

## Quotation

Company Name:	LSL Consulting (Pty) Ltd	Our Ref:	2025-11-24 DO001
Contact Person:	Antonio da Gama Teixeira	Client Ref:	Email
Contact Details:	antoniodgt@lsltek.co.za	Date:	2025-11-24
Nr of Pages:	6	Author:	A. Coetser

Dear Gustav

**RE: Supply only offer for Medium Voltage Switchgear equipment for Saldanha. – Rev 02:**

We thank you for the opportunity to quote on your requirements, as noted herein.

**Technical Clarification:**

1. We have prepared this offer in accordance with our best interpretation of the information provided.
2. Factory Acceptance Testing (FAT) is provided at our factory in , Johannesburg South. All client personnel travel, transport and lodging costs are for the account of the client.
3. We have excluded the below from this offer:
  - a. On-site installation and cold commissioning.
  - b. Terminations and cable joints, as well as the installation of these items;
  - c. Special rigging, civil works, and cable works;
  - d. Plinths, floor frames;
  - e. No remote control/protection panels or metering panels or the installation of these items;
  - f. Grading studies or protection audits;

**Scope of Supply and Bill of Quantities: - Rev 02:**

Sub N:

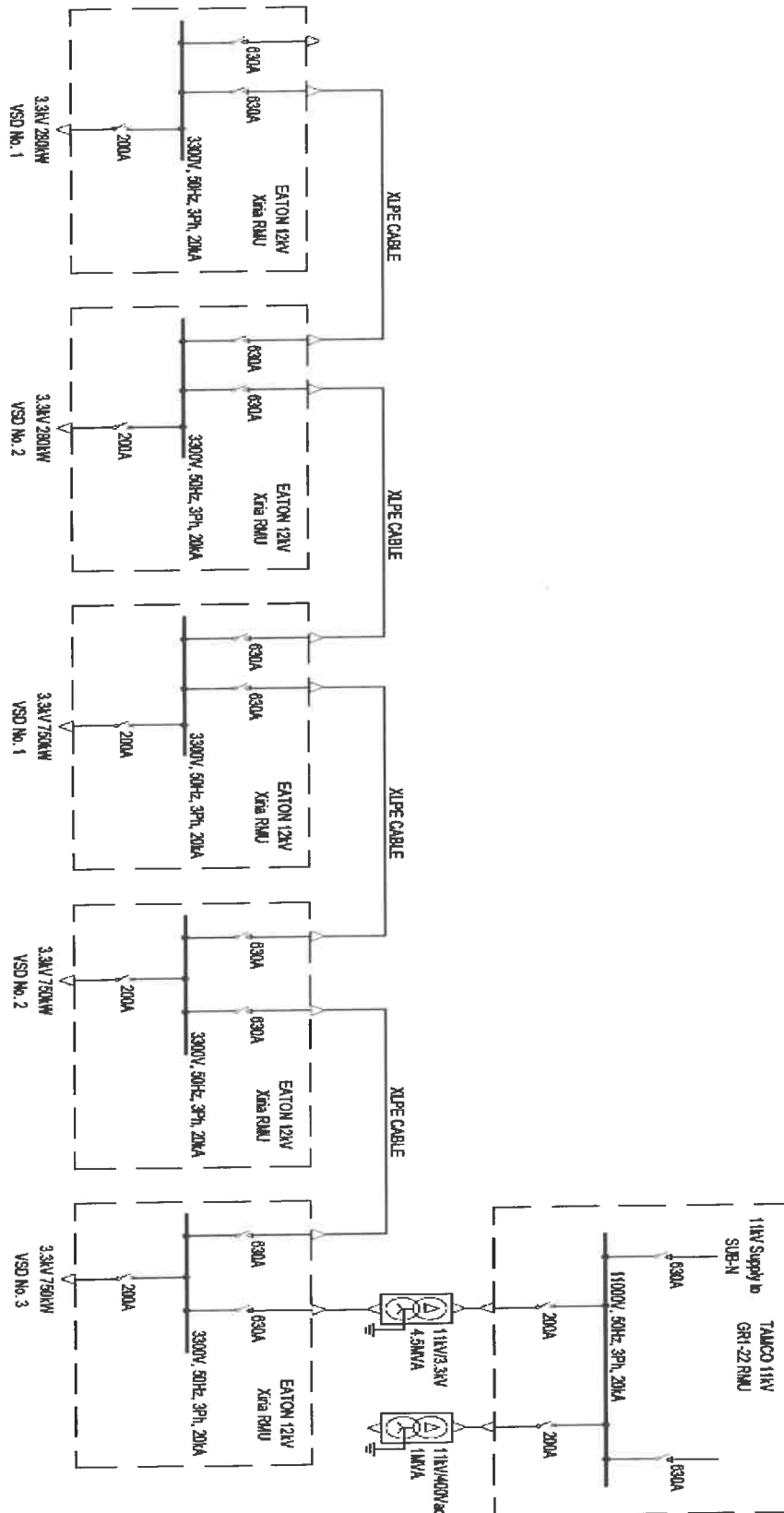
No	RMU Switchgear	Qty	Unit Price	Total Price
	<b>Indoor 12kV Ring Main Unit (RMU):</b>			
1	Eaton Xiria RMU: 12kV 20kA 3-Panel CTC Configuration 2 x 630A Vacuum LBS / Isolator/s; 1 x 200A Vacuum Circuit Breaker/s; Manual Operation; Non-Motorised; Non-Extensible; 1 x Self Powered O/C E/F WIC Relays; Includes Outdoor Kiosk; Excludes Plinth;	2	R 257 017.20	R 514 034.40
1	Eaton Xiria RMU: 12kV 20kA 3-Panel CCT Configuration 2 x 630A Vacuum LBS / Isolator/s; 1 x 200A Vacuum Circuit Breaker/s; Manual Operation; Non-Motorised; Non-Extensible; 1 x Self Powered O/C E/F WIC Relays; Includes Outdoor Kiosk; Excludes Plinth;	2	R 221 883.60	R 443 767.20
1	Eaton Xiria RMU: 12kV 20kA 3-Panel CCT Configuration 2 x 630A Vacuum LBS / Isolator/s; 1 x 200A Vacuum Circuit Breaker/s; Manual Operation; Non-Motorised; Non-Extensible; 1 x Self Powered O/C E/F WIC Relays; Includes Outdoor Kiosk; Excludes Plinth;	1	R 371 337.60	R 371 337.60
1	TAMCO Outdoor RMU 11kV 20kA 4-Way GR1 - 22 2 x 630A Isolators; 2 x 200A SF6 Circuit Breakers; Manual Operation; Non-Extensible; 2 x Self Powered O/C E/F Ashida Relays. Excluding plinth;	1	R 356 816.40	R 356 816.40
	<b>Accessories / Other:</b>			
1	Outdoor Kiosks	5	R 115 257.60	R 576 288.00
<b>Sub Total 2: - Excl VAT</b>				<b>R 2 262 243.60</b>

