



COMMERCIAL NOTES

1. Our quotation is valid for orders placed within 30 days of date of quotation.
2. Our delivery charge for deliveries within the perimeter of the greater Johannesburg area is R200,00 and is subject to change, dependant on the destination area.
3. Delivery times on special imports are as stated above, e.g. plus/minus 10 working weeks.
4. A handling fee of between fifteen and thirty percent, to be decided at our discretion, will be charged on items returned and on cancelled orders. It is important to note, however, that we do not accept returns on specially imported goods. Also, any items assembled by us according to your specifications and/or signed-off and approved drawings, may not be returned for credit. Items can only be returned within seven days from date of invoice.
5. Please note that our price will increase should lesser quantities be ordered than the quantity requested on your original order.
6. Our Standard Terms and Conditions of Sale apply and may be obtained upon request.
7. Prices are subject to change without prior notification.
8. Payment is strictly per the terms and conditions agreed to and/or subsequently amended and agreed to by us. We reserve the right to request an upfront deposit of up to 100% in respect of assemblies which are imported and/or require special manufacture. Please note that special imports may be subject to an advance payment of the full amount quoted.
9. Any special requirements in respect of packaging, delivery and documentation (e.g. drawings, GA arrangements, circuit diagrams, etc.) will be at an additional cost and charged for accordingly
10. Our quotation excludes VAT and is calculated on an exchange rate of R17.00 to €1.00. Our final cost will be adjusted to reflect the rate of exchange at the date of payment. On request, a forward cover exchange contract may be taken out and a revised fixed and firm price can be calculated for order modification on the ruling day of the order.
NB: Kindly note this is not a fixed rate, the rate of exchange will vary according to the current rate.
11. For invoicing purposes, when placing your order with us please ensure that your correct address is provided. Also, kindly ensure that all documentation and drawings submitted to us are legible. This will assist us in ensuring that your order is processed without any undue delay.
12. In the event that you do not have an account with us your order will be on a COD basis whereby we require an upfront deposit of 50% which is payable prior to commencement of work. The balance due is payable prior to collection and/or delivery. Orders will not be processed until payment reflects in our bank account.
13. In the event that goods purchased are to be exported we request our customers to please inform us accordingly since exported items require international certification.



TECHNICAL NOTES

1. All explosion protected equipment must be installed according to the application installation regulations, without invalidating the original certification.
2. Unless otherwise specified, all cable entries are metric (M) tapped.
3. Please note that delivery dates may not be met if we are not in receipt of all signed-off drawings and diagrams at the time of placement of your order. Any amendments to drawings and wiring diagrams will also affect quoted delivery dates. Should any changes be required after work has commenced, the customer will be charged accordingly. Also, EXB will only proceed with any changes upon receipt of an amended official order.
4. Approved drawings, signed off by the customer, must be received by us prior to commencement of work. Please also refer to clause 4 under "Commercial Notes" above.

F.A.T. PACKS

1. FAT (Factory Acceptance Test) documents consist of one hard copy booklet with a Quality Control Plan, all relevant data sheets and relevant certification, and one electronic copy which will be emailed to the customer's relevant Quality Department. This will be charged at a cost of between R5 000,00 and R10 000,00 depending on clients' requirements.
2. All client specifications, e.g. data sheets, with latest revisions must be submitted together with your purchase order. If this information is not received by us work will not commence. It is our customers' responsibility to ensure that EXB Electric has the correct revision and, if any changes are made to the specifications after commencement of the job, the customer is subject to any cost increase and deviation in delivery date. This applies to changes in specifications, drawings, documentation approval, non-submission of latest data sheet revisions, etc.

3. TAG FILES :

3.1 Provision of Tag Files will be subject to provision of the following information:-

- Type of file required, i.e. size, colour, supplier and number of punches holes required, etc.
- Quantity per individual tag number
- 'Requisite documentation per tag
- Number of tags required

N.B. Tag file prices are subject to confirmation of the above and to client specifications. The cost will be determined and quoted for separately.

3.2 FAT Inspections : Inspection charges are R2 000,00 per day, or pro rata thereof. Any adjustments or changes to the client's specification must be signed off at the time of inspection.

3.3 Pre-Inspections : Pre-inspections will be charged for at R2 000,00 per day or pro rata thereof.

3.4 Type Testing :

- Special imports or assemblies which are not currently under local IA certification will be subject to certification and the costs thereof will be borne by our customer.



Customer :

Quotation Reference Number :

Date

Page 3

-
- Delivery lead time for these special imports and assemblies is approximately 10 to 12 working weeks.
 - Certifications : Local IA certificates can be supplied on ATEX, PTB, DEKRA, LOM and BVS certification. UL and FM certified equipment is certified at our local test house and certification is subject to type testing approval. This cost will be at our customers' expense.

We trust the above meets with your approval. However, should you have any queries please do not hesitate to contact the undersigned.

Yours faithfully,
EXB ELECTRIC (PTY) LTD