

**Quotation for xxxxxxxxxx**

**1. ITEM & SPEC**

- Spec grade : SMLS STEEL PIPE TO ASTM A53 GR.B / API 5L GR.B/X42 PSL1
- End : BEVELED ENDS WITH PROTECTORS AT BOTH ENDS
- Surface : OUTSIDE VARNISH COATING

**2. Offer Comparison : Size & Quantity & Price & Delivery & Validity & Loading Port**

O.D		W.T		Unit Weight	Length	Quantity		Maker A	Maker B	Maker C	Maker D	Maker E
(INCH)	(MM)	(SCH)	(MM)	(KG/M)	(Meter)	(Meter)	(M/T)	(USD/MT)	(USD/MT)	(USD/MT)	(USD/MT)	(USD/MT)
2"	60.3	40	3.9	5.42	12	2,000	10.840	955	960	967	975	995
4"	114.3	40	6.0	16.02	12	2,000	32.040	855	860	855	860	885
6"	168.3	40	7.1	28.22	12	2,000	56.440	855	860	856	860	885
8"	219.1	40	8.2	42.65	12	1,200	51.180	845	840	844	855	885
10"	273.1	40	9.3	60.50	12	500	30.250	845	840	850	855	880
12"	323.9	40	10.3	79.65	12	500	39.825	840	840	850	860	880
14"	355.6	40	11.1	94.30	12	500	47.150	845	880	875	875	900
<b>TOTAL</b>							<b>267.725</b>	<b>228,105.70</b>	<b>229,845.40</b>	<b>230,205.04</b>	<b>231,790.20</b>	<b>238,485.90</b>
<b>Average Price (USD/MT)</b>								<b>852.01</b>	<b>858.51</b>	<b>859.86</b>	<b>865.78</b>	<b>890.79</b>

<b>Production (Days)</b>	60 ~ 80	60 ~ 80	60 ~ 70	45 ~ 60	45 ~ 60
<b>Loading (Days)</b>	10 ~ 15	15 ~ 20	10 ~ 15	10 ~ 15	10 ~ 15
<b>Voyage period from the departure port to the destination port (Days)</b>	40 ~ 60	40 ~ 60	40 ~ 60	40 ~ 60	40 ~ 60
<b>Total Lead Time (Days)</b>	110 ~ 155	115 ~ 160	110 ~ 145	95 ~ 135	95 ~ 135
<b>Offer Validity</b>	By 30 Sept 2018	By 5 Oct 2018	By 28 Sept 2018	By 2 Oct 2018	By 29 Sept 2018
<b>Loading Port</b>	A Port	B Port	C Port	D Port	E Port

**3. Other Terms**

1) INCOTERMS : CFR LO XXX PORT
2) SHIPMENT : PLEASE REFER TO THE ABOVE TABLE
3) PAYMENT : 20% ADVANCE PAYMENT + 80% UPON SHIPMENT * The final payment terms can be discussed mutually
4) THICKNESS TOLERANCE : ACC. TO API 5L STANDARD REGULATION * If the buyer has any specific thickness requirement, it can be discussed mutually
5) DELIVERY TOLERANCE : +/-10% PER EACH SIZE & QUANTITY
6) PACKING : FACTORY'S EXPORT STANDARD
7) INSPECTION : FACTORY'S INSPECTION or 3RD PARTY INSPECTION AT THE BUYER'S COST
8) MANUFACTURER : (1) Maker A full name (2) Maker B full name (3) Maker C full name (4) Maker D full name (5) Maker E full name