COMMERCIAL CUSTOMER CONTRACT QUOTATION

| _ | | | | | | Contract | | |
|--|--|------------------|-------|---------------|----------------------------|-----------------|-----------|--|
| | | | | | auatation1 | | | |
| Supply information | customer profile | | | serial number | | | | |
| Seller contact number | company name principal telephone / fax | | | | Quotation date: Bidder: | | | |
| 1. Product name, s | specification mo | del, quantity ar | od am | ount, etc. | (can also b | e attached as a | in attach | |
| Item Number | product name | Specifications | umit | quantity | unit price | the amount | Packing | |
| | | | | | | 0 | | |
| | | | | | | 0 | | |
| | | | | | | 0 | | |
| | | | | | | 0 | | |
| | | | | | | 0 | | |
| total (capital) | | RMBO | | | Subtotal | ¥0.00 | | |
| 2. The total amous may be incurred b from Party A. 3. Delivery date as 1. Delivery date: | y Party B to per | | | | | | | |
| 2. Delivery locatio | | | | | | | | |
| 3. Delivery locatio | | | | | | | | |
| 4. Remarks: | - | | | | | | | |
| Party A: | | | | 800 | tv B: | | | |
| principal: | | principal: | | | | | | |
| | | | | | mp: | | | |
| stampt | | | | | | | | |

Sample Of Contract Quotation Document

William Sims Curry

Sample Of Contract Quotation Document:

Export/Import Procedures and Documentation Thomas E. JOHNSON, Donna Bade, 2010-03-26 The details of international business are growing more complex by the day and even the most seasoned professionals can find themselves in need of guidance This comprehensive answer book supplies readers with a clear view of the entire export import process explaining the ins and outs of shipping and insurance payment mechanisms distributors vs agents customs and export control requirements and transportation issues Featuring dozens of sample contracts procedures checklists and ready to use forms Export Import Procedures and Documentation is an authoritative voice in the everchanging often confusing world of international laws and regulations. The revised fifth edition contains new and expanded information on topics including Corporate oversight and compliance Valuation The Export Control Reform Act Licensing requirements and exceptions International Commerce Trade Terminology The shifting definition of Country of Origin Specialized exporting and importing And more Thorough and accessible this trusted resource provides readers with the tools they need to manage supply chain dynamics around the world and keep everything organized up to date and above board each step of the way Guide to Construction Contract Surety Claims William Schwartzkopf, Richard Tasker, 2005-01-01 Practical Guide to Construction Contract Surety Claims Second Edition provides clear guidance on the methods procedures and case law surrounding the surety process Whether you represent the surety principal or obligee this one of a kind reference will provide you with the indispensable practical guidance and reliable tools you need to manage the surety process Practical Guide to Construction Contract Surety Claims Second Edition is logically organized around the various types of bonds payment bond bid bond performance bond as well as the claims that are asserted against those bonds and the methods of investigation and resolution of those claims It covers in detail the surety s options for resolving performance bond claims including Tender Completion by the obligee Completion by surety Financing the principal This book also addresses matters that affect the claims handling process such as Bankruptcy of the principal Claims for extra contractual damages Claims by the surety against the principal Indemnity for losses sustained by the surety The interrelationship of the surety and the insurance carriers for the construction project Valuable analysis of case law is included within the discussion of each topic and the relevant facts of key cases are highlighted where applicable Bonus Interactive CD ROM Includes All Forms and Documents This unique CD ROM contains nearly 150 forms such as sample agreements and correspondence among the parties providing the guidance you need to act guickly and protect your client's interests in any situation *Understanding* the NEC3 ECC Contract Kelvin Hughes, 2023-01-06 As usage of the NEC formerly the New Engineering Contract family of contracts continues to grow worldwide so does the importance of understanding its clauses and nuances to everyone working in the built environment Currently in its third edition this set of contracts is different to others in concept as well as format so users may well find themselves needing a helping hand along the way Understanding the NEC3 ECC Contract uses plain

