

单一来源采购谈判记录表

项目名称：购买水下缆控潜器(ROV)零部件

记录人：吕亚军

谈判地点：青岛市黄岛区长江东路 8 号

谈判时间:2019.04.03

供应商名称	Soil Machine Dynamics Singapore Pte Ltd(SMD)			
产品名称	ROV 用零部件	数量	一批（附清单）	
规格型号	附清单	目标价格	43990.93 美元 约¥362925.18 元	
质量等级				
技术要求	零部件必须满足“发现”号水下缆控潜器的技术要求，能够在需要时完成所购零部件同“发现”ROV 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	本次所采购的备品备件用于 ROV 设备运行易损零部件损坏或损耗时更换用，原设备供应公司不对第三方零备件开展技术服务（否则出现损坏外商不承担责任），为确保设备安全运转，建议仍从原设备供应商处购买，采购形式为单一来源。 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	经过与 SMD 公司多次邮件沟通，SMD 公司报价为优惠价，合同总价 EXW43990.93 美元，货期 13 周，由外贸公司、中国科学院海洋研究所和 SMD 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 43990.93 美元的价格从 SMD 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	于非
	郭景松	国家海洋局第一海洋所	正高级工程师	郭景松
	郭心顺	中国海洋大学	教授	郭心顺
	栾振东	中国科学院海洋研究所	正高级工程师	栾振东
	王兴	国家海洋局北海分局	高级工程师	王兴
谈判小组组长	签字 于非		时间：2019.04.03	

附件清单

Items	Description(En)	Description(CH)	Type	Qty.
1	Filter return element HPU	HPU 回油滤器滤芯	AF3489	3
2	FILTER ELEMENT PALL HC0FKS13H TO FIT PRESSURE FILTER PALL HH4710S24KSTB13	HPU 压力油滤芯	IA5344	3
3	FILTER ELEMENT PALL HC9100FKN13H TO FIT RETURN FILTER PALL HH6420F24KNTB1YF15	小液压站回油滤芯	IA5345	3
4	FILTER ELEMENT PALL HC9100FKN8H TO FIT PRESSURE FILTER PALL HH4610S20KNSB1	小液压站出油滤芯	IA5346 (AC8931)	3
5	ROLLER FLEETING	排缆器导轮	AC8727	2
6	Filter Element 006-1517	T4 滤芯	CSP0404	2
7	Thruster Seal Kit	轴封	AE7834 (THE-300BA-SP1)	7
8	Shaft ASS	推进器轴	DV_3823	2
9	Filter Element HP 0240 D 005 BN	高压滤芯	AG5264	1
10	Filter Element For LF330- 5micro	低压滤芯,	AC1955 (AD2695)	1
11	Filter Element OCH1210	油水分离	AB9197	1
12	ORING CORD 3mm	oring,米	OR-1040	10
13	HOSE SUCTION MEGAFLEX 340/75mm I.D.	吸样管,米	AH4457	10
14	CTION/DELIVERY MEGAFLEX 340/60mm I.D.	吸样管,米	AH4458	1
15	PIN SHOULDEDED ROLLER	排缆器导轮销	AC8726	2
16	PLATE ROLLER FLEETING MOUNT (A PAIR)	排缆器导轮固定板	AC8728	2
17	KT (DECK)	时间继电器	AA9656 (AC4566)	2
18	K (DECK)	继电器	AG9628	2
19	VALVE CSAB-XXN/V SHUTTLE	梭阀	PD8764	1
20	VALVE DPBC-LEN/V DIRECTIONAL	方向选择阀	PF0887	1
21	VALVE NCCB-LEN/V FLOW CONTROL	流量调节阀	PC8628	1
22	A -Frame cylinder seal kits	A 架油缸密封组件	PH2452	4
23	Pcb Focal 907 Rs485 Expansion Board	485 通讯板	AE5503	2
24	SCREW BLEED -M6X10 MM	bearing house 放油螺栓	AB0882	20
25	FIELDBUS BECKHOFF KL3468 8 CHANNEL	数字信号处理(数字模拟量模块总)	AF1519	1
26	FIELDBUS BECKHOFF KL2284 4 CHANNEL	数字信号处理 (倍福数字量模块)	AF1509	1
27	T4 Servo Valve	T4 伺服阀	AE6487	2
28	PROPELLOR HT380	推进器扇叶	OV_3042	2
29	TERMINAL TERMATE MBA8	终端接线柱	AB3696	4
30	COMPENSATOR 1 Pint	补偿器	EV_4002-1 MK-2	1
31	垂直推进器 ASSEMBLY VERT THRUSTER C/W FITTINGS	甲板液压站进油滤芯	AD5486	1
32	Gateway Ethernet Serial Anybus	Focal 907 母板	AD5777	2
33	Joystick D/EX 2735 Fighter Pilot	工具底座	AB3321	1

