

REQUEST FOR QUOTE (RFQ) – Section 12

The purpose of the RFQ is for the supplier to accurately document what can be produced and at what costs to Powers and Sons LLC to allow evaluation of prospective suppliers and to award business. Therefore it is of the utmost importance for the RFQ information to be complete and list all costs.

The Request For Quote Form (RFQ) is color-coded, the green fields are information that we normally will supply to you, the yellow fields require input if applicable. Suppliers may attach their own forms or additional documentation however; specific information is to be filled out on our form.

When asking for information about RFQ refer to by RFQ number and Part number, which is the first field on the form.

Should you be unable to respond by the due date, request an extension either by telephone or E-Mail.

Read and understand all the conditions listed on the RFQ as these may affect your costs.

For consignment processes, scrap will not exceed 2%, unless negotiated. This includes machining, forming, bending, etc. All scrap will be reported to Production Control on a monthly basis.

Outside processors shall not exceed 0.5%. This includes heat treat, plating, coating, etc. All scrap should be reported to Production Control on a monthly basis.

For rubber or plastic injection molding parts note the number of cavities your tooling quote covers.

At the bottom of the form the appropriate design engineer is listed for you to contact if you have questions regarding the blueprint or design of the product.

We are interested in any addition thoughts you may have in design, process, lot size, materials that would result in a better product and or increased cost advantage.

Be sure any surcharging processes are defined. Be sure the price of material, net weight, gross weight and or currencies are included if applicable.

Example

| | | | |
|--|----------|--------------------------|-------------|
| DATE | | DATE REQUIRED | |
| PART NUMBER | | REVISION LEVEL | |
| | | DESCRIPTION | D LINK |
| ANNUAL USAGE | | ANNUAL USAGE | |
| LOT SIZE TO QUOTE | | LOT SIZE TO QUOTE | S RITTER |
| PART COST | | PART COST | B OBERLIN |
| CURRENT STEEL SURCHARGE | | CURRENT STEEL SURCHARGE | C FINK |
| \$0.0000 PART COST PLUS SURCHARGE | \$0.0000 | PART COST PLUS SURCHARGE | G MESSENGER |
| PART LEAD TIME IN WEEKS | | PART LEAD TIME IN WEEKS | R NORTH |
| PRODUCTION TOOLING COST | | LEAD TIME WEEKS | |
| PROTOTYPE TOOLING COST | | LEAD TIME WEEKS | P FISCHER |
| PROTOTYPE PARTS REQUIRED | | COST | J RAVER |
| | | LEAD TIME WEEKS | B ZOOK |
| PROTOTYPE PARTS REQUIRED | | COST | S MILLER |
| | | LEAD TIME WEEKS | |
| TOOLING DESCRIPTION: | | | |
| | | | |
| TOOLING CAPACITY - PARTS PER SHIFT | | ESTIMATED TOOLING LIFE | |
| FOB LOCATION | | MATERIAL TYPE QUOTED | |
| ADDITIONAL INFORMATION: | | | |
| | | | |
| PROGRAM NAME | | START DATE | |
| PROGRAM LIFE | | MODEL YEAR | |
| ESTIMATED PPAP DATE FOR OUR CUSTOMER | | | |
| SUPPLIER EXCEPTIONS IF REQUIRED: | | | |
| | | | |
| GAUGING COSTS IF REQUIRED | | CURRENCY QUOTE TIED TO | |
| MATERIAL COST USED IF APPLICABLE | | EXCHANGE RATE USED | |
| SUR CHARGE PER LB IF NOT | | GROSS WEIGHT OF PART | |
| INCLUDED IN ABOVE MATERIAL COST | | NET WEIGHT OF PART | |
| COMPANY | | | |
| SIGNATURE | | | |
| <p> SUCCESSFUL BIDDER WILL BE REQUIRED TO PROVIDE DETAILED COSTING INFORMATION TOOLING IS PAID FOR WHEN WE PPAP TO OUR CUSTOMER RETURN QUOTE TO : DRAUB@POWERSANDSONSLLC.COM OR FAX 419-485-5490 ALL QUOTES MUST INCLUDE ANY EXPENSES RELATED TO COMPLYING WITH THE SUPPLIER INFORMATION MANUAL LOCATED AT http://supplier.powersandsonsllc.com/ ALL QUOTES MUST INCLUDE COST OF PPAP IN PART COST ELECTRONIC PRINT WILL BE PROVIDED WITH QUOTE, HARD COPY MAY SUBSTITUTED PRINTS MAY CONTAIN CHARACTERISTICS THAT REQUIRE STATISTICAL CONTROL PROCESS FLOW, FMEA, CONTROL PLAN REQUESTED 45 DAYS IN ADVANCE OF PPAP FOR APQP REVIEW PACKAGING COSTS SHOULD BE INCLUDED IN PART COST QUOTE ALL PRICING IN U.S. DOLLARS </p> | | | |
| <p> DESIGN INQUIRIES SHOULD BE DIRECTED TO THE FOLLOWING: SCOTT RITTER 419-485-3151 EXT 106 SRITTER@POWERSANDSONSLLC.COM BROOK OBERLIN 419-485-3151 EXT 126 BOBERLIN@POWERSANDSONSLLC.COM PAT FISCHER 419-485-3151 EXT 124 PFISCHER@POWERSANDSONSLLC.COM CHRIS FINK 419-485-3151 EXT 121 CFINK@POWERSANDSONSLLC.COM JESSE RAVER 734-354-6575 EXT 205 JRAVER@POWERSANDSONSLLC.COM GENE MESSENGER 734-748-5601 GMESSENGER@POWERSANDSONSLLC.COM BRAD ZOOK 419-485-3151 EXT 134 BZOOK@POWERSANDSONSLLC.COM DOUG LINK 419-485-3151 EXT 109 DLINK@POWERSANDSONSLLC.COM SAWYER MILLER 419-485-3151 EXT 122 SMILLER@POWERSANDSONSLLC.COM </p> | | | |