English to lead the reader through the NEC3 Engineering and Construction Contract s key features including main and secondary options the use of early warnings programme provisions payment compensation events preparing and assessing tenders Common problems experienced when using the Engineering and Construction Contract are signalled to the reader throughout and the correct way of reading each clause explained The way the contract effects procurement processes dispute resolution project management and risk management are all addressed in order to direct the user to best practice Written for construction professionals by a practicing international construction contract consultant this handbook is the most straightforward balanced and practical guide to the NEC3 ECC available An ideal companion for employers contractors project managers supervisors engineers architects quantity surveyors subcontractors and anyone else interested in working successfully with the NEC3 ECC The Interior Design Business Handbook Mary V. Knackstedt, 2012-08-22 Thousands of interior design professionals have come to rely on The Interior Design Business Handbook for comprehensive accessible coverage of the essential procedures tools and techniques necessary to manage a successful interior design business The Fifth Edition of this essential resource has been revised to address the latest trends and changes in the field with new and updated material on business size and structure building a brand client development social networking and Internet marketing finances purchasing technology and software programs and other key areas Complete with more than 75 sample forms and letters this Fifth Edition is a one stop resource for all aspects of establishing and running an interior design business from choosing a location and managing day to day operations to growing a business and putting it up for sale All of the techniques and procedures in the book are rooted in real world experience and are used daily in successful design firms throughout the United States Filled with valuable information for solo practices and small firms as well as larger businesses this book is an indispensable resource for seasoned professionals as well as interior designers who are at the start of their Government Contracting William Sims Curry, 2022-12-30 Through three comprehensive editions Government career Contracting Ethical Promises and Perils in Public Procurement has been lauded for exposing fraud incompetence waste and abuse FIWA and analyzing corruption mismanagement and ineptitude that defile government contracting The first two editions thoroughly outlined procurement throughout the contracting cycle including initial planning evaluating proposals contractor selection contract administration contract closeout and auditing They further provided much needed guidance on contracting documents management tools and processes for addressing negative influences on government contracting This third edition incorporates the results of a new nationwide study into best public procurement practice as well as recent examples of real world procurement fraud cases offering recommendations for procurement practices to deter fraud Public procurement tools such as requests for proposals pro forma contracts proposal evaluation forms sole source justification and approval forms and other useful tools including PowerPoint presentations are provided on a website to accompany the book This textbook is aimed at postgraduate students and academics working in the fields of public administration policy and

procurement along with public procurement professionals Commerce Business Daily ,1997-12-31 **Decisions of the** Comptroller General of the United States United States. General Accounting Office, 1958 Contains a selection of major decisions of the GAO A digest of all decisions has been issued since Oct 1989 as United States General Accounting Office Digests of decisions of the Comptroller General of the United States Before Oct 1989 digests of unpublished decisions were JCT98 Building Contract: Law and Administration Issaka Ndekugri, Michael Rycroft, 2014-02-04 issued with various titles The Joint Contracts Tribunal's Standard Form of Building Contract is the most common contract used in the UK to procure building work Understanding it is a core part of any construction student's degree and a vital part of the working life of professionals in the construction industry The JCT98 Building Contract works through the contract systematically explaining it in easy to follow language covering all contract issues thoroughly and illustrating with case law examples the current situation and latest amendments It is ideal reading for both the student of construction and the professional seeking to update their knowledge Business Communication Pooja Khanna, As we usher in the New Education Policy NEP 2020 the significance of soft skills specifically skills in communication is greatly enhanced One of the core skills sought by business houses is the ability to conduct and communicate with others effectively Amongst the top five criteria for selecting employees four communication skills speaking writing listening and interpersonal communication are rated by recruiters as the most important Effective communication brings people together For a business to be successful and relationships to remain healthy communication plays a vital role This book is especially written to meet this purpose It is in exact conformity with the syllabus of Business Communication paper of B Com Semester I of all Uttar Pradesh universities and colleges as per National **Education Policy NEP 2020** Index Digest of the Published Decisions of the Comptroller General of the United Index Digest of the Published Decisions of the Comptroller General of the United States United **States** ,1968 States. General Accounting Office 1968 Code of Federal Regulations ,1995 **Managing Construction Contracts** Robert D. Gilbreath, 1992-04-16 This Second Edition focuses on the commercial issues of contracting covering the lifespan of a contract in four stages inception of need bid and award administration termination Written from the owners perspective it is appropriate for construction managers and contract administrators New material includes the effects of the computer on construction management practices the risks and rewards of cross border contracts and the role of the lawyer The Code of Federal Regulations of the United States of America, 1972 The Code of Federal Regulations is the codification of the general and permanent rules published in the Federal Register by the executive departments and agencies of the Federal The Engineering Manual of the American Electric Railway Engineering Association American Government Electric Railway Engineering Association, 1927 Purchasing and Supply Chain Management Robert M. Monczka, Robert J. Trent, Robert B. Handfield, 2002 Intended for college and university level courses addressing purchasing materials management supply chain management sourcing management and similar material this text presents a managerial

