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To : Armin Eppingen  
 INSTRUMENTATION AND CONTROL SYSTEMS  
 Atlas Copco Gas and Process  
 Am Ziegelofen 2, 50999 Cologne, Germany

DATE: 09-nov-10

Your reference No. :

Our Quotation No. : Q2010RH0358

Contact person : Mr. Regis Houllier

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Att.:  
Tel.: Phone: +49 (0)2236 9650-710 - Fax: +49 (0)2236 9650-548  
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Email: Visit Atlas Copco at: [atlascopco.com](http://atlascopco.com)  
Web:

ITEM	MODEL	DESCRIPTION	Q'TY	U/PRICE (EURO)	AMOUNT (EURO)	LEAD TIME (Weeks)
1	AVP301-QSD3A-XXXX-X	AVP301 positionner Water proof Air supply: 300 to 400Kpas	1	644,00	644,00	5

Total	EURO	644,00
Minimum Charge	EURO	0,00
* Packing & Handling charges	EURO	0,00
Freight Charge	EURO	
Sub-total	EURO	644,00
VAT 21%	EURO	
Total	EURO	644,00

**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.