

**Sea-Bird Electronics, Inc.**

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SBE Preliminary Quote Number 65454R

Date: July 28, 2011

TO: Monterey Bay Aquarium Research Institute

ATTN: Ken Heller

FROM: Ryo Matayoshi

Sea-Bird Electronics is pleased to submit our **Preliminary Quote Number 65454R** as follows:

Item	SBE Num	Qty	Description	Unit Price	Extended Price
1	CONCERT37B	1	Confirm and recertify SBE 37. Complete external inspection. Test all functions. Complete internal inspection including opening the main housing, replacing end cap "piston" o-rings and making minor internal repairs or modifications. Hydrostatic pressure test and water bath check following closure. Costs of major repairs or modifications or calibration are not included.	235.00	235.00
2	CAL 37	1	Extra charge to calibrate C & T, and C&P cell and recal if necessary.	405.00	405.00
3	BHCON	1	Extra charge to replace bulkhead connector (any sensor, pump or instrument). Cost of connector is additional (see price list).	45.00	45.00
4	172021	1	Bulkhead connector, 4-pin titanium, Wet-pluggable, MCBH-4MP (WB) Titanium, 1/2-20	185.00	157.25
Total Order (ExWorks FOB Factory):					\$842.25
Net Total:					\$842.25

Seabird will prepay and add to the invoice the return shipping charges, unless otherwise instructed**TERMS:** Prices in USA Dollars, ExWorks (FOB Factory, Bellevue, WA, USA)

A 15% Educational Discount applies to new equipment and replacement parts and is included in this quote. **Calibration, Service & Repair charges are not subject to discount.**

Freight and insurance charges can be billed "Collect" or prepaid and added to our invoice. Payment is due Net 30 days from date of shipment. A service charge (computed at an annual rate of 12% and beginning on the 31st day) will be assessed on all accounts not paid within 30 days. Upon request, we will re-quote with airfreight and insurance to a specified address, or Airport (City) VISA, MasterCard, and AMEX are also accepted at customer's convenience.

Delivery: Typically 4 weeks after receipt of equipment. This quote is valid through October 28, 2011

Please note that this is a **preliminary quote** for calibration of the CTD. If we determine that repairs or additional services are required or recommended, we will contact you for authorization before making the repairs or performing the services. Please review our website (http://www.seabird.com/customer_support/service.htm) for information on how to ship your instrument to Sea-Bird, and please complete a "Service Request Form" and return it to us. The Quote Number (65454R) must also be entered on the form where it asks for "RMA #" on the Service Request Form. ALSO, PLEASE write the RMA/QUOTE number on the outside of the crate when the unit is shipped to us. If you have any questions or we may be of any further assistance please feel free to contact us.

Best regards,

Ryo Matayoshi