipulated in this offer
- Final onsite electrical connection



CUSTOMER SIGNATURE & TICK PAGE

I hereby accept the dimensions and specifications of the Lauralu UK structure as stated in this estimate (subject to an operational visit) and I accept the terms and conditions of Lauralu UK Ltd (a copy is provided with this quote) and also agree to the payment terms set out above. (PLEASE PRINT)

Name _____ Position in organisation _____

Company name _____

Address of site _____

Signature _____ Date _____

PO No. _____

PLEASE TICK TO SHOW YOUR ACCEPTANCE OF THE FOLLOWING

***(SALES PLEASE DELETE WHERE APPLICABLE)**

I ACCEPT THE BUILDING PROPOSAL & TERMS SPECIFIED AS STATED ABOVE.

I AM HAPPY TO GO RETROSPECTIVE PLANNING ON MY ORDER



LAURALU



*THANK YOU FOR YOUR INTEREST IN LAURALU UK
WE DO HOPE OUR PROPOSAL IS OF INTEREST TO YOU*