



Hilary Chisholm
 Navigational Products Sales Coordinator
 hchisholm@nautel.com

QUOTATION

To: Canadian Coast Guard
 St. John's, NF
 Canada
 Attn: Mr. Matthew Fisher

Nautel Limited

Date: 21 February 2017
 Quotation No.: 17OT1280
 Page: 1 of 5
 Reference:

Schedule of Equipment

Qty	Model	Description	Unit Price Cdn Dollars	Total Price Cdn Dollars
1	ATU-HPD	3000 W Antenna Tuning Unit • Operation from 190 kHz to 535 kHz. • Operation from 115 V ac/230 V ac, 50/60 Hz, Single Phase. • Remote Control/Monitor when used with Vector Transmitter. • Automatic Resistive Matching Range: 0.5R to 2 R. • Automatic Tuning Range: ±5% antenna capacity variation. • Wall or base mounted	11,327.00	11,327.00

Unless specifically identified in the description, Transmitter to ATU interconnecting cables are not quoted.

ATU-HP Options

_	ATU-HP-RK	Resistor Kit with Sunshield to provide increased bandwidth for improved system performance	1,889.00	
_	ATU-HP-CK-D	Frequency Change Kit - set of RF power capacitors for ATU-HP operating with DGPS transmitter	1,209.00	

Specify with Order:

Frequency _____ kHz TX Power Output _____ watts
 ID _____

CANADIAN DOMESTIC QUOTATION			
Subject to attached Terms of Offer			
Issued by:	Date	Accepted by:	Date
Hilary Chisholm Navigational Products Sales Coordinator	21/07/17	_____	/ /
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Schedule of Equipment

Qty	Model	Description	Unit Price Cdn Dollars	Total Price Cdn Dollars
<u>Spares</u>				
	ATU-HP	Site Spares	6.09	
		Station Spares	14.93	
		PWB and Modules		
	NAPC144C/01	ATU Control/Monitor PWB Assembly	2,169.00	
	ZAP28	Motor Assembly	108.00	
	ZAP29	Motor Assembly	138.00	
	195-9082	Fan Module, ZA46	83.00	

NAUTEL reserves the right to substitute equivalent parts where necessary due to unavailability or change in supplier. Changes will not affect the performance of the equipment.

Purchase of spares after delivery of equipment is handled by Nautel Customer Service at their current pricing.

Services

Lot	Commissioning	On-site commissioning of Nautel equipment. Ensures the installation has been done correctly for a smooth initial power up of the system and tuning of the ATU-HPD	1,200.00/day
		Travel Time, Transportation, accommodations and expenses billed at cost plus 10%.	
		Travel time is billed at \$1,200/day	

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Hilary Chisholm	21/02/17	_____	/ /
Navigation Products Sales Coordinator		_____	
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TERMS OF OFFER

CONDITIONS OF SALE The items and services quoted on the face hereof are offered subject to the terms and conditions stated herein. No modifications or additions to these conditions will be recognized by NAUTEL unless specifically agreed to in writing by NAUTEL. These terms and conditions shall take precedence over any purchaser's terms and conditions which appear on any order issued pursuant to this quotation.

ACCEPTANCE This quotation, when signed by the Buyer, shall constitute an order by the Buyer ("Purchase Order") when given to NAUTEL and accepted in writing by NAUTEL at its office located at the address set forth on the face hereof. When so accepted this Purchase Order shall constitute the only contract between the Buyer and NAUTEL for the purchase and sale of the articles covered thereby upon the terms and conditions herein set forth. This agreement shall be deemed to have been formed in the Province of Nova Scotia, Canada/State of Maine, U.S.A. and shall be governed by the laws thereof

CHANGES Changes in the specifications on which the purchaser's order covered by this quotation is based will not be accepted unless requested in writing and such changes agreed to by NAUTEL in writing. Such changes may be subject to additional charges.

SPECIAL CONDITIONS

VALIDITY This quotation is valid for 30 days from today's date.

MANUFACTURE NAUTEL reserves the right to manufacture equipment in any company plant, unless specifically stated otherwise.

PRICES Prices quoted are in Canadian Dollars, Ex Works. **Prices are exclusive of all duties, taxes, insurance and freight charges unless otherwise stated.**

ERRORS Stenographic and clerical errors are subject to correction. Unit prices will govern in the event of an error in price extensions.

TAXES Unless otherwise shown, and indicated as a separate item herein, the prices specified do not include any sale, excise, occupation or use taxes which may be applicable to this transaction. It is understood and agreed that in addition to payment of the prices specified herein, the Buyer shall reimburse NAUTEL the amount of any such sales, use or excise taxes not included herein which may be assessed against and become payable by NAUTEL in respect of the Buyer's Purchase Order.

PAYMENT TERMS Payment by cash transfer or certified cheque in favour of Nautel Limited, 25% deposit with order, balance 5 days prior to shipment.

BANKING Banking, negotiation or other use of Buyer's down payment shall not constitute an acceptance by NAUTEL of this order, unless accepted in writing per the provisions stated under **ACCEPTANCE**.

