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To : M.N.Rao
 Chief Engineer
 British Hawthorn
 BP Shipping Ltd
Att.: Tel Inmarsat: 323560410
Tel.: Vsat Tel:
Fax: +44 1932 443281(Master/Chief Engineer)
Email: +44 1932 443280(Bridge)
Web: e-mail: ceng.hawthorn@bpsfleet.com

DATE: 10-juin-11

Your reference No. :
 Our Quotation No. : Q2011RH0205
 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	Replacement of C315GA000500 C36TC0UA5100	Digital controller 96*96 SDC36 Current output 2 alarm relays Auxiliary Output Digital Inputs	1	392,00	392	4
				Total	EURO 392,00	
				Minimum Charge	EURO 0,00	
				* Packing & Handling charges	EURO 0,00	
				Freight Charge	EURO	
				Sub-total	EURO 392,00	
				VAT 21%	EURO	
				Total	EURO 392,00	

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 Melsele Belgium
- 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.