

1. The SOW indicates that the system will be used for cutting "pre-impregnated carbon fiber composites, dry fibers broad goods, and film adhesives." Normally, we highly recommend an IP (ingress protection) option for the cutter if cutting dry carbon fiber, as the dry fibers easily become airborne and since they are conductive, can damage the cutter if they land on circuit boards and other sensitive components. If cutting prepreg carbon, the IP option is not normally needed, as the resin prevents particles from becoming airborne. So my question is, is the "dry fibers broad goods" material a dry carbon? If yes, what percentage of the materials cut will this make up, and do you want the system to be quoted with the IP option? Of course the IP option will add to the price of the system.

Tech Rep's reply: The dry fiber broad goods stated in the SOW is dry carbon. The percentage of these operations are about 10%, 90% being prepreg/film adhesive. Quote what is needed to satisfy the SOW. If your system requires ingress protection to function when cutting dry carbon, then it should be quote that as part of your system cost.

2. The SOW also indicates that there is a need for "A method to label individual ply cuts...". We have three labeling options: 1) the standard pen holder that is included on all systems, 2) two different inkjet printer options and 3) an adhesive backed label option. The pen holder option is standard, and there is no charge for this. The pen holder can hold almost any marking pen/marker from a ball point pen to a sharpie marker or anything in between to mark directly onto the material (or overlay poly). The inkjet printer options (ZipJet or InfoJet) and the adhesive labeler option (InfoMark) of course will add to the price of the system, and on top of that, they are not part of the IP option, so they cannot be made to be IP rated. And lastly, either of these options will require a longer cutter than what was originally quoted, so that too will increase the price. So my question here is, what sort of labeling option are you looking for?

Tech Rep's reply: We are looking for you to quote all elements your system needs to satisfy the SOW, nothing more, nothing less. For instance, if you have a pen holder but it needs software to control the pen, then you must quote that software too because it is needed to meet the minimum requirements (it is not an option).