

To : Madjid Louali
International Sales Executive

DATE: 20-oct-08

Your reference No. :

Our Quotation No. : Q20070177

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Att.: Edmundson Export Services
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West Drayton UB7 0LB
United Kingdom

Tel : + 44 23 8073 2107

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ITEM	MODEL (Description)	Q'TY	U/PRICE (EURO)	AMOUNT (EURO)
1	80353383-00100 (Controller unit)	1	365,49	365,49
2	KZ03-3B-1C (Replacement of 3rd party's air regulator AW-211-02BG1-210K) SH Code: 406 A76228027	4	199,14	796,57
3	KFPA15Z-03821B1T-M9 (Replacement model of KFP152Z-03821BT-M7)	4	4 122,13	16 488,50
4	KFLB12Z-610543EA2B1-M	2	12 300,00	24 600,00
5	KFKB12Z-1422B1T-M7 (Replacement model of KFK102Z-????????-?)	2	4 961,25	9 922,50
6	KFKB12Z-1322B1T-M7 (Replacement model of KFK102Z-1322BT-M7)	2	4 961,25	9 922,50
7	KDP22Z-2222B1-7 (Replacement model of NDP22Z-2222-7)	2	4 171,13	8 342,25
10	KKP14Z-22B1-7 (Replacement model of NKP14Z-22-7)	3	3 515,75	10 547,25
11	STG940-E1G-00000-R-C7E9U1 (Replacement model of STG940-E1G-00000-?-?) SH Code: 674 A349D0039	3	770,09	2 310,27
12	80353282-00100 Manual control unt	4	434,01	1 736,06
13	80068253-00200 Link assy	1	48,03	48,03
14	80068253-00300 Link assy	1	48,03	48,03
15	KUX113Z-XM11BA-7N (Replacement model of NOX110Z-0H-7)	4	1 790,23	7 160,91

Minimum Charge	EURO	92 288,35
* Packing & Handling charges	EURO	0,00
Freight Charge	EURO	0,00

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