

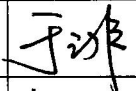
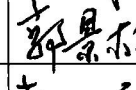
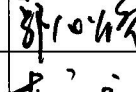
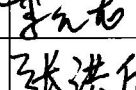

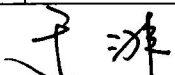
单一来源采购谈判记录表

项目名称：购买 ODIM 系统备件

记录人：林勇

谈判地点：青岛市黄岛区长江东路 8 号

谈判时间:2018.6.20

供应商名称	Rolls-Royce Marine Benelux BV			
产品名称	ODIM 系统备件	数量	一批（附清单）	
规格型号	附清单	目标价格	\$45426.45 约¥378133	
质量等级				
技术要求	零部件必须满足科学号 ODIM 系统的技术要求，能够在需要时完成所购零部件同 ODIM 系统在用零部件的更换或备用。			
供应商提供的采购标的成本、同类项目合同价格以及相关专利、专有技术等情况说明	供应商为设备生产商，无中间供应商，采购价为生产商价格。			
合同主要条款及价格商定情况	合同总价 EXW45426.45 美元，货期 6 周，由外贸公司、中国科学院海洋研究所和 Rolls-Royce 公司签订三方外贸合同。			
谈判争议点	无			
谈判结果	中国科学院海洋研究所 以 45426.45 美元的价格从 Rolls-Royce 公司购买这批零部件。			
谈判小组人员	姓名	单位	职称	签字
	于非	中国科学院海洋研究所	研究员	
	郭景松	国家海洋局第一海洋所	正高级工程师	
	郭心顺	中国海洋大学	教授	
	李元龙	中国科学院海洋研究所	研究员	
	张洪欣	国家海洋局北海分局	教授级高工	
谈判小组组长	签字 		时间：2018.6.20	

附件清单

序号	描述	零件号	数量
1	SEAL KIT FOR CYL. POS. 13	235486	1
2	SEAL KIT FOR CYL. POS. 14	235489	1
3	SEAL KIT FOR MOTOR POS. 5	107251	1
4	The rim for the wheel	150816	2
5	WHEEL	150815	4
6	O-RINGS BETWEEN BLOCKS. BRAKE	215567	1
7	SEAL KIT FOR GIR POS. 32	236643	1
8	FILTERELEMENT	238424	10
9	SEAL KIT FOR MEC. ACT. PVG120	105726	2
10	VALVE PVG 120 EL. ACT 11-32V	157362	2
11	SEAL KIT FOR CYLINDER POS. 12	235488	1
12	SEAL KIT FOR CYLINDER POS. 21	235485	1
13	SEAL KIT FOR TACHO SHAFT FOR ENCODER	158304	1
14	FILTERELEMENT	127663	1
15	FILTERELEMENT, LEAKOIL	165723	1
16	FILTERELEMENT. TANK LINE (RETURN)	166061	2
17	FILTERELEMENT H. P. PUMP UNIT 1.	160631	1
18	FILTERELEMENT H. P. PUMP UNIT 2. 3. 4.	160255	1
19	FILTERELEMENT. TANK LINE (RETURN)	132401	1
20	FILTERELEMENT. FLUSHING	162050	1
21	FILTER, BREATHER FOR TANK	169888	2
22	折臂吊油管绞盘	245917	1
23	CTD 绞车液压缸位置传感器	245818	2



Number: SH1008964
 Customer Ref.: email
 Other Ref.:
 Quote Print date: 19-JUN-2018

Sold-to	Ship-to	Attend-to location
INSTITUTE OF OCEANOLOGY, CHINESE ACADEMY OF SCIENCES NANHAI ROAD, SHINAN AREA, NO. 7, CN - QINGDAO, SHANDONG PROVINCE CHINA	INSTITUTE OF OCEANOLOGY, CHINESE ACADEMY OF SCIENCES NANHAI ROAD, SHINAN AREA, NO. 7, CN - QINGDAO, SHANDONG PROVINCE CHINA	INSTITUTE OF OCEANOLOGY, CHINESE ACADEMY OF SCIENCES NANHAI ROAD, SHINAN AREA, NO. 7, CN - QINGDAO, SHANDONG PROVINCE CHINA
Contact person Name: Lin, Yong	Contact person Name: Lin, Yong	Contact person Name: Mr.Lin,Yong

General information	Shipping information
RR Vessel ID: RR-40553 IMO No.: 9643788 Vessel name: KE XUE RR Sales Rep.: Xinglong Chen Terms of payment: 30 days from date of invoice	Carrier: Routine / Standard Delivery Way of delivery: To be picked up Shipping marks: KE XUE Estimated total net weight: Unknown Terms of delivery: EXW Incoterms 2000 Brattvaag,Norway

Rolls-Royce is pleased to submit following quotation, subject to intermediate sale
 Quotation valid for 60 days.

