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To : Ms. Nataliya Malyshevskaya,
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 International Trade Department,
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 Att.: fax: +7(342) 2337774
 Tel.: e-mail: malyshevskaja@zmuperm.ru
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DATE: 28-nov-11

Your reference No. :
 Our Quotation No. : Q2011RH0318
 Contact person : Mr. Regis Houllier
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ITEM	MODEL	DESCRIPTION	Q'TY	U/PRICE (EURO)	AMOUNT (EURO)	LEAD TIME (Weeks)
1	For PRC-7 Prod No.415-8075-0400 VST8B ANSI150 T&G(G) SLOP1000					
	82557238-10100	Oil Pump	1	2637	2 637,00	10
	8Y000000-00000	Pump Mounting Kit	1	720	720,00	10
2	For EmV-44 Prod No.415-8075-4800 VAA3B ANSI900 M&F(F) SLOP1000					
	82557238-10100	Oil Pump	1	2637	2 637,00	10
	8Y000000-00000	Pump Mounting Kit	1	720	720,00	10

Note

1)Oil Tubing necessary to be modified at the site, cause the current pump design different from the old type

Total	EURO	6 714,00
Minimum Charge	EURO	0,00
EXTRA DISCONT	-3%	201,42
* Packing & Handling charges	EURO	0,00
Freight Charge	EURO	
Sub-total	EURO	6 512,58
VAT 21%	EURO	
Total	EURO	6 512,58

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: - 50 % of the total Contract amount - within 30 days after the Contract signing
 - 40 % - upon notification of readiness to shipment
 - 10 % - after delivering the goods to our site (Perm).

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.)