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To : Carsten Schwenck

DATE: 01-oct-10

Schwenck Maritime Procurement GmbH & Co. KG  
 Schützenstrasse 29C, DE-21218 Seevetal, Germany

Your reference No. :

Our Quotation No. : Q2010RH0316

Att.: phone: +49 4105 675792 fax: +49 4105 675793 mobil: +49 173 6059588

Contact person : Mr. Regis Houllier

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ITEM	MODEL	DESCRIPTION	Q'TY	U/PRICE (EURO)	AMOUNT (EURO)	LEAD TIME (Weeks)
1	HEP 17-12DLDY7RGSD-C1-X	Positionner	2	790,00	1 580,00	6
2	HEP 17-12DLRY7RGSD-C1-X	Positionner	1	790,00	790,00	6
				Total	EURO	2 370,00
				Minimum Charge	EURO	0,00
				* Packing & Handling charges	EURO	0,00
				Freight Charge	EURO	
				Sub-total	EURO	2 370,00
				VAT 21%	EURO	
				Total	EURO	2 370,00

**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.