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DATE: 19-juil-11

Your reference No. : REF:11/0609  
 Our Quotation No. : Q2011RH0254  
 Contact person : Mr. Regis Houllier  
 Tel: +33 3 22 54 83 47  
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 Email: [regis.houllier@airlitec.com](mailto:regis.houllier@airlitec.com)  
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ITEM	MODEL	DESCRIPTION	Q'TY	U/PRICE (EURO)	AMOUNT (EURO)	LEAD TIME (Weeks)
1	28-PV-012	AGVM	1	7 015	7 015	
2	28-TV-001	HDT	1	11 128	11 128	
3	28-LV-007	AGVB	1	1 690	1 690	
4	24-TV-017	AGVB	1	1 791	1 791	
5	21-FV-054	ACN	1	22 838	22 838	
6	21-LV-022	HTS	1	9 285	9 285	
7	21-TV-002	AGVM	1	2 081	2 081	
8	21-TV-003	AGVM	1	1 483	1 483	
9	25-LV-043	HLS	1	2 775	2 775	
10	25-LV-038	AGVM	1	1 483	1 483	
11	25-LV-039	HLS	1	2 775	2 775	
12	21-FV-024	VBZ	1	9 530	9 530	

Total	EURO	73 874,58
Minimum Charge	EURO	0,00
* Packing & Handling charges	EURO	0,00
Freight Charge	EURO	
Sub-total	EURO	73 874,58
VAT 21%	EURO	
<b>Total</b>	<b>EURO</b>	<b>73 874,58</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.
- \* 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
- Lead-Time:** 6 months
- 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.