

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

To : **SENSORWELL**  
 Ing. Kerstin Jabinger  
 Technischer Vertrieb  
Mailto: kerstin.jabinger@sensorwell.at  
Att.: Tel.: +43-316-403301-15  
Tel.: Fax: +43-316-403301-10  
Fax: GSM: +43-664/42-11-885  
Email: Adresse: A-8041 Graz, Liebenauer Gürtel 10 / 2  
Web: [www.sensorwell.at](http://www.sensorwell.at)

DATE: 09-mars-11

Your reference No. :  
 Our Quotation No. : Q2011RH0092  
 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	Model No. KAM200Z-0-012	Overhaul	20	2 600,00	52 000,00	3
2	Model No. KAM100Z-0-012	Overhaul	20	2 600,00	52 000,00	3
3	Model No. KAP100Z-0-0	Overhaul	10	2 600,00	26 000,00	3

Total	EURO	130 000,00
Minimum Charge	EURO	0,00
* Packing & Handling charges	EURO	4 500,00
Freight Charge	EURO	
Sub-total	EURO	134 500,00
VAT 21%	EURO	
<b>Total</b>	<b>EURO</b>	<b>134 500,00</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.
- \* Overhaul means that modules are sent to Isehara factory Japan and overhauled at Isehara factory. Shipping fee is not included.
- \* KAM/KAP are programmable devices. Customer must save the program before sending the devices to Japan. And after overhaul, customer needs to set the program back to the devices.
- \* All the programming work are out of scope.

**Export License:**

The commodity in this proposal may be delivered after receipt of official Export License from Japanese (and/or U.S.) government. Yamatake shall not be responsible for any damages if Yamatake could not obtain the said Export License.

**TERMS and CONDITIONS:**

- Delivery time:** Three (3) weeks ex-factory after receipt of order and modules
- Warranty Period:** 3months from the date of shipping date
- 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.