perspective on the core tasks and challenges required to manage the purchasing function within the contex <u>Joint Volumes</u> of Papers Presented to the Legislative Council and Legislative Assembly ... New South Wales. Parliament,1917 Includes various departmental reports and reports of commissions Cf Gregory Serial publications of foreign governments 1815 1931

Records & Briefs, <u>Colorado Business Contracts</u> Edward D. White,2010 <u>Patent Practices of the Department of Papers Presented to the Legislative Council and Legislative Assembly ...</u>

the Treasury United States. Congress. Senate. Committee on the Judiciary. Subcommittee on Patents, Trademarks, and Copyrights, 1960

This book delves into Sample Of Contract Quotation Document. Sample Of Contract Quotation Document is a vital topic that must be grasped by everyone, from students and scholars to the general public. This book will furnish comprehensive and indepth insights into Sample Of Contract Quotation Document, encompassing both the fundamentals and more intricate discussions.

- 1. The book is structured into several chapters, namely:
 - Chapter 1: Introduction to Sample Of Contract Quotation Document
 - Chapter 2: Essential Elements of Sample Of Contract Quotation Document
 - Chapter 3: Sample Of Contract Quotation Document in Everyday Life
 - Chapter 4: Sample Of Contract Quotation Document in Specific Contexts
 - ∘ Chapter 5: Conclusion
- 2. In chapter 1, the author will provide an overview of Sample Of Contract Quotation Document. The first chapter will explore what Sample Of Contract Quotation Document is, why Sample Of Contract Quotation Document is vital, and how to effectively learn about Sample Of Contract Quotation Document.
- 3. In chapter 2, the author will delve into the foundational concepts of Sample Of Contract Quotation Document. The second chapter will elucidate the essential principles that need to be understood to grasp Sample Of Contract Quotation Document in its entirety.
- 4. In chapter 3, this book will examine the practical applications of Sample Of Contract Quotation Document in daily life. This chapter will showcase real-world examples of how Sample Of Contract Quotation Document can be effectively utilized in everyday scenarios.
- 5. In chapter 4, the author will scrutinize the relevance of Sample Of Contract Quotation Document in specific contexts. The fourth chapter will explore how Sample Of Contract Quotation Document is applied in specialized fields, such as education, business, and technology.
- 6. In chapter 5, the author will draw a conclusion about Sample Of Contract Quotation Document. This chapter will summarize the key points that have been discussed throughout the book.
 - The book is crafted in an easy-to-understand language and is complemented by engaging illustrations. It is highly recommended for anyone seeking to gain a comprehensive understanding of Sample Of Contract Quotation Document.

https://crm.avenza.com/files/Resources/HomePages/Rover%2075%20Connoisseur%20Owners%20Manual.pdf

