

Bosdellestraat 120/2, B-1933 ZAVENTEM, BELGIUM.  
 TEL.: +32-(0)2/ 785.07.10. FAX: +32-(0)2/ 785.07.11.

To : Will Company  
 Schlagbaumsweg 250  
 51067 Köln  
 Germany

DATE: 28-févr-11

Att.: Paul Frei  
Tel.: Mobil 0049 (0) 178 64 91 440  
Fax: Fon 0049 (0) 221 297 542 69  
Email: E-Mail frei@will-company.com  
Web:

Your reference No. :  
 Our Quotation No. : Q2011RH0079  
 Contact person : Mr. Regis Houllier  
 Tel: +33 3 22 54 83 47  
 Fax: +33 3 22 54 83 29  
 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	AVP302- EBD3D-XXXX-X	Smart Positioner With Hart protocol TIIS explosion proof Corrosion proof Direct action Air pressure: 300<Ps<=400kPa	4	786,00	3 144,00	6

Total	EURO	3 144,00
Minimum Charge	EURO	0,00
* Packing & Handling charges	EURO	0,00
Freight Charge	EURO	
Sub-total	EURO	3 144,00
VAT 21%	EURO	
Total	EURO	3 144,00

**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.