Activity: 10 Seal kits, filter elements	DELIVERY TIME IS STATED AS WORKING
Object/Serial No.: OCG1041/OCG1041 OCEANOGRAPHIC - ODIM	DAYS/WEEKS FROM ORDER
Assignment Start/Engineer: 12-APR-2018	

Material line	Note	Quantity	Unit	Pos.	Item	Description	Unit Price	Line amount	Quoted Del. date
1		1	pcs		Parent item: 235486-DM	Unknown Seal Kit	335,6900	335,69	3 WEEKS
2		1	pcs		235489-DM	Seal Kit	660,4100	660,41	4 WEEKS
3		1	pcs		107251-DM	Seal Kit	76,2500	76,25	4 DAYS

Postal / Billing Address:
 Rolls-Royce Marine Benelux BV
 c/o Global Distribution Center-Europe
 Werfdijk 2, 3195 HV, Pernis, The Netherlands
 GDC.Europe@rolls-royce.com
 www.rolls-royce.com
 Tel.: +31 (0) 10 40 92 160

Ship-from / to:
 Rolls-Royce Marine Benelux BV
 Aarsundveien 24,
 N-6270 Brattvaag, Norway

VAT Tax no: NO 995 337 037
 Chamber of Commerce Rotterdam
 No.: 2053188
 EORI no.:NL802018993
 HSBC Swift: HSBCNL2A (EUR/SGD/AUD)
 HSBC Swift: MIDLGB22 (NOK/SEK/GBP/USD)
 Nordea Swift: NDEANOKK (NOK)

HSBC EUR: NL69HSBC0733645763
 HSBC SGD: NL95HSBC0786494581
 HSBC AUD: NL20HSBC0786494573
 HSBC NOK: GB17MIDL40051569845108
 HSBC SEK: GB92MIDL40051569845116
 HSBC GBP: GB41MIDL40025011317814
 HSBC USD: GB70MIDL40051569845124
 Nordea NOK: NO7665500667782



Rolls-Royce

Quotation

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Material line	Note	Quantity	Unit	Pos.	Item	Description	Unit Price	Line amount	Quoted Del. date
4		2	pcs		150816-DM	Control Wheel	818,1800	1.636,36	4 WEEKS
5		4	pcs		150815-DM	Guide Rowel	1445,8000	5.783,20	3 WEEKS
If You want the complete wheel, 133428, that can be arranged									
6	NR	1	pcs		215567-DM	O-Ring	3,0100	3,01	14 DAYS
7		1	pcs		236643-DM	Seal Kit	2431,8200	2.431,82	3 WEEKS
8		10	pcs		238424-DM	Filter Cartridge	123,6300	1.236,30	7 WEEKS
9		2	pcs		105726-DM	Seal Kit	50,2300	100,46	4 DAYS
10		2	pcs		157362-DM	Actuator, Electro-Mechanical	851,7200	1.703,44	4 DAYS
11		1	pcs		235488-DM	Seal Kit	735,6100	735,61	3 WEEKS
12		1	pcs		235485-DM	Seal Kit	2387,7500	2.387,75	3 WEEKS
13		1	pcs		158304-DM	Control Shaft	166,3400	166,34	4 WEEKS
This is the shaft and seals									
You will also need 1 ea 128021-DM to complete the seal kit (line 23)									
14		1	pcs		127663-DM	Filter Cartridge	190,7100	190,71	4 DAYS
15		1	pcs		165723-DM	Filter Cartridge	206,0500	206,05	4 DAYS
16		2	pcs		166061-DM	Filter Cartridge	167,2400	334,48	3 WEEKS
17		1	pcs		160631-DM	Filter Cartridge	158,3700	158,37	13 DAYS
18		1	pcs		160255-DM	Filter Cartridge	369,3800	369,38	4 DAYS
19		1	pcs		132401-DM	Filter Cartridge	146,4900	146,49	3 WEEKS
20		1	pcs		162050-DM	Filter Cartridge	146,4900	146,49	14 DAYS
21		2	pcs		169888-DM	Breathing Filter	1039,5600	2.079,12	4 DAYS
23		1	pcs		128021-DM	O-Ring	7,5200	7,52	5 WEEKS
Estimated total net weight: Unknown							Total material amount:		20.895,25 USD

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Other line	Quantity	Unit	Description	Unit Price	Line amount
22	1	pcs	Hose reel	13.533,71	13.533,71
We need the serial number for the crane for purchase					
25	2	pcs	Transducer, 245818-DM	5.498,74	10.997,49
8 weeks delivery from purchase					
Total other amount:					24.531,20 USD
Assign. line	Work Center	Employee No.	Employee Name		
1	Spare Parts, Brattvag	001112	Korsfur, Janne-Rita		
Total activity amount:					45.426,45 USD

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 Customer Ref.: email
 Other Ref.:
 Quote Print date: 19-JUN-2018

Total quoted amount:	45.426,45	USD
Total net quoted amount (Ex. VAT):	45.426,45	USD

Spare parts (material) are supplied in accordance with the Orgalime S2012 General Conditions for the Supply of Mechanical, Electrical and Electronic Products dated March 2012 (as amended by Rolls-Royce). All repair, conversions and other labour carried out in- and outside Rolls-Royce's premises are conducted in accordance with the General Terms and Conditions for Services In- and Outside Rolls-Royce Marine's Service Locations (together the "General Terms") as attached.

Rolls-Royce shall not accept the return of any Products marked, "NR" for 'Non-Returnable'. The return of any spare parts is subject to the prior written approval of Rolls-Royce and issue of a return material authorisation.

Genuine Rolls-Royce spare parts are warranted against defect caused by materials or workmanship in accordance with the terms and conditions set out in the General Terms. The prices are exclusive of VAT. All deliveries are made in accordance with the terms stated above. The goods supplied shall remain our property until paid for in full. Imported goods are included at prices based on the appropriate rate of exchange. We take reservation in case of alteration in custom tariff rates and duty regulations.

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