

# REQUEST FOR QUOTATION

|  |  |   |
|--|--|---|
| MODEL YEAR: <input style="width: 100%;" type="text"/>      | ANNUAL VOLUME: <input style="width: 100%;" type="text"/> | RFQ NUMBER: <input style="width: 100%;" type="text"/>       |
| PROGRAM NAME: <input style="width: 100%;" type="text"/>    | PROGRAM LIFE: <input style="width: 100%;" type="text"/>  | RFQ ISSUE DATE: <input style="width: 100%;" type="text"/>   |
| PROGRAM MANAGER: <input style="width: 100%;" type="text"/> | FOB POINT: <input style="width: 100%;" type="text"/>     | RFQ DUE DATE: <input style="width: 100%;" type="text"/>     |
| CHANGE LEVEL: <input style="width: 100%;" type="text"/>    | PAYMENT TERMS: <input style="width: 100%;" type="text"/> | REQUEST CURRENCY: <input style="width: 100%;" type="text"/> |

NO QUOTE:

PART NUMBER:  PART DESCRIPTION:  DRAWING NUMBER:

## PURCHASED PARTS

| PART NUMBER                | DESCRIPTION | SUPPLIER NAME | SUPPLIER LOCATION | QTY PER ASSY                               | PURCHASED PART SUB-TOTAL    | SUB-TIER TRANSPORT COST      | PURCHASED PART TOTAL WITH TRANSPORT        |  |
|----------------------------|-------------|---------------|-------------------|--|-----------------------------|------------------------------|--|--|
|                            |             |               |                   |  |                             |                              |  |  |
|                            |             |               |                   |  |                             |                              |  |  |
|                            |             |               |                   |  |                             |                              |  |  |
| PURCHASED PARTS MARKUP % : |             |               |                   | <input style="width: 100px;" type="text"/> | PURCHASED PARTS SUB-TOTAL : |                              | <input style="width: 100px;" type="text"/> |  |
|                            |             |               |                   |  |                             | PURCHASED PARTS GRAND TOTAL: |  | <input style="width: 100px;" type="text"/> |

## RAW MATERIALS

| PART NUMBER             | MATERIAL DESCRIPTION | MATERIAL SPECIFICATION | SUPPLIER NAME | SUPPLIER LOCATION                          | UNITS OF MEAS.          | COST PER UNIT OF MEASURE | GROSS USAGE PER UNIT | RAW MATERIAL TOTAL                   |  |
|-------------------------|----------------------|------------------------|---------------|--|-------------------------|--------------------------|----------------------|--------------------------------------|--|
|                         |                      |                        |               |  |                         |                          |                      |                                      |  |
|                         |                      |                        |               |  |                         |                          |                      |                                      |  |
|                         |                      |                        |               |  |                         |                          |                      |                                      |  |
| RAW MATERIAL MARKUP % : |                      |                        |               | <input style="width: 100px;" type="text"/> | RAW MATERIAL SUB-TOTAL: |                          |                      |                                      | <input style="width: 100px;" type="text"/> |
|                         |                      |                        |               |  |                         |                          |                      | RAW MATERIAL TOTAL WITH SURCHARGES : | <input style="width: 100px;" type="text"/> |

## RAW MATERIAL PROCESSING

| OPERATION NUMBER                   | DESCRIPTION | QTY PER ASSEMBLY | CYCLE TIME | PCS PER CYCLE                              | MACHINE MINUTE RATE | MACHINE SIZE & TYPE | MACHINE COST PER OPERATION | NO. OF OPRS                                | DIRECT LABOR MINUTE RATE    | DIRECT LABOR COST PER OPR          | PROCESSING TOTAL COST                      |
|------------------------------------|-------------|------------------|------------|--|---------------------|---------------------|----------------------------|--|-----------------------------|------------------------------------|--|
|                                    |             |                  |            |  |                     |                     |                            |  |                             |                                    |  |
|                                    |             |                  |            |  |                     |                     |                            |  |                             |                                    |  |
|                                    |             |                  |            |  |                     |                     |                            |  |                             |                                    |  |
| RAW MATERIAL PROCESSING MARKUP % : |             |                  |            | <input style="width: 100px;" type="text"/> | MACHINE COST TOTAL: |                     |                            | <input style="width: 100px;" type="text"/> | RAW MATERIAL, DIRECT LABOR: |                                    | <input style="width: 100px;" type="text"/> |
|                                    |             |                  |            |  |                     |                     |                            |  |                             | RAW MATERIAL PROCESSING SUB-TOTAL: | <input style="width: 100px;" type="text"/> |
|                                    |             |                  |            |  |                     |                     |                            |  |                             | RAW MATERIAL PROCESSING TOTAL:     | <input style="width: 100px;" type="text"/> |

