

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

To : Ms. Nataliya Malyshevskaya,  
 JSCo "Minudobreniya", Perm, Russia  
 International Trade Department,  
 tel: +7(342) 2207367; +7(342) 220-73-98 (515)

DATE: 26-sept-11

Att.: fax: +7(342) 2337774

Your reference No. :

Our Quotation No. : Q2011RH0320

Tel.: e-mail: malyshevskaja@zmuperm.ru

Contact person : Mr. Regis Houllier

Fax:

Tel: +33 3 22 54 83 47

Fax: +33 3 22 54 83 29

Email:

Email: [regis.houllier@airlitec.com](mailto:regis.houllier@airlitec.com)

Web:

Web: <http://eu.azbil.com>

ITEM	MODEL	DESCRIPTION	Q'TY	U/PRICE (EURO)	AMOUNT (EURO)	LEAD TIME (Weeks)
1	C7012E1245	Solid State UV Flame detector Voltage: 120Vac	2	1130	2 260,00	5

Total	EURO	2 260,00
Minimum Charge	EURO	0,00
EXTRA Discount:	3%	67,80
* Packing & Handling charges	EURO	0,00
Freight Charge	EURO	
Sub-total	EURO	2 192,20
VAT 21%	EURO	
Total	EURO	2 192,20

#### 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% prepayment; 40% upon goods readiness and 10% after delivery

**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.