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Bank Account: Wire transfer payments may be made to:

The Royal Bank of Canada
Clayton Park Branch
271 Lacewood Drive
Halifax, Nova Scotia
Canada B3M 4K3
Halifax, Nova Scotia
SWIFT: ROYCCAT2
ABA: 021000021
Transit Number: 05783
IBAN: 003100581805783
Account Number: 100-581-8
Beneficiary: Nautel Limited

CANCELLATION Except where otherwise agreed upon in writing, orders once accepted are subject to a cancellation fee which shall be the greater of any loss or expense incurred in relation to booking, processing or any material ordering and/or manufacturing related to the subject order or a 10% cancellation fee.

SHIPMENT Unless specified by the Buyer, NAUTEL will select the carrier to ship this Purchase Order. Buyer shall pay all shipping and insurance costs, and C.O.D. charges (when applicable), unless otherwise provided for on the face of this document.

Buyer shall have full responsibility to file any necessary claims with the carrier for shipment. If any articles are lost or damaged in shipment, it shall be the Buyer's responsibility to file any necessary claims with the carrier.

Shipping Time Equipment is estimated to be available for shipment from factory within 6-8 weeks of receipt of
A) Order and Downpayment
B) All engineering information
subject to confirmation at time of order.

PENALTIES AND DELAYS No penalty clause of any kind, in any specification or order, will be effective unless specifically approved in writing by NAUTEL. NAUTEL shall not be liable for any damages, expenses or consequential damages caused by any delay in, or inability to complete, the manufacture and shipment of any equipment or articles called for under this Purchase Order if such delay or inability is caused by labour difficulties, fire or other casualty, act of God, acts of the public enemy, transportation difficulties, NAUTEL's inability to obtain equipment and materials from others, governmental interference or controls, or any other cause beyond the control of NAUTEL.

LIABILITY NAUTEL shall not be liable to the purchaser, or to any other person, firm or corporation, for any direct, indirect, or consequential damages or injury of any kind or character unless otherwise stated. Additionally, it is a condition of all sales that NAUTEL shall not be liable for any damage or personal injury resulting from faulty workmanship or defects in any equipment supplied to NAUTEL by any other party and incorporated into the goods supplied by NAUTEL pursuant to this quotation.

WARRANTY The equipment is warranted in accordance with NAUTEL's standard Warranty terms included herewith.

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WARRANTY

by Nautel Limited/Nautel Inc. (herein after referred to as Nautel)

Nautel Limited/Nautel Inc. hereinafter referred to as NAUTEL guarantees all mechanical and electrical parts of the equipment for a period of twenty-four (24) months from date of shipment, provided the equipment has been installed, operated and maintained in accordance with NAUTEL's recommendations and the equipment has not been misused, neglected or modified. NAUTEL's liability is limited, at the absolute discretion of NAUTEL, to repairing or replacing equipment that is to the satisfaction of NAUTEL to have been found defective.

1. Properly qualified technical personnel must install maintain and repair the equipment in accordance with Nautel recommendations and good engineering practice.
2. A "Part Failure" shall be deemed to have occurred when the part has become defective, or does not have the characteristics required for the specified equipment performance:
 - (a) when the equipment is operated within the design parameters, and
 - (b) when the equipment is installed and adjusted according to NAUTEL's prescribed procedures as stated in the instruction manual.
3. NAUTEL shall provide replacements for all "Parts" at no cost to the Customer when they become defective during the warranty period, and upon the return of the defective part.
4. In the event that a "Part" fails during the warranty period and causes damage to a subassembly which cannot be readily repaired in the field, the entire subassembly so damaged may be returned to NAUTEL for repair. The repairs will be made without charge to the Customer.
5. Written authorization must be obtained before returning any equipment or goods for any reason. Equipment or goods returned under this warranty shall be delivered to NAUTEL's premises at the Purchaser's expense. Where no-charge warranty replacements or repairs are provided under items 2 or 3, NAUTEL will pay that part of the shipping costs incurred in returning the part/assembly to the Customer.
6. Nautel cannot warranty, guarantee, or be responsible for
 - (c) defects or failures caused in whole or in part by abuse, misuse, unauthorized repair attempts, or unauthorized alteration or modification of the equipment.
 - (d) equipment built to customer specifications that is later found not to meet customer needs or expectation.
 - (e) performance of equipment when it is used in combination with other equipment not purchased, specified, or approved by Nautel.
 - (f) damages and performance limitations due to outside forces such as lightning, excessive heat or cold, or high corrosive environments.
 - (g) Changes made by personnel other than Nautel authorized personnel, including charges incurred.
7. NAUTEL shall have the privilege of investigating whether failures have been caused by factors beyond its control.
8. NAUTEL shall in no event be liable for any consequential damages arising from the use of this equipment.
9. This warranty is in lieu of all other express warranties of NAUTEL and NAUTEL does not assume, nor is any other person authorized to assume on NAUTEL's behalf any other obligation or liability.

All equipment being returned to NAUTEL and all requests for repairs or replacements should be marked "field return" and addressed to the nearest factory depot:

**Nautel Limited
10089 Peggy's Cove Road
Hackett's Cove, NS, Canada B3Z 3J4
Tel: 902-823-2233/Fax: 902-823-3183
24 Hour Answering Service 902-823-3900**

**Nautel Inc.
201 Target Industrial Circle
Bangor, ME, USA 04401
Tel: 207-947-8200/Fax: 207-947-3693**

