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To : Nataliya Malyshevskaya,  
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 International Trade Department,  
 Tel. + 7 342 220-73-67

DATE: 21-févr-11

Att.: Fax. + 7 342 290-81-78

Your reference No. :

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Our Quotation No. : Q2011RH0031

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ITEM	MODEL	DESCRIPTION	Q'TY	U/PRICE (EURO)	AMOUNT (EURO)	LEAD TIME (Weeks)
1	AVP302-7SD5B-XDY2-W9 ARU3A-03-8N-LT-G-BR	AVP Positioner Air regulator	1	1 840,00	1 840,00	12
2	AVP302-7SD2B-XDY2-W9 ARU3A-03-8N-LT-G-BR	AVP Positioner Air regulator	1	1 840,00	1 840,00	12
3	AVP302-7SD5B-XDY2-W9 ARU3A-03-8N-LT-G-BR	AVP Positioner Air regulator	1	1 840,00	1 840,00	12
4	AVP302-7SD2B- XDY2-W9 ARU3A-03-8N-LT-G-BR	AVP Positioner Air regulator	1	1 840,00	1 840,00	12
5	AVP302-7SD1B-XDYW-9 ARU3A-03-8N-LT-G-BR	AVP Positioner Air regulator	1	1 661,00	1 661,00	12
6	AVP302-7SD1B-XDYW-9 ARU3A-03-8N-LT-G-BR	AVP Positioner Air regulator	1	1 661,00	1 661,00	12
7	AVP302-7SD2B-XDMC-9 ARU3A-03-8N-LT-G-BR	AVP Positioner Air regulator	1	1 773,00	1 773,00	12
8	AVP302-7SD2B-XDYW-9 ARU3A-03-8N-LT-G-BR	AVP Positioner Air regulator	1	1 661,00	1 661,00	12
9	AVP202-ESD5B-15XX-MW ARU3A-03-8N-LT-G-BR	AVP Positioner Air regulator	1	2 030,00	2 030,00	12
10	AVP302-7SD1B-XDYW-9 ARU3A-03-8N-LT-G-BR	AVP Positioner Air regulator	1	1 661,00	1 661,00	12
11	AVP302-7SD1B-XDYW-9 ARU3A-03-8N-LT-G-BR	AVP Positioner Air regulator	1	1 661,00	1 661,00	12
12	AVP302-7SD1B-XDYW-9 ARU3A-03-8N-LT-G-BR	AVP Positioner Air regulator	1	1 661,00	1 661,00	12
13	AVP302-7SD1B-XDYW-9 ARU3A-03-8N-LT-G-BR	AVP Positioner Air regulator	1	1 661,00	1 661,00	12
14	AVP302-7SD1B-XDYW-9 ARU3A-03-8N-LT-G-BR	AVP Positioner Air regulator	1	1 661,00	1 661,00	12
15	AVP302-7SD1B-XDYW-9	AVP Positioner	1	1 661,00	1 661,00	12

	ARU3A-03-8N-LT-G-BR	Air regulator				
16	AVP302-7SD5B-XDY2-W9	AVP Positioner	1	1 840,00	1 840,00	12
	ARU3A-03-8N-LT-G-BR	Air regulator				
17	<u>O' Rings for SLOP1000 Actuator (2 SET)</u>					
	O-Ring (AN6227-86, equivalent for MIL-P5516C)	V93-6405-00	6	262	1 571,00	12
	O-Ring (P50, equivalent for MIL-P5516C)	V93-6405-00	6	74	442,00	12
	O-Ring (P140, equivalent for MIL-P5516C)	V93-6405-00	2	229	458,00	12
	O-Ring (G45, equivalent for MIL-P5516C)	V93-6405-00	4	106	425,00	12
	O-Ring (G110, equivalent for MIL-P5516C)	V93-6405-00	2	213	425,00	12
	O-Ring (G145, equivalent for MIL-P5516C)	V93-6405-00	4	229	916,00	12

	Total	EURO	32 189,00
	<b>Discount: -3%</b>	EURO	<b>965,67</b>
	* Packing & Handling charges	EURO	0,00
	Freight Charge	EURO	
	Sub-total	EURO	31 223,33
	VAT 21%	EURO	
	<b>Total</b>	<b>EURO</b>	<b>31 223,33</b>

**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:** - 50 % of the total Contract amount - within 30 days after the Contract signing  
- 40 % - upon notification of readiness to shipment  
- 10 % - after delivering the goods to our site (Perm).

**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.