REQUIREMENT D78ES REV October 15, 1999

NOTE: TERMS AND CONDITIONS OF PURCHASE, REMARK C64ES, APPLY TO THIS RFQ AND ANY RESULTING PURCHASE ORDER(S).

NOTE: SELLER'S INFORMATION: NOTWITHSTANDING ANY DOCUMENT MARKING TO THE CONTRARY, ANY KNOWLEDGE OR INFORMATION -- WHETHER IN WRITING, VERBALLY, OR IN ANY FORM WHATSOEVER -- WHICH THE SELLER DISCLOSES TO PURCHASER IN RESPONSE TO OR IN CONNECTION WITH THIS RFQ OR PURCHASER'S EVALUATION OF SUPPLIER'S RESPONSE, SHALL NOT BE DEEMED CONFIDENTIAL OR PROPRIETARY INFORMATION. ACCORDINGLY, THE PURCHASER SHALL NOT BE LIABLE FOR ANY USE OR DISCLOSURE THEREOF.

INSTRUCTIONS FOR PREPARING QUOTATION

- 1. QUOTE BY REQUESTED RESPONSE DATE SHOWN ON THE FACE OF THIS REQUEST FOR QUOTATION (RFQ). QUOTES RECEIVED BY THE BUYER AFTER ANY QUOTE CLOSE DATE SHOWN ON THE FACE OF THIS RFQ MAY BE CONSIDERED NON-RESPONSIVE.
- 2. QUOTATION MUST BE SIGNED, OR TRANSMITTED WITH AN ELECTRONIC SIGNATURE, AND SHOULD INCLUDE PAYMENT TERMS BASED ON PURCHASER'S STANDARD TERMS OF SETTLEMENT, UNIT PRICES, BEST LEAD TIME AFTER RECEIPT OF ORDER, AND "FOB" TERMS WHICH SHOULD BE "FOB" CITY OF ORIGIN "FREIGHT COLLECT" WITH ACTUAL CITY OF ORIGIN BEING NAMED. UNLESS OTHERWISE STATED ON THIS RFQ, QUOTE SHOULD BE FIRM FIXED PRICE AND SHOULD BE VALID FOR 180 DAYS.
- 3. QUOTE THE MAXIMUM AVAILABLE PROMPT PAYMENT DISCOUNT TERMS. IN ADDITION, QUOTE ANY ALTERNATIVE LOT SIZE IF IT WOULD RESULT IN A MORE FAVORABLE UNIT PRICE.
- 4. IF SPECIAL TOOLING AND/OR SPECIAL TEST EQUIPMENT IS REQUIRED FOR WHICH PURCHASER WILL BE CHARGED, QUOTE MUST BE ACCOMPANIED BY A PRELIMINARY BREAKDOWN OF THE ITEMS OF SPECIAL TOOLING AND/OR SPECIAL TEST EQUIPMENT WHICH WILL BE REQUIRED TO FABRICATE THE PART OR OTHER END ITEM.

IN ADDITION TO THE ABOVE REQUIREMENTS THOSE SELLERS PROVIDING QUOTES SPECIAL TOOLING AND/OR SPECIAL TEST EQUIPMENT THE FOLLOWING IS ALSO REQUIRED FOR TOOLING: SELLERS SHALL REFER TO STANDARD REMARK E21ES TOOLING SUPPLEMENT. SUCCESSFUL SELLERS WILL BE REQUIRED TO SUBMIT A FINAL BREAKDOWN OF SPECIAL TOOLING AND SPECIAL TEST EQUIPMENT ON FORM GT166VES SHOWING DESIGN COST (IF THE SUPPLIER MAKES A DIRECT CHARGE TO THE ORDER FOR ANY DESIGN EFFORT) AND BUILD COST SEPARATELY FOR EACH TOOL BEFORE AWARD OF TOOLING PURCHASE ORDER.

- 5. UNLESS THIS RFQ SPECIFIES OTHERWISE, THE SELLER REPRESENTS THAT THE ITEMS QUOTED ARE NEW AND ARE NOT OF SUCH AGE OR SO DETERIORATED AS TO IMPAIR THEIR USEFULNESS OR SAFETY.
- 6. AWARD OF THE ORDER RESULTING FROM THIS RFQ MAY BE MADE WITHOUT DISCUSSIONS. THEREFORE, THE INITIAL QUOTE SHOULD CONTAIN THE SELLER'S BEST TERMS FROM A COST OR PRICE AND TECHNICAL STANDPOINT
- 7. THE BUYER CONTEMPLATES ISSUANCE OF A FIRM FIXED PRICE ORDER UNLESS SPECIFIED OTHERWISE IN THIS RFQ IN ADDITION TO THE ABOVE,

THE FOLLOWING APPLY TO ANY RFQ WHICH REFERENCES A GOVERNMENT CONTRACT

- 8. ON GOVERNMENT PURCHASE ORDERS, PROGRESS PAYMENTS MAY BE AVAILABLE UNDER PURCHASER'S CONTRACT IF A FIXED PRICE CONTRACT IS AWARDED AND SELLER COMPLIES WITH FAR 52.232-16 AND PART 32 OF THE FAR.
- 9. WHEN THE RESPONSE TO THIS REQUEST CONTAINS COSTS OR CHARGES FOR ROYALTIES, THE INFORMATION REQUIRED BY FAR 52.227-6 MUST BE FURNISHED FOR EACH ITEM OF ROYALTY OR LICENSE FEE.
- 10. IF A GOVERNMENT CONTRACT IS SPECIFIED, AND THE SELLER'S QUOTE EXCEEDS \$500,000, EXCEPT FOR QUOTATIONS FROM SMALL BUSINESSES AND FIRMS LOCATED OUTSIDE THE U.S., THE SELLER MUST SUBMIT A COPY OF ITS SMALL, SMALL DISADVANTAGED, AND WOMEN-OWNED SMALL BUSINESS SUBCONTRACTING PLAN, PER FAR 52.219-9, WITH ITS QUOTATION.
- 11. QUOTE WHETHER OR NOT US GOVERNMENT FACILITIES ARE TO BE USED. IF SO, QUOTE RENTAL CHARGES SEPARATELY
- 12. IF TECHNICAL DATA RIGHTS AND/OR COMPUTER SOFTWARE AND DOCUMENTATION RIGHTS ARE INVOLVED IN THIS QUOTATION, SELLER SHOULD NOTE THE POSSIBLE FLOWDOWN CLAUSES LISTED IN REMARK C64ES WHICH MAY CONVEY CERTAIN RIGHTS TO THE US GOVERNMENT AND MAY REQUIRE CERTAIN ACTIONS BY SELLER IN ORDER TO PRESERVE CERTAIN RIGHTS TO THE SELLER. IN ADDITION, IF THE "COMMERCIAL ITEMS" PROVISIONS OF PART 12 OF THE FAR APPLY TO THIS ORDER, THEN THE MANDATORY NONCOMMERCIAL TECHNICAL DATA AND COMPUTER SOFTWARE/ DOCUMENTATION CLAUSES MAY NOT APPLY. IN THIS CASE, SELLER SHOULD NOTIFY GEES IMMEDIATELY IF SELLER BELIEVES THAT THE "COMMERCIAL ITEMS" PROVISIONS APPLY TO THIS QUOTATION. THE COMPANY WILL REVIEW THE INFORMATION PROVIDED AND, IF NECESSARY, GET AGREEMENT FROM THE US GOVERNMENT ON THAT ISSUE.