Table of Contents Sample Of Contract Quotation Document

- 1. Understanding the eBook Sample Of Contract Quotation Document
 - The Rise of Digital Reading Sample Of Contract Quotation Document
 - Advantages of eBooks Over Traditional Books
- 2. Identifying Sample Of Contract Quotation Document
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
- 3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Sample Of Contract Quotation Document
 - User-Friendly Interface
- 4. Exploring eBook Recommendations from Sample Of Contract Quotation Document
 - Personalized Recommendations
 - Sample Of Contract Quotation Document User Reviews and Ratings
 - Sample Of Contract Quotation Document and Bestseller Lists
- 5. Accessing Sample Of Contract Quotation Document Free and Paid eBooks
 - Sample Of Contract Quotation Document Public Domain eBooks
 - Sample Of Contract Quotation Document eBook Subscription Services
 - Sample Of Contract Quotation Document Budget-Friendly Options
- 6. Navigating Sample Of Contract Quotation Document eBook Formats
 - ePub, PDF, MOBI, and More
 - Sample Of Contract Quotation Document Compatibility with Devices
 - Sample Of Contract Quotation Document Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Sample Of Contract Quotation Document
 - Highlighting and Note-Taking Sample Of Contract Quotation Document
 - Interactive Elements Sample Of Contract Quotation Document

- 8. Staying Engaged with Sample Of Contract Quotation Document
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Sample Of Contract Quotation Document
- 9. Balancing eBooks and Physical Books Sample Of Contract Quotation Document
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Sample Of Contract Quotation Document
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Sample Of Contract Quotation Document
 - Setting Reading Goals Sample Of Contract Quotation Document
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Sample Of Contract Quotation Document
 - Fact-Checking eBook Content of Sample Of Contract Quotation Document
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

Sample Of Contract Quotation Document Introduction

In this digital age, the convenience of accessing information at our fingertips has become a necessity. Whether its research papers, eBooks, or user manuals, PDF files have become the preferred format for sharing and reading documents. However, the cost associated with purchasing PDF files can sometimes be a barrier for many individuals and organizations. Thankfully, there are numerous websites and platforms that allow users to download free PDF files legally. In this article, we will explore some of the best platforms to download free PDFs. One of the most popular platforms to download free PDF files is Project

Gutenberg. This online library offers over 60,000 free eBooks that are in the public domain. From classic literature to historical documents, Project Gutenberg provides a wide range of PDF files that can be downloaded and enjoyed on various devices. The website is user-friendly and allows users to search for specific titles or browse through different categories. Another reliable platform for downloading Sample Of Contract Quotation Document free PDF files is Open Library. With its vast collection of over 1 million eBooks, Open Library has something for every reader. The website offers a seamless experience by providing options to borrow or download PDF files. Users simply need to create a free account to access this treasure trove of knowledge. Open Library also allows users to contribute by uploading and sharing their own PDF files, making it a collaborative platform for book enthusiasts. For those interested in academic resources, there are websites dedicated to providing free PDFs of research papers and scientific articles. One such website is Academia.edu, which allows researchers and scholars to share their work with a global audience. Users can download PDF files of research papers, theses, and dissertations covering a wide range of subjects. Academia.edu also provides a platform for discussions and networking within the academic community. When it comes to downloading Sample Of Contract Quotation Document free PDF files of magazines, brochures, and catalogs, Issuu is a popular choice. This digital publishing platform hosts a vast collection of publications from around the world. Users can search for specific titles or explore various categories and genres. Issuu offers a seamless reading experience with its user-friendly interface and allows users to download PDF files for offline reading. Apart from dedicated platforms, search engines also play a crucial role in finding free PDF files. Google, for instance, has an advanced search feature that allows users to filter results by file type. By specifying the file type as "PDF," users can find websites that offer free PDF downloads on a specific topic. While downloading Sample Of Contract Quotation Document free PDF files is convenient, its important to note that copyright laws must be respected. Always ensure that the PDF files you download are legally available for free. Many authors and publishers voluntarily provide free PDF versions of their work, but its essential to be cautious and verify the authenticity of the source before downloading Sample Of Contract Quotation Document. In conclusion, the internet offers numerous platforms and websites that allow users to download free PDF files legally. Whether its classic literature, research papers, or magazines, there is something for everyone. The platforms mentioned in this article, such as Project Gutenberg, Open Library, Academia.edu, and Issuu, provide access to a vast collection of PDF files. However, users should always be cautious and verify the legality of the source before downloading Sample Of Contract Quotation Document any PDF files. With these platforms, the world of PDF downloads is just a click away.