## ASSEMBLY

| OPERATION NUMBER    | DESCRIPTION | QTY PER ASSEMBLY | CYCLE TIME | PCS PER CYCLE                              | ASSEMBLY MINUTE RATE | ASSEMBLY EQUIP. DESC. | ASSEMBLY COST PER OPERATION | NO. OF OPRS                                | DIRECT LABOR MINUTE RATE | DIRECT LABOR COST PER OPR | ASSEMBLY TOTAL COST                        |
|---------------------|-------------|------------------|------------|--|----------------------|-----------------------|-----------------------------|--|--------------------------|---------------------------|--|
|                     |             |                  |            |  |                      |                       |                             |  |                          |                           |  |
|                     |             |                  |            |  |                      |                       |                             |  |                          |                           |  |
|                     |             |                  |            |  |                      |                       |                             |  |                          |                           |  |
| ASSEMBLY MARKUP % : |             |                  |            | <input style="width: 100px;" type="text"/> | ASSEMBLY COST TOTAL: |                       |                             | <input style="width: 100px;" type="text"/> | ASSEMBLY DIRECT LABOUR:  |                           | <input style="width: 100px;" type="text"/> |
|                     |             |                  |            |  |                      |                       |                             |  |                          | ASSEMBLY SUB-TOTAL:       | <input style="width: 100px;" type="text"/> |
|                     |             |                  |            |  |                      |                       |                             |  |                          | ASSEMBLY TOTAL:           | <input style="width: 100px;" type="text"/> |

PRODUCTION COST SUB- TOTAL:

PRODUCTION COST TOTAL WITH MARKUP:

# REQUEST FOR QUOTATION

## PIECE PRICE CALCULATION

|                     |  |                                |  |
|---------------------|--|--------------------------------|--|
| PROFIT:             |  | LOGISTICS COST IN PIECE PRICE: |  |
| SCRAP %:            |  | PACKAGING IN PIECE PRICE:      |  |
| SG&A %:             |  | TOTAL SELLING PRICE:           |  |
| BASE SELLING PRICE: |  |                                |  |

## TOOLING BREAKDOWN

### TOOLING

| PART NUMBER          | TOOL TYPE | DETAILED TOOL DESCRIPTION | COUNTRY OF ORIGIN | ANNUAL TOOL CAPACITY | TOOL SOURCE | LEAD TIME | TOTAL COST |
|----------------------|-----------|---------------------------|-------------------|----------------------|-------------|-----------|------------|
|                      |           |                           |                   |                      |             |           |            |
|                      |           |                           |                   |                      |             |           |            |
| TOOLING SUB-TOTAL:   |           |                           |                   |                      |             |           |            |
| TOOLING MARKUP (%):  |           |                           |                   |                      |             |           |            |
| TOOLING GRAND TOTAL: |           |                           |                   |                      |             |           |            |

### FIXTURES & GAUGES

| PART NUMBER                | TOOL TYPE | DETAILED FIXTURE/GAUGE DESCRIPTION | COUNTRY OF ORIGIN | ANNUAL CAPACITY | FIXTURE/GAUGE SOURCE | LEAD TIME | TOTAL COST |
|----------------------------|-----------|------------------------------------|-------------------|-----------------|----------------------|-----------|------------|
|                            |           |                                    |                   |                 |                      |           |            |
|                            |           |                                    |                   |                 |                      |           |            |
| FIXTURE/GAUGE SUB-TOTAL:   |           |                                    |                   |                 |                      |           |            |
| FIXTURE/GAUGE MARKUP (%):  |           |                                    |                   |                 |                      |           |            |
| FIXTURE/GAUGE GRAND TOTAL: |           |                                    |                   |                 |                      |           |            |

### ASSEMBLY EQUIPMENT

| PART NUMBER                 | EQUIPMENT TYPE | DETAILED EQUIPMENT DESCRIPTION | COUNTRY OF ORIGIN | ANNUAL CAPACITY | EQUIPMENT SOURCE | LEAD TIME | TOTAL COST |
|-----------------------------|----------------|--------------------------------|-------------------|-----------------|------------------|-----------|------------|
|                             |                |                                |                   |                 |                  |           |            |
|                             |                |                                |                   |                 |                  |           |            |
| EQUIPMENT SUB-TOTAL:        |                |                                |                   |                 |                  |           |            |
| EQUIPMENT MARKUP (%):       |                |                                |                   |                 |                  |           |            |
| EQUIPMENT GRAND TOTAL:      |                |                                |                   |                 |                  |           |            |
| <b>GRAND TOTAL TOOLING:</b> |                |                                |                   |                 |                  |           |            |

| QUOTE PROTOTYPES:      |  |
|------------------------|--|
| LEAD TIME:             |  |
| COST EACH:             |  |
| TOOL COST:             |  |
| RECOVERABLE TOOL COST: |  |
| MAX. PARTS FROM TOOLS: |  |

### SUPPLIER COMMENTS: