QUOTATION
LZR 4020

Image is a representation, not the actual system.

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INTRODUCTION

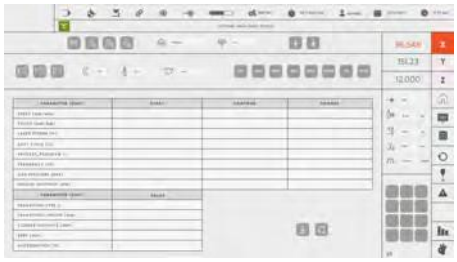
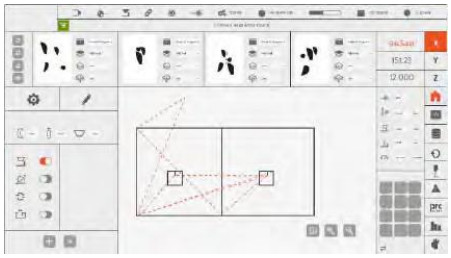
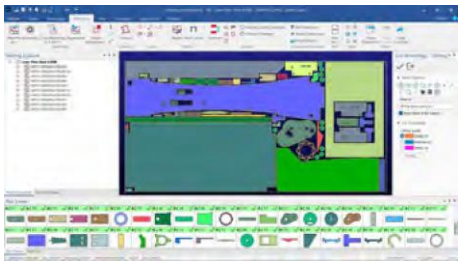
As part of Flow International's legacy of excellence in shapecutting technology, Flow Fabrication delivers premium fiber laser systems designed for unmatched precision and efficiency. With over 50 years of industry experience, Flow is recognized globally for its reliability, exceptional customer support, and advanced technology. Our fiber laser solutions are built to meet the demands of modern fabrication, supported by a network of locally based technicians and shape-cutting and forming experts who provide tailored service to ensure superior performance for our customers.

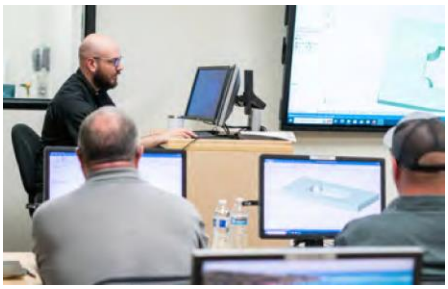
The Flow LZR Series Fiber Lasers are dual-drive, gantry-style flying optics fiber laser machines, optimized for high-speed precision cutting of thinner materials. Engineered for stability and consistency, it includes advanced technology to maintain part quality even with thicker materials, with cutting depth dependent only on laser output power.

System	Work Envelope	Laser Output Power
LZR 4020 Flow Fiber	13'-2" x 6'-8" [4013 mm x 2006 mm]	20kW

Included	Description
1 **High Speed Bridge**	▪ *Optimized Bridge Structure:* Lightweight design ensures exceptional rigidity for high dynamic performance that maintains part precision across the full width of the working area. ▪ *Compact Z-Axis Design:* Provides ideal weight distribution for optimal machine performance. Ensures easy, direct operator access to the cutting head. ▪ *Protected Components:* Critical and essential parts are shielded from dust and smoke generated during laser cutting.
2 **LTI-KEBAMotion System**  	▪ *High-Speed, Versatile Cutting:* Rapid, precise fiber laser performance from thin to thick materials, limited only by laser power. ▪ *Exceptional Stability and Access:* A lightweight, rigid bridge and compact 11-7/8" Z-axis ensure accuracy and easy operator access, with all components shielded from dust and smoke. ▪ *Reliable, Low-Maintenance Performance:* High-powered LTI - KEBA servo drives, THK linear rails, and automatic lubrication deliver top-tier acceleration, accuracy, and durability.
3 **Sectionalized Table** 	▪ *Targeted Dust & Smoke Extraction:* The LZR cutting area is segmented for efficient dust and smoke removal, with a pneumatic system extracting only the active cutting zone. ▪ *Easy Waste Management:* Scrap and heavy dust drop into accessible side bins, simplifying cleanup and maintaining a cleaner work environment.

