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To : Ana Alvarez  
Purchase Dept.  
Phone : + 34 91 536 9843  
Fax : + 34 91 591 3044

Att.: [amalvarez@elcano-sa.es](mailto:amalvarez@elcano-sa.es)

Tel.: -----

Fax: Empresa Naviera Elcano, S.A.

Email: C/ Jose Abascal 4 - 4º

Web: 28003 Madrid (Spain)

DATE: 18-mai-09

Your reference No. :

Our Quotation No. : Q20090094

Contact person : Mr. Regis Houllier

Tel: +33 3 22 54 83 47

Fax: +33 3 22 54 83 29

Email: [r.houllier.ly@eu.azbil.com](mailto:r.houllier.ly@eu.azbil.com)

Web: <http://eu.azbil.com>

ITEM	MODEL	DESCRIPTION	Q'TY	U/PRICE (EURO)	AMOUNT (EURO)	LEAD TIME (Weeks)
1	HEP17-13BLDY7RGSD-C1-X	Positionner	1	512,00	512,00	6
2	HEP17-13BLDY8RGSR-C1-X	Positionner	1	512,00	512,00	6
3	KZ03-2A-1M	Air Filter regulator	1	130,00	130,00	6
4	Air filter regulator kit	Does not exist	3			
5	VCL-5001-H	Limit switch	2	161,00	322,00	6

Total	EURO	1 476,00
Minimum Charge	EURO	0,00
* Packing & Handling charges	EURO	0,00
Freight Charge	EURO	
Sub-total	EURO	1 476,00
VAT 21%	EURO	
Total	EURO	1 476,00

#### REMARKS:

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

\* For our export procedure, End User Name + Country + End Use (company's main activity, product) must be specified on your Purchase Order Sheet.

\* Before shipping the goods please take notice that the payment must be registered in our Bank account.

#### TERMS and CONDITIONS:

Trade Terms: **FCA JAPAN / Direct shipment from Japan by Air (Freight collect) by our forwarder,**  
Unless otherwise instructed on your order sheet.

Payment Terms: **Advance payment by T/T remittance**

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

Partial Shipment: **Not allowed.**

Shipping Route: **By Air freight**

Validity: **60 days from quotation date.**

Cancellation: **Not allowed after your order is acknowledged.**

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

Regis Houllier - Director  
Product Division