

QUOTATION

Quotation No.: QTN-2025-001

Date: October 24, 2025

Valid for 30 days

Seller:

ABC Exports Pvt. Ltd.
123 Business Park, 5th Floor
Mumbai, Maharashtra, 400001
Phone: +91-22-1234-5678 | Email: sales@abcexports.example

Buyer:

XYZ Retailers Ltd.
Procurement Dept., 9 Green Avenue
New Delhi, 110001
Contact: Mr. Rahul Sharma | Phone: +91-11-9876-5432
Email: procurement@xyzretail.example

Product:

XYZ Multi-Season Coat (Model: XYZ-COAT-2025)

High-quality multi-season coat suitable for urban climates. Material: 80% wool, 20% polyester. Sizes: S, M, L, XL.
Custom branding available on request.

Seasonal Pricing (per unit):

- Winter Peak (Dec-Feb): INR 4,500 - High demand - limited stock
- Shoulder Season (Mar-May, Sep-Nov): INR 3,800 - Standard lead time
- Monsoon (Jun-Aug): INR 3,200 - Lower price - promotional offer

Example Quotation (Shoulder Season):

Quantity: 100 units

Unit Price: INR 3,800

Subtotal: INR 380,000

GST (18%): INR 68,400.00

Shipping & Handling: INR 2,500

Grand Total (INR): INR 450,900.00

Payment & Delivery Terms:

- Payment: 50% advance with order, 50% on delivery.
- Delivery Time: 4-6 weeks from receipt of advance.
- Validity: Prices valid for 30 days from date of quotation.
- Warranty: 12 months against manufacturing defects.
- Packaging: Standard export packaging included.

Notes:

1. Prices mentioned above are indicative and vary by season as shown in the seasonal pricing section.
2. Customizations, branding, and rush orders may attract additional charges.
3. For firm pricing, please confirm season and required delivery date.

For ABC Exports Pvt. Ltd.

Authorized Signatory