



Scapa UK Limited
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ConvaTec
200 Headquarters Park Drive
Skillman
NJ 08558

06 July 2006

Dear Ron,

With reference to the RFQ recently presented to Scapa UK, I have pleasure in providing you with our formal quotation.

You will notice that two options have been presented:

Option 1: the quotation is based on supplying roll stock to ConvaTec Deeside, for conversion in-house. The rolls will be provided in accordance with ConvaTec Drawing 3AQF0005.

Option 2: the quotation is based on supplying ConvaTec with converted parts, the same / or similar to the samples recently sent.

Please be aware that the prices are **inclusive** of the cost of all raw materials – including foam and adhesive. They are **not** based on free-issue raw material.

I trust this quotation will meet with your approval Ron. I will contact you in due course as a follow-up to this quotation. If in the meantime you require further information or assistance then please do not hesitate to contact me.

M E D I C A L



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Yours faithfully

For and on behalf of Scapa Medical

Daniel Ephgrave

European Commercial Manager – Medical

cc.

Sarah Rice – ConvaTec Deeside

Adam Smith – Scapa

**Quotation 1 – Supplied in Slit Rolls**

Product : 0.8mm tan PE foam [Alveo TE1000.8] coated with a 50:50 blend of Morstick 125 & 125L [Rohm & Haas Rubber Based Adhesive]

Price per sqm	Annual MOQ	Shipping Terms
£5.06	100,000 sqm	Delivered to Deeside, UK.
£ 4.98	150,000 sqm	
£ 4.91	200,000 sqm	
£ 4.77	300,000 sqm	

Packaging : Single polybags

Lead-time : 10 weeks for first order
Subsequent orders as per schedule

Validity : 30 days

This quotation is subject to our normal terms and conditions, a copy of which is available on request.

**Quotation 2 – Supplied Converted & Bulk Packed**

Product : 0.8mm tan PE foam [Alveo TE1000.8] coated with a 50:50 blend of Morstick 125 & 125L [Rohm & Haas Rubber Based Adhesive]

Flange Size	MOQ	Price per 1000	Shipping Terms
Small	150k	£80.14	Delivered to Deeside, UK.
Medium	500k	£105.19	
Large	300k	£130.22	
Extra Large	10k	£205.47	

Packaging : Bulk-packed in polybags & into cardboard outer cartons.

Lead-time : 10 weeks for first order
Subsequent orders as per schedule

Validity : 30 days

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Tooling : £800.00 per flange size

Please Note : All new tooling necessary for customer specific designs will be purchased at the customers expense. These tools will remain the property of the customer.

Where pre-production / tooling / conversion trials are necessary, the customer may be liable for the cost of materials, tooling and labour. Any such costs will be discussed and agreed prior to trials commencing

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