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To : BEC  
Buchenhain  
 D-21217 Seevetal

DATE: 14-avr-10

Att.: Brigitte Adam  
Tel.: +49 40768 999 23  
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Email:  
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Your reference No. : ing 206/2010  
 Our Quotation No. : Q20100095  
 Contact person : Mr. Regis Houllier  
 Tel: +33 3 22 54 83 47  
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 Email: [regis.houllier@airlitec.com](mailto:regis.houllier@airlitec.com)  
 Web: <http://eu.azbil.com>

ITEM	MODEL	DESCRIPTION	Q'TY	U/PRICE (EURO)	AMOUNT (EURO)	LEAD TIME (Weeks)
1	AVP303-FSD5D-XXXX-X	Smar Vlave positionner fieldbus Foundation model FM explosion proof Pressure: 450 to 700 Kpas No pressure regulator No mounting bracket	7	712,00	4 984,00	8
				Total	EURO 4 984,00	
				Minimum Charge	EURO 0,00	
				* Packing & Handling charges	EURO 0,00	
				Freight Charge	EURO	
				Sub-total	EURO 4 984,00	
				VAT 21%	EURO	
				Total	EURO 4 984,00	

**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  
 On behalf of Azbil Europe N.V.