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To : Margret Michels

DATE: 04-nov-11

Kellmi GmbH

Tel.: +49 (0) 2632 309211

Your reference No. :

Att.: Fax.: +49 (0) 2632 309212

Our Quotation No. : Q2011RH0332

Tel.: info@kellmi-technische-bauteile.de

Contact person : Mr. Regis Houllier

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Email:

Email: regis.houllier@airlitec.com

Web:

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

ITEM	MODEL	DESCRIPTION	Q'TY	U/PRICE (EURO)	AMOUNT (EURO)	LEAD TIME (Weeks)
1	GOM1210LM	GOM actuator With Handweel Need input signal range when ordering Please specify horizontal or vertical type at order level GOP positioner not included	3	5943	17 829,00	10

The "Z" code at the end cannot be specified in detail so we quote standard model

Total	EURO	17 829,00
Minimum Charge	EURO	0,00
* Packing & Handling charges	EURO	0,00
Freight Charge	EURO	
Sub-total	EURO	17 829,00
VAT 21%	EURO	
Total	EURO	17 829,00

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.