

To : Mohamed ET-TOUIL

DATE: 20-sept-07

SMECRA

Your reference No. :

Att.: Z.A. Les Pradeaux

Our Quotation No. : Q20071517

Tel: 23 rue Pierre et Marie Curie

Contact person : Hideaki Hamayasu

Fax: F-63360 GERZAT

Tel: +32 2 785 0894

E-mail: FRANCE

Fax: +32 2 785 0711

Email: [HHamayasu@yamatake-europe.co](mailto:HHamayasu@yamatake-europe.co)

Tél. +33 (0) 4 73 24 05 05

Web: [www.yamatake-europe.com](http://www.yamatake-europe.com)

Fax. +33 (0) 4 73 24 00 11

Mob. +33 (0) 6 20 28 24 46

E-Mail: [m.et-touil@wanadoo.fr](mailto:m.et-touil@wanadoo.fr)

ITEM	MODEL (Description)	Q'TY	U/PRICE (EURO)	AMOUNT (EURO)
1	80353383-00100 (Controller unit)	1	334,29	334,29
2	KZ03-3B-1C (Replacement of 3rd party's air regulator AW-211-02BG1-210)	2	182,14	364,29
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
8	KDP22Z-2222B1-67 (Replacement model of NDP22Z-1122-67)	2	3 766,07	7 532,14
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
11	STG940-E1G-00000-R-C7E9U1 (Replacement model of STG940-E1G-00000-R-C7E9U1)	3	924,11	2 772,32
12	80353282-00100 Manual control unit	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

17	KZ03-3B-1C (Replacement of 3rd party's air pressure regulator PRF304)	2	182,14	364,29
18	KZ03-3B-1C 'Replacement of 3rd party's air pressure regulator PRF308)	5	182,14	910,71
19	Decline (no replacement is available of water pressure regulator)	15	0,00	0,00
			<b>Minimum Charge</b>	<b>EURO 0,00</b>
			<b>* Packing &amp; Handling charges</b>	<b>EURO 0,00</b>
			<b>Freight Charge</b>	<b>EURO 0,00</b>
			<b>Total FCA Japan</b>	<b>EURO 86 342,22</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.

2. For pressure regulator KZ03, primary pressure is 10kgf/cm<sup>2</sup>. \* see attached specification sheet

**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: ENIP

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

Regis Houllier  
Director, Product Division

Contact person : Hideaki Hamayasu  
Coordinator