Quotation

(Month DD, YYYY)

Sent by email: ([EMAIL@CUSTOMER.COM](mailto:EMAIL@CUSTOMER.COM))

In reply, reference: (DIV, PRYY-XXXX)

(CUSTOMER)

Attn: (FIRST NAME, TITLE)

(Address Line 1)

(City, ST Zip code)

Subject: Response to (CUSTOMER) RFP/RFQ (“XX”) dated (MMDDYYYY)

Reference: 1) (CUSTOMER RFP/RFP)

2) (Any additional references)

Dear (FIRST NAME),

Thank you for providing Barnes Aerospace (DIVISION NAME) Division, a strategic business unit of Barnes Group Inc. (“Barnes Aerospace”), the opportunity to propose on the subject opportunity. We are proud to offer the following and trust that it will meet your requirements:

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Part Number** | **Description** | **Rev** | **Qty** | **Unit Price** | **Initial Delivery** |
| 12345678 | Metal Part #1 | A | X | $ | **WARO** |
| 90123456 | Metal Part #2 | A | X | $ | **WARO** |
| 78901234 | Metal Part #3 | A | X | $ | **WARO** |
| **-** | **Tooling/NRE** | **-** | X | $ | **-** |

**Pricing Assumptions:**

1. Period of Performance (POP) is (MMDDYYYY) to (MMDDYYYY).
2. All latest drawings, revisions, and specifications have been provided to Barnes Aerospace and have been incorporated into the pricing of this effort.
3. All material costing utilized in the development of this proposal was estimated utilizing currently available pricing. Any increase/decrease in material cost prior to the award of a Purchase Order (PO) will be pass-through to (CUSTOMER) and result in a per part price adjustment.
4. Minimum lot size is (X).
5. Quote is valid for (XX) days but Barnes Aerospace reserves the right to increase quoted prices based on raw material costs at the time of order placement.
   * For the purposes of securing the quoted price and lead time for the identified POP, a purchase order or intent to award must be given to Barnes Aerospace prior to the expiration of this proposal. Any quantities below the quoted quantities that are not awarded or communicated as an intent to award may result in an increased price and/or longer lead time.
6. (for repairs) Barnes Aerospace will put forth best efforts to repair the part but does not assume any liability nor guarantee that the final product(s) will conform to customer requirements. Regardless of whether the final part conforms to the (CUSTOMER)’s requirements, (CUSTOMER) will still be obligated to pay the amount indicated on the proposal and/or subsequent purchase order.
7. (for ROMs) This ROM was prepared for planning purposes only and does not constitute a firm fixed price quote from Barnes Aerospace. Barnes Aerospace reserves the right to re-price their price upon receipt of missing technical or planning information and the final design release.

**Supplemental Terms and Conditions:**

1. Barnes Aerospace General Terms and Conditions of Sale: Unless explicitly rejected, Barnes Aerospace General Terms and Conditions of Sale (date 2010/04/19) shall take precedence over any inconsistent terms and conditions that were promised or that are listed in this proposal.
   * A purchase order or contract issued against this proposal implies acceptance of the subject terms.
2. Material and Tooling: Proposal pricing is based on Barnes Aerospace furnished material and tooling.
3. Trade terms: Ex-works (EXW) Barnes Aerospace (DIVISION NAME) facility.
4. Country of Origin: (USA / SINGAPORE)
5. Payment Terms: Net thirty (30) days from date of invoice.
6. Transfer of Title: Seller’s dock.
7. US Government Licensing: Technical data exchange, quoted lead times, pricing, and actual delivery are conditioned upon US Export Administration Regulations (EAR) and International Traffic in Arms Regulations (ITAR) export licensing and approval requirements. Customer will hold Barnes Aerospace harmless for any delay or non-performance due to US Government licensing or approval requirements.
8. Economic Price Adjustments: This proposal is contingent upon mutual agreement to a clause allowing for an annual economic price adjustment for fluctuations (increase or decrease) in the cost of material if the period of performance exceeds what is listed in the assumptions.
9. Adequate Price Competition: Barnes Aerospace believes in full faith that, unless expressly communicated otherwise by the customer, this quote and any resulting contract is a bid submission with “Adequate Price Competition” as defined by U.S. Federal Acquisition Regulations (FAR) Section 15.403-1(c)(1).

Any contract resulting from this quotation should be awarded in the name of:

Barnes Aerospace

(DIVISION NAME) Division

(ADDRESS)

(CITY, STATE ZIP)

We thank you for the opportunity to propose on your requirement. If there are any questions regarding this proposal, please contact the undersigned using the information below.

Sincerely,

**(SIGNER FIRST LAST)**

(SIGNER TITLE)

Barnes Aerospace (DIVISION NAME) Division

Direct: (PHONE NUMBER)

Cell/Mobile: (PHONE NUMBER)

[name@barnesaero.com](mailto:name@barnesaero.com)

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



**Attachment(s)**: A) (Attachment A)

B) (Attachment B)

**CC**: (**CUSTOMER**) **BARNES AEROSPACE**

(FIRST LAST) (FIRST LAST)