

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

To : Christel De Laet
 Purchaser
 EXMAR SHIPMANAGEMENT NV
 E-mail : purchase@shipmanagement.exmar.be

DATE: 12-août-11

Your reference No. : Q-104-OF-70258

Our Quotation No. : Q2011RH0289

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>

Att.:
Tel.: Tel. Office: 32(0)3/247.50.11 Tel. Direct: 32(0)3/247.50.25
Fax:
Email: Fax: 32(0)3/247.50.92
Web: www.exmar.be

ITEM	MODEL	DESCRIPTION	Q'TY	U/PRICE (EURO)	AMOUNT (EURO)	LEAD TIME (Weeks)
1	80377323-01200	Reversing Relay, Corrosion proof, 1/4" NP	3	491,00	1473	5
2	80377049-00100	Feedback lever assy including Arm Spring	5	21,00	105	5
				Total	EURO 1 578,00	
				Minimum Charge	EURO 0,00	
				* Packing & Handling charges	EURO 0,00	
				Freight Charge	EURO	
				Sub-total	EURO 1 578,00	
				VAT 21%	EURO 331,38	
				Total	EURO 1 909,38	

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.