34	NOZZLE SUCTION SAMPLER	吸样器	AH2367	1
35	Fieldbus modbus BK7300	耦合器	AF1502	1
36	NAS 1275-8,1/2-20X1.25 12PT	螺杆	001-5440P (AF2356)	6
37	FIELDBUS BECKHOFF KL2442 2 DIGITAL	数字信号处理 倍福数字输出模块	AF1507	1



Institute of Oceanology Chinese Academy of Science
R/V Operation & Management Center
7 Nanhai Road
266071 -
Qingdao
CN - CHINA

Soil Machine Dynamics Ltd
Turbinia Works
Davy Bank, Wallsend
NE28 6UZ

Telephone: 44 (0)191 234 2222
Facsimile: 44 (0)191 234 0444

Quotation Date: 15/03/2019

ExpiryDate: 20/04/2019

Dear Yajun Lv,

Thank you for your recent enquiry, ref. , we are pleased to offer this quotation.

ITEM	PART	DESCRIPTION	UNIT	QTY	UNIT PRICE	EXTENDED PRICE
1	AF3489	FILTER RETURN ELEMENT UE319AS20Z	EACH	3	328.82	986.46
	Lead time Qty 4 weeks					
2	IA5344	FILTER ELEMENT PALL HC0FKS13H TO FIT PRESSURE FILTER PALL	EACH	3	205.44	616.32
	Lead time Qty 2 weeks					
3	IA5345	FILTER ELEMENT PALL HC9100FKN13H TO FIT RETURN FILTER PALL	EACH	3	221.55	664.65
	Lead time Qty 2 weeks					
4	AC8931	ELEMENT PRESSURE FILTER HC9100-FKN-8H	EACH	3	169.64	508.92
	Lead time Qty 1 week					
5	AC8727	ROLLER FLEETING	EACH	2	72.45	144.90
	Lead time Qty 3 weeks					
6	CSP0404	FILTER ELEMENT 006-1517	EACH	2	525.56	1,051.12
	Lead time Qty 1 week					
7	HTE_300BA-SP1	ASSY THRUSTER SEAL KIT - HTE_300/380/430	EACH	7	104.91	734.37
	Lead time Qty 4 Weeks					
8	DV_3823	SHAFT ASSEMBLY HTE 380 / 300	EACH	2	826.83	1,653.66
	Lead time Qty 4 weeks					
9	AG5264	FILTER ELEMENT HP 0240 D 005 BN4HC	EACH	1	127.97	127.97
	Lead time Qty 5 weeks					
10	AD2695	ELEMENT FILTER PRESSURE	EACH	1	172.43	172.43
	Lead time Qty 7 weeks					
11	AB9197	FILTER ELEMENT	EACH	1	42.75	42.75
	Lead time Qty 1 week					
12	OR_1040	O RING CORD 3mm	Meter	10	0.75	7.50
	Lead time Qty 1 week					
13	AH4457	HOSE SUCTION MEGAFLEX 340/75mm I.D. 1m LENGTH	EACH	10	32.93	329.30
	Lead time Qty 3 weeks					
14	AH4458	HOSE SUCTION/DELIVERY MEGAFLEX 340/60mm I.D. 1m LENGTH	EACH	1	26.43	26.43





