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To : Christel De Laet
 Purchase Dept.
 EXMAR SHIPMANAGEMENT NV
 As agents to owners
Att.: Tel office: 32 3 247 50 11
Tel.: direct: 32 3 247 50 73
Fax: Fax +32 3 247 61 48
Email: E-mail : purchase@shipmanagement.exmar.be www.exmar.be
Web:

DATE: 07-avr-11

Your reference No. :
 Our Quotation No. : Q2011RH0124
 Contact person : Mr. Regis Houllier
 Tel: +33 3 22 54 83 47
 Fax: +33 3 22 54 83 29
 Email: regis.houllier@airlitec.com
 Web: <http://eu.azbil.com>

ITEM	MODEL	DESCRIPTION	Q'TY	U/PRICE (EURO)	AMOUNT (EURO)	LEAD TIME (Weeks)
1	AVP301-VBD2D-XXXX-X.	Smart positioner	1	784,00	784,00	6
2	AVP301-VBD3D-XXXX-X.	Smart positioner	1	784,00	784,00	6
3	AVP301-VBD4D-XXXX-W.	Smart positioner	1	976,00	976,00	6
		Reversing Relay for Double acting actuator				
4	AVP301-XBD1D-XXXX-X.	Smart positioner	1	725,00	725,00	6
5	AVP301-XBD2D-XXXX-X.	Smart positioner	1	725,00	725,00	6
6	AVP301-XBD3D-XXXX-W.	Smart positioner	1	901,00	901,00	6
		Reversing Relay for Double acting actuator				
7	AVP301-VBD1A-XXXX-X.	Smart positioner	1	784,00	784,00	6
8	AVP301-VBD2A-XXXX-X.	Smart positioner	1	784,00	784,00	6
				Total	EURO 6 463,00	
				Minimum Charge	EURO 0,00	
				* Packing & Handling charges	EURO 0,00	
				Freight Charge	EURO	
				Sub-total	EURO 6 463,00	
				VAT 21%	EURO	
				Total	EURO 6 463,00	

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:** 30 days from invoice date
- 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.