FAQs About Sample Of Contract Quotation Document Books

- 1. Where can I buy Sample Of Contract Quotation Document books? Bookstores: Physical bookstores like Barnes & Noble, Waterstones, and independent local stores. Online Retailers: Amazon, Book Depository, and various online bookstores offer a wide range of books in physical and digital formats.
- 2. What are the different book formats available? Hardcover: Sturdy and durable, usually more expensive. Paperback: Cheaper, lighter, and more portable than hardcovers. E-books: Digital books available for e-readers like Kindle or software like Apple Books, Kindle, and Google Play Books.
- 3. How do I choose a Sample Of Contract Quotation Document book to read? Genres: Consider the genre you enjoy (fiction, non-fiction, mystery, sci-fi, etc.). Recommendations: Ask friends, join book clubs, or explore online reviews and recommendations. Author: If you like a particular author, you might enjoy more of their work.
- 4. How do I take care of Sample Of Contract Quotation Document books? Storage: Keep them away from direct sunlight and in a dry environment. Handling: Avoid folding pages, use bookmarks, and handle them with clean hands. Cleaning: Gently dust the covers and pages occasionally.
- 5. Can I borrow books without buying them? Public Libraries: Local libraries offer a wide range of books for borrowing. Book Swaps: Community book exchanges or online platforms where people exchange books.
- 6. How can I track my reading progress or manage my book collection? Book Tracking Apps: Goodreads, LibraryThing, and Book Catalogue are popular apps for tracking your reading progress and managing book collections. Spreadsheets: You can create your own spreadsheet to track books read, ratings, and other details.
- 7. What are Sample Of Contract Quotation Document audiobooks, and where can I find them? Audiobooks: Audio recordings of books, perfect for listening while commuting or multitasking. Platforms: Audible, LibriVox, and Google Play Books offer a wide selection of audiobooks.
- 8. How do I support authors or the book industry? Buy Books: Purchase books from authors or independent bookstores. Reviews: Leave reviews on platforms like Goodreads or Amazon. Promotion: Share your favorite books on social media or recommend them to friends.
- 9. Are there book clubs or reading communities I can join? Local Clubs: Check for local book clubs in libraries or community centers. Online Communities: Platforms like Goodreads have virtual book clubs and discussion groups.
- 10. Can I read Sample Of Contract Quotation Document books for free? Public Domain Books: Many classic books are available for free as theyre in the public domain. Free E-books: Some websites offer free e-books legally, like Project Gutenberg or Open Library.

Find Sample Of Contract Quotation Document:

rover 75 connoisseur owners manual

rover 200 electric mirrors diagram

rover v8 engine overhaul cooling system manual

rowe cd100e manual

ross and pawlina histology 6th edition

room mom beginning of year letter rongo university 2015 shortlisted candidate rover 75 2006 owners manual

routard guide nouvelle zelande

rover 75 connoisseur user manual

rover 25 haynes manual torrents

rover 75 manual 2015

rover mower repair manual

rotations geometry hs mathematics unit lesson key rosemary breadsticks recipe

Sample Of Contract Quotation Document:

Discovering French, Nouveau!: Blanc 2 - 1st Edition Our resource for Discovering French, Nouveau!: Blanc 2 includes answers to chapter exercises, as well as detailed information to walk you through the process ... Discovering French, Nouveau!: Blanc 2, Student Workbook includes answers to chapter exercises, as well as detailed information to walk you ... Discovering French Nouveau Blanc Workbook Answers Fill Discovering French Nouveau Blanc Workbook Answers, Edit online. Sign, fax and printable from PC, iPad, tablet or mobile with pdfFiller [] Instantly. Workbook (French Edition) by Valette, Jean-Paul ... Discovering French Nouveau Blanc 2: Workbook (French Edition) by Valette, Rebecca M.(July 1, 2003) Paperback · Book overview. Discovering French nouveau. blanc 2 / Jean-Paul Valette ... French language -- Study and teaching. ISBN, 0395874890 ([student text). 0395881420 (teacher's edition). 061829886x (workbook) ... Discovering French, Nouveau - Blanc Teacher's Edition Book details ; ISBN-10. 0395881420 ; ISBN-13. 978-0395881422 ; Edition. Teachers Guide ; Publisher. MCDOUGAL LITTEL ; Publication date. May 12, 2003. Discovering french nouveau blanc workbook answers pdf Discovering french nouveau blanc