ITEM	PART	DESCRIPTION	UNIT	QTY	UNIT PRICE	EXTENDED PRICE
	Lead time Qty 3 weeks					
15	AC8726	PIN SHOULDERED ROLLER	EACH	2	124.20	248.40
	Lead time Qty 2 weeks					
16	AC8728	PLATE ROLLER FLEETING MOUNT	EACH	2	165.60	331.20
	Lead time Qty 2 weeks					
17	AC4566	RELAY TIME-DELAY RE17RCMU	EACH	2	52.05	104.10
	Lead time Qty 1 week					
18	AG9628	RELAY SPDT 24VDC DIN-RAIL PANEL MOUNT	EACH	2	11.00	22.00
	Lead time Qty 4 weeks					
19	PD8764	VALVE CSAB-XXN/V SHUTTLE	EACH	1	41.49	41.49
	Lead time Qty 1 week					
20	PF0887	VALVE DPBC-LEN/V DIRECTIONAL	EACH	1	78.47	78.47
	Lead time 1 week					
21	PC8628	VALVE NCCB-LCN/V FLOW CONTROL	EACH	1	31.26	31.26
	Lead time Qty 12 weeks					
22	PH2452	NUT M4 NYLOC SS A2-70	EACH	4	0.06	0.24
	Lead time Qty 1 week					
23	AE5503	PCB FOCAL 907 RS485 EXPANSION BOARD	EACH	2	1,297.77	2,595.54
	Lead time Qty 1 week					
24	AB0882	SCREW, BLEED - M6 x10mm	EACH	20	16.80	336.00
	Lead time Qty 1 week					
25	AF1519	FIELDBUS 8 CHANNEL ANALOGUE IN 0-10V	EACH	1	320.75	320.75
	Lead time Qty 4 weeks					
26	AF1509	FIELDBUS 4 CHANNEL DIGITAL OUTPUT 24VDC 2A	EACH	1	227.21	227.21
	Lead time Qty 1 week					
27	AE6487	VALVE SERVO (Manipulator)	EACH	2	6,186.90	12,373.80
	Lead time Qty 1 week					
28	OV_3042	PROPELLOR HT 380	EACH	2	886.37	1,772.74
	Lead time Qty 10 weeks					
29	AB3696	TERMINAL C/W BARRIER M8 STEEL 750V	EACH	4	2.07	8.28
	Lead time Qty 1 week					
30	EV_4002-1 MK-2	ASSY COMPENSATOR 1 PINT - BSP - 2-8 PSI - NO TRANSDUCER	EACH	1	877.50	877.50
	Lead time 6 weeks					
31	AD5486	ASSEMBLY VERT THRUSTER C/W FITTINGS	EACH	1	8,100.06	8,100.06
	Lead time Qty 1 week					
32	AD5777	GATEWAY ETHERNET SERIAL ANYBUS COMMUNICATOR E-NET/IP	EACH	2	591.80	1,183.60
	Lead time Qty 1 week					
33	AB3321	JOYSTICK D/EX 2735 FIGHTER PILOT	EACH	1	6,807.51	6,807.51
	Lead time Qty 1 week					
34	AH2367	NOZZLE SUCTION SAMPLER	EACH	1	879.75	879.75





ITEM	PART	DESCRIPTION	UNIT	QTY	UNIT PRICE	EXTENDED PRICE
Lead time Qty 3 weeks						
35	AF1502	Fieldbus modbus BK7300	EACH	1	450.99	450.99
Lead time 4 weeks						
36	AF2356	BOLT 1/2" UNF x 3" HX HD A2 SS "	EACH	6	7.70	46.20
Delivery 2 weeks.						
38	AF1507	FIELD BUS 2 DIGITAL OUTPUT 24VDC 4A (1x8A)	EACH	1	87.06	87.06
Delivery 1 week.						
Total Quotation Value (Excluding VAT):						43,990.93

All prices are shown in USD.