Included	Description
4 **Automatic Shuttle Table** 	▪ *Automatic Shuttle Table:* Streamlines production by automatically swapping out cutting beds, reducing downtime and increasing overall throughput without manual intervention. ▪ *Operator-Friendly Design:* Enhances safety and convenience by eliminating manual table changes, allowing operators to focus on quality and efficiency.
5 **Precitec Pro Auto-focus Cutting Head** 	▪ *Intelligent Sensor Technology:* Continuously monitors focus, beam alignment, and gas pressure for stable quality and reduced scrap. ▪ *Automatic Focus Control:* Dynamically adjusts the focal point for various materials and thicknesses, minimizing manual input and increasing efficiency. ▪ *Robust, Low-Maintenance Build:* Designed for long-term reliability with easily accessible components, ensuring minimal downtime and consistent performance. ▪ *High-Speed, Versatile Cutting:* Rapid, precise fiber laser performance from thin to thick materials, limited only by laser power.
6 **20kW - Max Fiber Laser Source** 	▪ *Stable Beam Quality:* Near-diffraction-limited performance and ±1% power stability ensure precise, repeatable results. ▪ *High Efficiency:* Exceptional electro-optical efficiency cuts energy use and lowers overall operating costs. ▪ *Rugged & Low-Maintenance:* Robust design and integrated cooling systems support long life and minimal downtime

Included	Description
7 **LTI Controller / Operation Software**  	▪ *Controller / Operation Software:* A dedicated, PC-based platform with advanced, user-friendly interfaces, network connectivity, and remote support, ensuring comprehensive control and monitoring of Flow machines. ▪ *Program Selector & Part Management:* Easily select, modify, and nest parts directly on the machine—no manual reprogramming required. ▪ *Database & Cutting Parameters:* Pre-loaded parameter sets with adaptive features (corner pulses, lead-in transitions, multi-step piercing) ensure optimal results for various materials. ▪ *Restart Manager:* Quickly resume interrupted programs from any chosen point, reducing downtime and waste. ▪ *Machine Interface & Monitoring:* Real-time status feedback (axes, feed rate, laser output, gas pressures) supports quick adjustments and consistent quality.
8 **Lantek Expert Cut CAD/CAM/Nesting**  	▪ *Flexible CAD Import & Editing:* Easily import DXF, DWG, and other common file formats, then adjust or create part geometries directly. ▪ *Advanced Nesting Algorithms:* Optimizes sheet layouts to minimize material waste and reduce production costs. ▪ *Comprehensive Toolpath Generation:* Automatically applies cutting paths and machining parameters, with options for manual fine-tuning. ▪ *Time & Cost Estimation:* Accurately calculates process times and costs, helping with job quoting and improving overall efficiency. ▪ *Production Integration:* Seamlessly interfaces with ERP/MRP systems, providing real-time feedback on orders, materials, and machine schedules.

Included	Description
9 **Start-up services, installation, and training** 	▪ Flow provides onsite start-up services, installation, and training to ensure a quick and seamless transition to maximum productivity. ▪ Includes two seats of training to be used within one year of installation. ▪ Pre-installation instructions and the assistance of a Project Manager to help prepare your site for installation. ▪ Start-up services and installation are included when installation responsibilities are fulfilled.
10 **One (1) Year Warranty** 	▪ One-year warranty from the date of system shipment or 2000 hours, whichever comes first. ▪ Covers equivalent parts, outbound ground freight, scheduled labor, and travel expenses. ▪ Includes a free system maintenance training course to support optimal equipment performance. ▪ Additional terms and conditions may apply as outlined in the Limited Warranty.

SYSTEM SPECIFICATIONS

Item	Specification	Unit
Cutting area	158 x 79	Inch
X-axis stroke	159	Inch
Y-axis stroke	81	Inch
Z-stroke	11.8	Inch
X- and Y-axis positioning accuracy	±0.001	Inch
Repositioning accuracy	±0.0007	Inch
Maximum positioning speed X- and Y-axis	100	m/min
Maximum acceleration X- and Y-axis	1.2	G
Basic machine dimensions	398 x 119 x 85	Inch
Accuracy specifications per 3 ft/1 m of travel unless otherwise noted.		

