

To : Madjid Louali  
International Sales Executive

DATE: 30-nov-07

Att.: Edmundson Export Services  
Tel: (A Division of Edmundson Electrical Ltd)  
Fax: Unit 1, Skyport Drive  
E-mail: Harmondsworth  
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Your reference No. :  
Our Quotation No. : Q20070177  
Contact person : Regis Houllier  
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Tel : + 44 23 8073 2107  
fax : + 44 23 8073 6802

ITEM	MODEL (Description)	Q'TY	U/PRICE (EURO)	AMOUNT (EURO)
1	80353383-00100 (Controller unit)	1	334,29	334,29
3	KFPA15Z-03821B1T-M9 (Replacement model of KFP152Z-03821BT-M7)	4	3 485,18	13 940,71
4	KFLB12Z-610541EA2B1-M9 (Replacement model of 78221-259942-12Z)	2	9 000,00	18 000,00
5	KFKB12Z-1422B1T-M7 (Replacement model of KFK102Z-????????-?)	2	4 194,64	8 389,29
6	KFKB12Z-1322B1T-M7 (Replacement model of KFK102Z-1322BT-M7)	2	4 194,64	8 389,29
7	KDP22Z-2222B1-7 (Replacement model of NDP22Z-2222-7)	2	3 648,21	7 296,43
9	KDP11Z-2222B1-7 (Replacement model of NDP11Z-2222-7)	1	3 648,21	3 648,21
10	KKP14Z-22B1-7 (Replacement model of NKP14Z-22-7)	3	3 075,00	9 225,00
12	80353282-00100 Manual control unt	4	396,96	1 587,86
13	80068253-00200 Link assy	1	43,93	43,93
14	80068253-00300 Link assy	1	43,93	43,93
15	KUX113Z-XM11BA-7N (Replacement model of NOX110Z-0H-7)	2	1 749,77	3 499,54

Minimum Charge	EURO	0,00
* Packing & Handling charges	EURO	0,00
Freight Charge	EURO	0,00
<b>Total FCA Japan</b>	<b>EURO</b>	<b>74 398,47</b>

Note: 1. Code "Z" that the basic model number means special treatment and we understood it as "tropicalization", which means special body painting against high ambient temperature.

**REMARKS:**

\* Lead time may be changed depending on the condition of the outstanding orders at our factory side.

**TERMS and CONDITIONS:**

Trade Terms: FCA Japan

Payment Terms: Advance payment before shipment

Minimum Order Amount: Euro 150 per order (Packing & Handling and Freight charges excluded)

Lead time: 10-12 weeks (Ex-factory)

Shipping Route: By Air

Validity: 60 days from quotation date

Cancellation: Not allowed after your order is acknowledged

End User:

(The Trade Terms are in accordance with Incoterms 2000.)

Regis Houllier  
Director, Product Division

Contact person : Hideaki Hamayasu  
Coordinator