



Quote Ref Number: RFQ-16 Date: 03.11.2025/D

Customer: **M/S. Voith,**

**Attention: Mr. Parthiban**

Dear Sir,

We appreciate you for considering us for the new business opportunity. Following a thorough feasibility study of your drawings, we are pleased to provide the quote below, which we trust aligns with your business requirements.

ISC – SHELL MOULDING/ STEEL CASTING – QUOTE								
SNO	Drawing Number	Part Name	Casting Material	Casting Weight in Kgs	Annual Volume	Part Price in INR	Pattern Cost	MOQ in Nos
							(INR)	
1	1445-014691/A	STATOR SEGMENT	ET (Stainless Steel)	12.000	Not Given	Rs. 6,600/-	Rs 7,50,000/-	200
2	1445-014690/A	ROTOR SEGMENT	ET (Stainless Steel)	13.000	Not Given	Rs. 7,150/-	Rs 7,50,000/-	200

We consider the following Raw Material Chemical Composition

ET					
C	Si	Mn	Ni	Cr	Mo
1.0 - 1.25 %	< 1.0 %	0.3 - 0.8 %	1.5 - 2.0 %	17.0 18.5 %	0.5 - 0.7 %

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### General Considerations for Casting Development:

1. **Ingate and Parting Line Projections:** Maximum allowable projection is 1.00 mm.
2. **Raw Casting Models:** 2D and 3D models are required during the development stage.
3. **Casting Soundness:** Soundness level shall be Level III (maximum) as per ASTM E446.
4. **Unspecified Tolerances:** Raw casting tolerances will conform to ISO 8062 CT8 grade.
5. **Drawing Given Tolerance Dia 1060mm -0.20 & -0.40 it is not feasible to do. We need  $\pm 0.40$ mm to proceed.**

**In the view of component teeth tolerance given  $\pm 0.20$ mm is not feasible. We need  $\pm 0.50$ mm to proceed.**

6. **Machining Stock Recommendation:** A minimum machining allowance of 2.00 mm per side is recommended. Lower allowances may increase the risk of surface defects.

### Commercial Terms & conditions:

#### 1. Pricing:

The price of component will vary if there is any change in the following factors.

- Component weight
- Raw material price
- Modification in payment terms

#### 2. Raw Material Price Terms:

We accept **3% fluctuation** in RM Prices.

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- Any variation beyond this threshold **will be passed on the customer every quarter.**

### 3. Casting Weight Consideration:

- ISC will determine the **as-cast weight** using **customer-provided 3D models** and our **advanced 3D software.**
- The required machining stock to meet the final **machining drawing specifications** will be decided by Isc.

### 4. Pricing & Taxes

- The quoted rates are basic and exclude applicable statutory taxes which will become by the customer.

#### HSN Codes as GST:

- **Parts (Casting): HSN Code 732599-** Current GST 18%
- **Tools (Moulds & Dies) HSN Code 84803000** – Current GST 18%

Any changes in tax rates during the supply period will be **Passed on to the customer.**

### 5. Incoterms:

- **The quoted rates** are based on **EX WORKS.**

### 6. Payment Terms:

- **For Casting:** Payment due within 75 days from the invoice date (as ISC is an MSME Supplier)
- **For Tooling:**

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**50%** of the quoted tool cost is payable along with Tooling PO, against our proforma invoice. The **remaining 50%** is payable on **PPAP approval or 120 days from the 50%** of the quoted tool cost is payable along with Tooling PO, against our proforma invoice.

**7. Volume Consideration:**

- The quoted rates are based on the **MOQ**.

**8. Packaging:**

- The quoted rates based on **Sea Worthy Packaging**.

**9. Lead Time:**

- **Raw Casting Sample Submission: 12 weeks** from the date of receipt of the **Tooling Purchase Order & Tooling Advance**.

**10. Validation of Quotation:**

- The quoted rates are **valid for 30 days** from the date of this offer.

We hope that our rates are quite competitive and expect your valuable order to do our best with pleasure.

**Thanks & Regards**

M. Karthik

Manager

Marketing & Costing

Manager - Marketing & Costing

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