Lead time with outdoor kiosks: 6 to 8 working weeks.  
Lead time without outdoor kiosks: 2 to 4 working days.

Delivery:

Item	Delivery:	Qty	Unit Price	Total Price
1	Delivery and Off-loading only in Saldanha (Equipment placed Roadside / Kerbside next to the HCV. Rigging and craneage excluded)	1	R 217 888.80	R 217 888.80

Sub Total :	R 2 262 243.60
Delivery:	R 217 888.80
<b>Total (Excluding):</b>	<b>R 2 480 132.40</b>
Vat:	R 372 019.86
<b>Total (Including):</b>	<b>R 2 852 152.26</b>



## **Commercial Terms and Conditions:**

### **Rate of Exchange:**

- Quoted switchgear is currently Ex-Stock and price is fixed and firm, while stock lasts.

### **Delivery Lead Time: - Rev 01:**

- From Final Drawing approval: The lead time on the switchgear offer as herewith quoted is, subject to prior sale and stock availability currently approximately noted above, otherwise 20 to 24 working weeks, if new stock is to be ordered, (excluding supplier year end shut down periods of 4 to 6 weeks) and is however subject to any possible shipping, freight and / or trade restrictions and delays, to be confirmed at time of order.

### **Delivery Terms:**

- Delivery for this offer is quoted Incoterms 2020° DAP Saldanha, unloaded.
  - Exclusions for export goods: Customs Clearance, duties & taxes at destination.
  - Risk in the goods will pass to the buyer upon delivery.

### **Validity:**

- This offer is valid for 30 days, from date hereof and precedes all previous offers for this particular enquiry/project and is subject to the ROE noted herein and shipping cost escalations and increases.

### **General Payment Terms – With Credit Facility:**

- Our offer excludes VAT.
  - VAT will be charged as applicable in accordance with customs regulations and requirements, as also required for export items when not transported by our carrier.
- Our standard terms are 30 days nett (subject to credit approval).
- Trade Discount - A trade discount of 0% is offered on the full value of this quotation (subject to credit approval).
- Settlement discount on a 30 day account– A settlement discount of 0% is offered for payment strictly 30 days net from statement.

### **General Payment Terms – Cash Transaction:**

- Our offer excludes VAT.
  - VAT will be charged as applicable in accordance with customs regulations and requirements, as also required for export items when not transported by our carrier.
- Our terms are:
  - 1<sup>st</sup> payment – 50% deposit payment of the purchase order value at time of purchase order placement;
    - Note that drawings for approval will only commence when this payment has been received;
  - 2<sup>nd</sup> payment – 30% payment of the total project value, including any possible variation orders, at time of drawing approval;
    - Note that panel building will not commence until approved drawings and this payment has been received;
  - 3<sup>rd</sup> payment – Payment in full of the outstanding balance of the final project value at time of FAT (Factory Acceptance Test);
    - Delivery will be made after this payment has been received. ■ No further Discount is available.

### **General Terms and Conditions:**

- Unless otherwise stipulated in this offer, our General Terms and Conditions are applicable to this offer, and this is available upon request.

When placing an order please quote our reference number.

Please do not hesitate to contact the undersigned should you require any additional information.

Kind regards,  
Andre Coetser