Should you require any additional information please contact SMD Services

referring to Quotation: 121242.

Yours Faithfully,

Madeline Hutchinson

For and On Behalf of Soil Machine Dynamics Ltd.

Prices may be subject to change if quantities differ when ordered

Lead time Qty 13 weeks

Delivery Terms: EXW, SMD

Delivery Location:

Minimum Order Value £25,00

Payment Terms: 60% T/T prior to EXW delivery. 40% T/T 15 days after receipt by End-User

All goods subject to prior sale.

SMD's Standard Terms and Conditions of Sale 'SMD-SAL-MIN-STD-003' apply to quotations for spares. SMD's Standard Terms and Conditions of Sale for Services 'SMD-SAL-SERV (MIN)-STD-001' apply to quotations for equipment repairs, modifications and upgrades. The applicable terms shall supersede and replace any and all other terms and conditions or previous agreements. Any special conditions agreed and incorporated into this Quotation shall take precedence over SMD's Standard Terms and Conditions.

Bank remittance service charges: Sender to pay ALL outgoing bank charges (include Intermediary bank charge); Payee to pay incoming bank charges



主 题: RE: Quote requests / SQ 121242

发件人: "Hylton Laws" <Hylton.Laws@smd.co.uk>

2019-4-1 17:29:25

收件人: "吕亚军" <lvyajun@qdio.ac.cn>

抄 送: "OY Ouyang" <ouydg@cszic.com>

Good morning,

Thank you for getting in touch,

SMD values your business and we regard you as one of our top clients. With this being said, we already included a discount in the original quotation. Unfortunately on this occasion we will be unable to go any lower than the discounted price previously offered.

Please can you advise what you intend to do next. I look forward to hearing from you

Thanks again.

Best regards,

Hylton Laws

Sales Representative

SMD Services

Direct dial: +44 (0)191 234 7002

Mobile: +44 (0)7813606326

Email: Hylton.laws@smd.co.uk



Give us your feedback here: <https://www.surveymonkey.co.uk/r/SSMJQ85>

From: 吕亚军 <lvyajun@qdio.ac.cn>
Sent: 01 April 2019 09:24
To: Hylton Laws <Hylton.Laws@smd.co.uk>
Cc: OY Ouyang <ouydg@csrzc.com>
Subject: Re: Quote requests / SQ 121242

Hi ,

Hope you're well,

As for the quotation of 121242, this is the spare parts we want to buy. Can SMD company give us a better price?

Thanks and I hope you have a great day.

Best regards,

-----原始邮件-----

发件人:"Hylton Laws" <Hylton.Laws@smd.co.uk>
发送时间:2019-03-21 19:51:48 (星期四)
收件人:"lvyajun@qdio.ac.cn" <lvyajun@qdio.ac.cn>
抄送:
主题: Quote requests / SQ 121242

Hi ,

Hope you're well,

Last week my colleague Dave released a quotation to you referenced 121242

Do you have any idea if this is a quotation which will be purchased?. If not please could you help provide us with some feedback? Were we too expensive or was it a pricing exercise? We appreciate the feedback as it'll help us moving forward and allows us to have a look at what we can do to win your business.

Thanks and I hope you have a great day.

Best regards,

Hylton Laws

Sales Representative

SMD Services

Direct dial: +44 (0)191 234 7002

Mobile: +44 (0)7813606326

Email: Hylton.laws@smd.co.uk



Give us your feedback here: <https://www.surveymonkey.co.uk/r/SSMJQ85>

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此致
敬礼

吕亚军

中国科学院海洋研究所工程技术部

地址：青岛市黄岛区长江东路8号

电话：0532-82869650

邮箱：lvyajun@qdio.ac.cn

Kind regards,

Lv yajun

Institute of Oceanology, Chinese Academy of Sciences (IOCAS), No.8 Changjiangdong Road, Qingdao 266071, P.R.China

Tel : 0532-82869650

E-mail: lvyajun@qdio.ac.cn

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