Ground resistance	< 10 Ω
Compressed air: maximum size of solid particles	5 µm (ISO 8573-1 Class 3)
Compressed air: maximum concentration of solid particles	5 mg/m³ (ISO 8573-1 Class 3)
Compressed air: maximum dew point temperature	3 °C (ISO 8573-1 Class 4)
Compressed air: maximum oil content	1 mg/m³ (ISO 8573-1 Class 3)
Maximum ambient temperature for operation of machine	30 °C
Minimum ambient temperature for operation of machine	5 °C

OPTIONAL EQUIPMENT

Optional (NOT INCLUDED)	Description
11 **Camfil GSX Dust Extraction** 	▪ *Compact and Efficient:* The Gold Series X-Flo Package (GSXP) is a plug-and-play dust collector designed for the metal cutting industry, offering MERV 15 filtration and HEPA filters to meet strict air quality standards, including stainless steel cutting. ▪ *-Performance Features:* Engineered with HemiPleat® eXtreme Gold Cone™ cartridges, reverse pulse cleaning, and rugged steel construction for durability, efficiency, and reliable operation. ▪ *Robust Design:* Supports airflow from 1,000 to 3,000 CFM, operates quietly at 80 dBA, and includes integrated spark arrestors for added safety and performance. ▪ *User-Friendly Operation:* Fully assembled with quick-access doors, pre-wired controls, and tested systems, ensuring easy setup and maintenance for indoor air recirculation.

QUOTATION SUMMARY

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System	Work Envelope	Special Pricing
LZR 4020 Flow Fiber	13'-2" x 6'-8" [4013 mm x 2006 mm]	$685,700

Includes	Description
1	Optimized Precision Bridge
2	LTI-KEBA Motion System
3	Sectionalized Table
4	Automatic Shuttle Table
5	Precitec Pro Auto-Focus Cutting Head
6	20kW - Max Fiber Laser Source
7	LTI Controller / Operation Software
8	Lantek Expert Cut CAD / CAM / Nesting
9	Installation, Start-Up Service, Training
10	One (1) Year Warranty

Options	Description	Price
	Camfil GSX Dust Extraction	$46,700

GENERAL COMMERCIAL TERMS	
PRICES:	All prices quoted in United States Dollars
DELIVERY POINT – F.O.B., ORIGIN:	Freight charges: ☐ Flow Paid ☐ Customer arranged ☐ Prepaid & bill (additional administrative fee included)
ESTIMATED SHIPMENT *(subject to prior sale)*:	To be determined; after receipt of order and approval of credit
TITLE PASSAGE:	Origin
PAYMENT TERMS – 30% with Purchase Order	60% due 10 days prior to shipment
This transaction and all of its terms and conditions are subject to final credit approval.	▪ Provide 3 credit references & Flow will re-evaluate terms ▪ Obtain external financing

NOTES:

- The prices quoted herein EXCLUDE the following:
  - Local, state, and federal taxes, permits, and fees
  - Freight from Flow plants and suppliers to customer's location, unless otherwise specified
  - Customs clearance, including duties and fees
- Unless otherwise specifically stated in this quotation, the balance of the purchase price, together with any other related amounts, shall become immediately due and payable at the time the equipment included in this quotation, or any portion of it, is placed in service or used in any way other than in connection with its installation or testing.

Unless otherwise stated, pricing is valid for 30 days and may be modified or withdrawn by Seller prior to any acceptance.
Prices F.O.B. KENT, WASHINGTON USA unless otherwise noted.

OFFERED by Flow International Corporation (Seller):	ACCEPTED by Buyer:
By:	Company:
Title: Regional Manager	By:
Date:	Date:

NOTICE: Sale of any product or services covered by this quotation is conditioned upon the terms contained herein (including those on the attached Conditions of Sale form). Any additional or different terms proposed by Buyer are objected to and will not be binding upon Seller unless specifically assented to in writing by the Seller.