



1370 VALLEY VISTA DR STE 100
 DIAMOND BAR CA 91765-3921
 Phone: 909-451-4300
 Fax: 909-451-4699

To: CITY OF LA HARBOR DEPT
 500 Pier A Street
 WILMINGTON CA 90744
 Attn: Mark Arca
 Phone: 310-732-0489
 Email: renee.hernandez@graybar.com
 Fax:

Date: 08/08/2025
Project Name: CAVOTEC
GB Quote #: 2000347880
 Purchase Order Nbr: REV 1
 Release Nbr:
 Additional Ref#:
 Revision Nbr:
 Valid From: 08/08/2025
 Valid To: 09/07/2025
 Contact: Renee L Hernandez
 Email: RENEE.HERNANDEZ@GRAYBAR.COM

Proposal

We appreciate your request and take pleasure in responding as follows

Notes: Notes: CAVOTEC
Currency: USD
Terms of Delivery (Incoterm 2020):
EXW, IT-CAV IT, Via G.Agnesi 3, Nova Milanese
Terms of Payment:
50% Down payment with PO / 50% N30 after pick-up
Validity of the Offer: 30 Days
Warranty: 18 Months warranty from delivery or 12 Months warranty from commissioning
Delivery Time: After drawings approval (not included shipping time), 24 Weeks
Payment Method: Wire Transfer
Advance Payment: 50%
Shipment Method: Pre-Pay Billed

Item	ItemType	Quantity	Supplier	Catalog Nbr	Description	Price	Unit	Ext.Price
100		1	CAVOTEC USA INC	001-SSBP2 (1/2)		\$44,437.50	1	\$44,437.50
GB Part#: 001-SSBP2 (1/2)						Tax: \$4,332.67		
Ship From: Reship-Factory								
Item Note: * OP-062658-JB2b HV junction box for cruise vessel - * (ref. to TS/DRW OP-062658-TS02c/OP-062658-T02a) * Standard Lead Time 24 Weeks								
200		1	CAVOTEC USA INC	001-SSBP2 (1/2)		\$44,437.50	1	\$44,437.50
GB Part#: 001-SSBP2 (1/2)						Tax: \$4,332.67		
Ship From: Reship-Factory								
Item Note: * 50% DOWN PAYMENT WITH PURCHASE ORDER.								

This equipment and associated installation charges may be financed for a low monthly payment through Graybar Financial Services (subject to credit approval). For more information call 1-800-241-7408 to speak with a leasing specialist.

This Graybar quote is based on the terms of sale in the EV2370 Master Agreement which can be found by clicking the link found at https://www.omniapartners.com/hubfs/PUBLIC%20SECTOR/Supplier%20Information/Graybar/EV2370_Graybar_MAD_2017_12_20.pdf

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Item	ItemType	Quantity	Supplier	Catalog Nbr	Description	Price	Unit	Ext.Price
300		2	CAVOTEC USA INC	001-PS (1/2)		\$4,784.38	1	\$9,568.76
GB Part#: 001-PS (1/2)						Tax: \$932.98		
Ship From: Reship-Factory								
Item Note: * OP-062658-PC1 # Live End Cbps (4 pcs) for Electrical interlock * for PowerFeed OP-062658-JB2a - (ref. to TS:OP-062658-TS03a) * Standard Lead Time 24 Weeks								

400		2	CAVOTEC USA INC	001-PS (1/2)		\$4,784.38	1	\$9,568.76
GB Part#: 001-PS (1/2)						Tax: \$932.94		
Ship From: Reship-Factory								
Item Note: * 50% DOWN PAYMENT WITH PURCHASE ORDER.								

500		1	CAVOTEC USA INC	150-SCFG2 (1/2)		\$37,390.63	1	\$37,390.63
GB Part#: 150-SCFG2 (1/2)						Tax: \$3,645.57		
Ship From: Reship-Factory								
Item Note: * Covers 57134ST-CSMH-20L-R as per drawing (modifications to design may carry a price change) * Standard Lead Time 16 Weeks								

600		1	CAVOTEC USA INC	150-SCFG2 (1/2)		\$37,390.63	1	\$37,390.63
GB Part#: 150-SCFG2 (1/2)						Tax: \$3,645.57		
Ship From: Reship-Factory								
Item Note: * 50% DOWN PAYMENT WITH PURCHASE ORDER.								

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Item	ItemType	Quantity	Supplier	Catalog Nbr	Description	Price	Unit	Ext.Price
601		1	CAVOTEC USA INC	HANDLING FEE		\$4,054.05	1	\$4,054.05
GB Part#: HANDLING FEE								
Ship From: Reship-Factory								
						Tax: \$395.27		

700		1	CAVOTEC USA INC	ESTIMATED FREIGHT		\$22,250.00	1	\$22,250.00
GB Part#: ESTIMATED FREIGHT								
Ship From: Reship-Factory								
Item Note: * ESTIMATED COST to ship products manufactured in Italy. * Includes shipping, insurance, import fees and potential tariffs. * Standard Lead Time 3 Weeks								

Subtotal: \$209,097.83
Estimated Tax : \$20,387.04
 (Actual tax value will be calculated at time of order placement)
Total : \$229,484.87

F O B:
Delivery:* Documents Supporting this proposal: * Technical Specification OP-062658-TS02 Rev. C * OP-062658-TS03 Rev. A * Drawing Number OP-062658-T02 Rev. A * Incoterms: Ex Works (customer pick-up in the factory). * Incoterms location: Nova Milanese, Italy * Lead time: 24 weeks manufacturing time after approval of drawings; does not include shipping time. We estimate 4-6 weeks shipment * time from Italy to USA, California. * Other Considerations: * UL Certification is not included. * Commissioning services are not included * Cavotec's standard warranty is 12 months from commissioning (18 months from shipment). * This quote and supply are subject to Cavotec's Terms & Conditions included in this document. If different, please read "Special * Terms & Conditions". * For PowerCover: * Documents Supporting this proposal: * Drawing/Specs Number 57134ST-CSMH-20L-R-SUB * Incoterms: FOB * Incoterms location: Port of Los Angeles * Lead time: 16 weeks manufacturing time after approval of drawings; includes shipping time (1 week). * Logistics/Importation * Based on our current experience and current shipping cost received from one of our suppliers of services, we made an order of * magnitude estimation of shipping, taxes, tariffs, fees and * handling fees

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Signed: _____

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