

YOUR REQUIREMENTS	Dashboard of steel's suppliers			
	COUNTRY	COUNTRY	COUNTRY	COUNTRY
	SUPPLIER n°1	SUPPLIER n°2	SUPPLIER n°3	SUPPLIER n°4
DATE : xx.xx.xxx				
0. Company's website				
1. Company's address				
2. Dtails's quotation for xxxx tonnes a year.	Please sse the tab n°1	Please sse the tab n°2	Please sse the tab n°3	Details are in the tab n°4

3. Materials prices :	by Ton	for 27 T (1 container 20'GP)	by Ton	for 27 T (1 container 20'GP)	by Ton	for 27 T (1 container 20'GP)	by Ton	for 27 T (1 container 20'GP)
	a) XXXXX - ( sheet metal ) : xxxmm (Lenght) x xxxmm (Width) x xxxmm (thickness )							
b) XXXXX - ( sheet metal ) : xxxmm (Lenght) x xxxmm (Width) x xxxmm (thickness )								
c) XXXXX - ( sheet metal ) : xxxmm (Lenght) x xxxmm (Width) x xxxmm (thickness )								
d) XXXXX - ( sheet metal ) : xxxmm (Lenght) x xxxmm (Width) x xxxmm (thickness )								
Total FOB prices :								

4. SEA FREIGHT	SUPPLIER'S QUOTATION	MY QUOTATION	MY QUOTATION	SUPPLIER'S QUOTATION
PORT TO PORT	XXXX, COUNTRY to XXXXX, COUNTRY (CY-CY)	XXXX, COUNTRY to XXXX, COUNTRY (CY-CY)	XXXX, COUNTRY to XXXX via XXXX, COUNTRY (CY-Door)	TO COUNTRY- other details no indicated
FREIGHT FOB :				
TOTAL CFR FREIGHT (without insurance)		XXXX USD (XXXX USD by container 20'GP to XXXX )	XXXXUSD - for 4 containers (XXXX USD by container 20'GP )	
TOTAL CIF FREIGHT (with insurance)	XXXX USD	TBC later	TBC later	XXXX USD

Additional advantages				
4. QUALITY certificates	ISO 9001:2015 + another	ISO 9001:2015	ISO 9001:2015	ISO 9001:2015
5. Technical sheets : MTC (material test certificate)	Yes - in the joined folder	Yes - in the joined folder	will be provided as soon as the goods are produced	Yes-in the joined folder
6. Photos	No	Yes	No	No
7. Payment terms	TT 30%,70% before shipment	30%/T as deposit, 70%/T after goods ready before shipment. ( please see below comments)	30%/T as deposit, 70%/T before delivery or others	30%/T as deposit, 70%/T before shipment
8. Min. order quantity of each thickness	2 T for each a,b, c, and 5 Tfor d	2T of each	2T of each	2T of each
9. Possibility of a smal lot in the first delivery for tests	11 T in total	8 T in total	10 T - please see below comments	10 T
10. Brochure/Flyer	Yes - in the joined folder	No	not received	not received
11 . Additional Supplier's Comments		2.2 the advance payment must be made by T / T, and the balance payment is preferably made by T / T. Irrevocable L / C at sight is acceptable, and further communication with the customer is required to reach an agreement	Usually our MOQ is 25 tons. We can also accept it if you want 10 tons for the first time.Because we want to establish a long-term cooperative relationship with you. Hope this order can be the beginning of our cooperation.	

Total Quotation : Material + FFREIGHT				
Quotations' Classification after anlyse	n°2	n°1 is the best quotation quality vs price)	N°4	n°3
Difference with Supplier n°1				
Pourcentage of the difference				
My contact's appreciation	very good, very quick answer	very good, very quick answer	very good, answer 24 hours after request.	very good, answer 5 days after request. But due to holidays