



103-235 Stafford Road
West
Nepean, Ontario
CANADA K2H 9C1
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Tel (613) 596-4244
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Q U O T A T I O N

(Please see important shipping instructions below)

DATE

COMPANY

REF# SAMPLE

Further to your recent request regarding IST test services, we are pleased to offer the following quotation for the evaluation of IST coupons, designed to quantify the performance of the PTH interconnects. A Purchase Order (P.O.) must be received prior to testing, results will not be released until a copy of the P.O. is received.

ITEM	DESCRIPTION: STANDARD TURNAROUND TIME FOR THIS TYPE OF TESTING IS 3 WEEKS (21 DAYS)	UNIT PRICE	QTY	TOTAL COST
1	Payment made by Bank Wire Transfer	\$35.00	1	\$35.00
2	Product pre-screening (up to 100 coupons)	\$270.00	1	\$270.00
3	Product Pre-conditioning simulated assembly (per coupon) 3 + 6 CYCLES @ 230C	\$12.00	24	\$288.00
4	Capacitance Measurement -DELAM protocol (up to 100 coupons)	\$270.00	1	\$270.00
5	Single sense to 500 cycles @ 150C	\$80.00	36	\$2880.00
6	Failure Location (up to 100 coupons)	\$270.00	1	\$270.00
7	Micro sectioning (up to 6 pictures/micro section – additional pictures \$10 each)	\$ 85.00	3	\$255.00
8	Failure Analysis (per hour)	\$150.00	3	\$450.00
9	Report Writing (per hour)	\$150.00	3	\$450.00
				\$0.00
	SUB TOTAL		(\$USF)	\$5168.00
				0
	TOTAL		(\$USF)	\$5168.00

TERMS OF PAYMENT: PAYABLE IN U.S FUNDS, Net 30 Days. This quotation is valid for 60 days. For additional information related to this quote, please see contact information above.

Shipping Instructions: via your preferred courier, **paid by sender**, tightly wrapped so coupons are not damaged in transit. Please identify **GLOVER CUSTOMS BROKER INC.** as the responsible Canadian customs broker to clear all incoming shipments.

Commercial Invoice should read: Description = # coupons, for destructive testing, NO commercial/resale value, **UNIT VALUE = \$US 0.50 / coupon.**

IMPORTANT: If the Commercial Invoice is different from the above, the shipment will be subject to Canadian Customs and Clearance charges. Such charges be will be added to your invoice.

Returning coupons to Customer: If you would like your coupons returned after testing, **at your cost**, your courier name and account number must be provided, otherwise the coupons will be destroyed.



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IST SERVICE PRICE LIST
ANNEX C

DESCRIPTION:	UNIT PRICE
New Custom coupon design service charge	\$300.00
Product pre-screening (up to 100 coupons)	\$270.00
TMA – Thermal Mechanical Analysis (per sample)	\$160.00
DMA – Dynamic Mechanical Analysis (per sample)	\$160.00
Product Pre-conditioning simulated assembly (per coupon)	\$12.00
Capacitance Measurement -DELAM protocol (up to 100 coupons)	\$270.00
Single sense to 500 cycles	\$80.00
Single sense to 50 cycles	\$55.00
Single sense to 1000 cycles	\$110.00
Single sense to 1500 cycles (additional 500 cycles @ \$75/coupon)	\$160.00
Dual sense to 50 cycles	\$95.00
Dual sense to 500 cycles	\$140.00
Dual sense to 1000 cycles	\$200.00
Dual sense to 1500 cycles (additional 500 cycles @ \$75/coupon)	\$260.00
Single sense to 500 cycles - RUSH 2 Day Turnaround	\$135.00
Single sense to 1000 cycles - RUSH 4 Day Turnaround	\$160.00
Dual sense to 500 cycles - RUSH 2 Day Turnaround	\$260.00
Dual sense to 1000 cycles - RUSH 4 Day Turnaround	\$285.00
Administrative charge (< 12 coupons)	\$110.00
Failure Location (up to 100 coupons)	\$270.00
Micro sectioning (up to 6 pictures/micro section – additional pictures \$10 each)	\$ 85.00
Micro sectioning – Large/Custom Format (up to 6 pictures/micro section)	\$170.00
Micro section Regrinds (per micro section- up to 2 pictures/micro section)	\$50.00
Micro section Solder Floats (per micro section)	\$20.00
Failure Analysis (per hour)	\$150.00
Report Writing (per hour)	\$150.00
Additional statistical analysis- Weibull (per hour)	\$130.00
Payment made by Bank Wire Transfer	\$35.00
Discount of 7% on cycling testing for quantities exceeding 100 coupons (discount will be applied on the final invoice when 100+ coupons have been tested)	