workbook answers pdf. On this page you can read or download discovering french blanc unite 8 lesson 29 answers in PDF... Discovering french nouveau bleu 1 workbook answers ... French The French book is Discovering french nouveau bleu 2 workbook answer key pdf. Withdrawl from abilify (Bleu and Blanc only) Teacher Workbook ... Walter Nicholson - Solutionary Microeconomic theory. 11 ... Walter Nicholson - Solutionary Microeconomic theory. 11 (2011); These problems provide some practice in examining utility functions by looking at indifference. Microeconomic Theory: Basic Principles and Extensions ... 11th Edition, you'll learn how to solve your toughest homework problems. Our resource for Microeconomic Theory: Basic Principles and Extensions includes answers ... Microeconomic Theory: Basic Principles and Extensions, ... Walter Nicholson is the Ward H. Patton Professor of Economics at Amherst ... The 11th edition of Microeconomic Theory: Basic Principles and Extensions ... How to find the solution manual of the following book Oct 23, 2021 — You can get the solution manuals of Walter Nicholson and Christopher Snyder, Theory and Application of Intermediate Microeconomics, 11th edition ... Microeconomic theory basic principles and extensions ... Microeconomic theory basic principles and extensions 11th edition nicholson solutions manual. Course: Micro economics (701). Walter Nicholson Solutions Books by Walter Nicholson with Solutions; Microeconomics Theory (Book Only) 11th Edition 228 Problems solved, Christopher M Snyder, Walter (Walter Nicholson) ... Solution Manual For Intermediate Microeconomics and Its ... SOLUTION MANUAL FOR INTERMEDIATE. MICROECONOMICS AND ITS APPLICATION. 11TH EDITION BY NICHOLSON. Complete downloadable file at: https://testbanku.eu/Solution- ... Microeconomics Theory 11th Edition Textbook Solutions Textbook solutions for Microeconomics Theory 11th Edition NICHOLSON and others in this series. View step-by-step homework solutions for your homework. Chapter 3 Solutions | Microeconomic Theory 11th Edition Access Microeconomic Theory 11th Edition Chapter 3 solutions now. Our solutions are written by Chegg experts so you can be assured of the highest quality! Solutions for Microeconomic Theory: Basic Principles and ... Step-by-step video answers explanations by expert educators for all Microeconomic Theory: Basic Principles and Extensions 11th by Walter Nicholson, ... McGraw Hill LINKS 101 102 - Spanish 102 -To Access the... From the drop-down menu, go to the chapter that you are working on, then scroll to the bottom and click on Laboratory Audio Program under More Resources. Note: ... Spanish 102 Chapter 5 -McGraw Hill Flashcards Study with Quizlet and memorize flashcards containing terms like El Barrio, La calle, La casa and more. Spanish | McGraw Hill Higher Education Course management, reporting, and student learning tools backed by great support. Connect® Master Online Learning Without Compromise. McGraw ... McGraw Hill Spanish Connect chapter 17 Flashcards La vida social y afectiva Learn with flashcards, games, and more — for free. Sign In | Connect | McGraw Hill Sign In | Connect | McGraw Hill. Skip to main content McGraw Hill Higher Ed page. Help. McGraw Hill Higher Ed page. Sign In. Email Address. Password. Forgot ... Spanish 102 • Communicate, with few errors, in Spanish using level-appropriate language for ... completing the McGraw-Hill "Connect" exercises (known as "Prep", "Hmwk ... Webmail Login You have logged out. The system has detected

that you are using Internet Explorer 11. cPanel & WHM no longer supports Internet Explorer 11. Looking for the answers to the McGraw Connect Spanish ... Looking for the answers to the McGraw Connect Spanish Homework, does anyone know where I may find the answers? FOREIGN LANGUAGE · SPANISH · SPN 2113. Connect | McGraw Hill: Sign In Sign In | Connect | McGraw Hill. Skip to main content McGraw Hill Higher Ed page. Help. McGraw Hill Higher Ed page. Sign In. Email Address. Password. Forgot ...