



Tuesday, June 05, 2007

[www.forestscientific.com](http://www.forestscientific.com)

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Karen L. Brazier  
Palm Beach County Schools  
3310 Forest Hill Blvd.  
West Palm Beach, FL 33406

Dear Karen L. Brazier:

The machines we are currently planning to upgrade are as follows:

Normal pricing is as follows:

**Light Machines Upgrades:**

Velocity CNC Upgrade for Light Machines Spectralight Milling Machine	VC-LMM \$4,499.00
Velocity CNC Upgrade for Light Machines Spectralight Lathe	VC-LML \$4,399.00
Velocity CNC Upgrade for Light Machines ProLight Milling Machine	VC-PLM \$4,999.00
Velocity CNC Upgrade for Light Machines ProLight Lathe	VC-PLL \$4,899.00

I quoted with a discount due to the potential quantity as follows:

**Light Machines Upgrades:**

Velocity CNC Control for Light Machines ProLight Milling Machine	VC-PLM \$4,699.00
Velocity CNC Control for Light Machines ProLight Lathe	VC-PLL \$4,599.00

Software cost is dependant on the number of seats purchased at the same time as follow:

Surfcam Single Classroom Seat	\$ 795.00
Surfcam 5 Lab Pack	\$ 2,695.00
Surfcam 10 Lab Pack	\$ 3,695.00
Surfcam 25 Lab Pack	\$ 5,995.00

Forest Scientific Corporation is the manufacturer and sole source for these upgrades.

All of the prices in the above quotation include delivery, setup, installation, and in-service training. Depending on the number of machines being upgraded, estimate 1-2 days on site per machine. During training we would do extensive training to learn the fundamentals of programming, maintaining, and operating the machine. We would also introduce industrial applications and show how to use the machine to improve products currently being made in your program. We can also provide fee based ongoing training when changes in personnel occur or to teach more advanced concepts and techniques.



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One advantage of upgrading may be having consistent machine operations and procedures between your machines. Also, you would then have the ability to use modern computers with the machines. If your state requires sales tax to be paid by schools, this is not included. Although it is highly unlikely that any additional parts will be needed to properly repair / upgrade your machine, if there is other hidden problems that surface we will attempt to repair them for the cost of the additional parts. The parts removed from your machine will become the property of Forest Scientific Corporation.

The upgrade entails replacing 1980's DOS based CNC controls with a 2007 Velocity CNC windows based control with virtually nearly unlimited memory. The Velocity CNC control uses industry standard Fanuc compatible G-Codes and can be used with any CAD/CAM package capable of generating industry standard G-Code programs or DXF files. Safety will be increased with on screen toolpath verification, extensive error checking, and simultaneous on screen simulation while running parts. More students will be able to successfully operate the machine do to the intuitive user-friendly windows interface. The Velocity CNC control will allow linking with industry standard programs such as Surfcam, Mastercam, Autocad, Cadkey, & Corel Draw via G-Code and DXF. Time will be saved with built-in DXF interpretation, continuous contouring, and virtually nearly unlimited memory. Your current limitations make many modern projects undoable and too difficult for most students. A part that could be cut in a period on Velocity would take all day on your current system. Also, these limitations and others make the machine unusable with modern computer and software technology reducing its ability to be used in the future.

The upgrade consists of the removal of old electronic controls and installation of new electronic controls that make up the integral computer. Mechanical maintenance will be performed, peaking and calibration of integral computer to mechanicals will also be performed. Software and interfacing to link computer to machine will be installed. After installation and calibration, extensive training will be provided on operations and industrial applications. We will provide a 1-year limited warranty on the Velocity CNC control and legendary on-going technical support.