

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

To : Mares Shipping  
 Mattentwiete 8  
 20457 Hamburg

DATE: 23-juin-11

Your reference No. : GL/1116413

Our Quotation No. : Q2011RH0

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>

Att.: Simon Gloe  
Tel.: +49 40 374784-0  
Fax: +49 40 37478446  
Email: [gl@mares.de](mailto:gl@mares.de)  
Web:

ITEM	MODEL	DESCRIPTION	Q'TY	U/PRICE (EURO)	AMOUNT (EURO)	LEAD TIME (Weeks)
1	80353177-00200	Pilot Assy	1	293	293	6

Total	EURO	293,00
Minimum Charge	EURO	0,00
* Packing & Handling charges	EURO	0,00
Freight Charge	EURO	
Sub-total	EURO	293,00
VAT 21%	EURO	
Total	EURO	293,00

**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.
- \* Certificate of Origin = 50 Euro
- \* Cash Against Document = 80 Euro bank charges
- \* Legalization of documents = 30 Euro per document

**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.