

Questionnaire

Passive Fire Protection

Customer	
Contact person	
E-mail	
Telephone number	
Account number	
Quote number	

To be able to send you a proper quotation, we appreciate if you could answer the following questions and return the form by e-mail or fax to your preferred sales office: **INSULCON B.V.** info@insulcon.com / +31 (0)167-566263 - **KERAMAB N.V.** sales@keramab.com / +32(0) 3 711.08.56 – **INSULCON GmbH** insulcongbh@insulcon.com / +49(0) 2162 24960-29.
We will contact you shortly afterwards.

In general

A. Who is the present supplier
What is the present material

B. Reason for the enquiry:

- | | |
|------------------------|-----------------|
| Material problems | New development |
| Price present supplier | Others |

Type of industry:

- | | |
|------------|-----------|
| Shipping | Buildings |
| Off-shore | Transport |
| Fire doors | Others |

1. What is the application?

(For ships: steel / aluminium / composite body?)

2. What kind of fire resistance rating is required?

- | | | | |
|-------|-----|-------------|---------------------------|
| B15 | A30 | H30 | Fire resistant both sides |
| B30 | A60 | H60 | |
| Other | | (EN / DIN) | |

3. Certified by which organisation?

(The organisations should accept each other certifications)

For new applications

4. Should the product be tested?

If yes, what will be the firing curve?

If yes, is the required EN norm known?

5. What is the required/preferred material / construction of the materials?

6. What is the maximum required thickness of the insulation system?

7. Should the insulation system be flexible or rigid?

8. Is a construction drawing available?

9. What is the lead time-line of the project?

10. What is the potential / target for the project?

Are the following points discussed with the customer?

- | | | | |
|--|-----|---|----|
| * Costs & budget for R&D projects | Yes | / | No |
| * Test facilities at Insulcon B.V. – Steenberg – the Netherlands | Yes | / | No |
| * System or pricing of competitor available | Yes | / | No |
| * Required lead time for quotation | | | |