

To: Wuhan Norel Optoelectronics Co., Ltd.
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From: ETSC (HongKong) Technologies
Limited
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QUOTATION

No.: Q1301367

Date: 2014-04-03

Regarding to your request, we are pleasure inform you as follows:

Item	Model	Description	Qty	Unit Price	Sub Total
1	OBR 4600	OBR4600 mainframe providing measurement lengths of 30 meters and 70 meters (resolution of 10 micron and 20 micron respectively), over wavelength range of 1525-1610 nm. Price includes instrument controller and accessory kit which will be listed as separate line items.	1	USD129350.00	USD129350.00
2	OBR 46xx OPT01000	OBR 4400/4413/4600/4613 Accessory Kit (required)	1	-	-
3	OBR 46xx OPT01001-1	Instrument Controller: Workstation-class laptop	1	-	-
4	OBR 46xx OPT01002-5	Power Kit (Laptop): China/Australia Region (Type I)	1	-	-
5	OBR 46xx OPT01003	GPIO card and cable for remote control (USB to GPIO converter)	1	USD1950.00	USD1950.00
6	OPT01014	OBR 4600 Hard-shell case with wheels and factory cut foam insert	1	USD1105.00	USD1105.00
7	OBR 46xx OPT06004	Desktop Analysis Software for OBR 4600	1	USD6500.00	USD6500.00
8	OBR 46xx OPT06005	Lightpath Analysis Software for OBR 4600	1	USD6500.00	USD6500.00
9	OBR 46xx OPT06006	High Resolution Distributed Temp and Strain Sensing for OBR 4600	1	USD26000.00	USD26000.00
10	OBR 46xx OPT06008	Custom software development kit (DLLs for GUI customization) for OBR 4600	1	USD6500.00	USD6500.00
11	OBR 46xx OPT06009	2 kilometer device length with 3 millimeter resolution for OBR 4600	1	USD19500.00	USD19500.00
				Total:	USD197405.00
				Freight & Insurance Cost:	USD800.00
				Final Price:	USD198205.00

NOTES:

1. Terms of Price: CIF Wuhan.
2. Terms of Payment: 90% T/T in advance within 15 days after signing the contract. 10% T/T within 7 days before delivery.
3. Delivery if Schedule: 10~12 week(s) after receipt of the payment.
4. Warranty: 12 months after shipping out the goods.
5. This quotation's validity expands until 2014-04-18.