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To : KSB S.A.S.
 4, allée des Barbanniers
 F - 92635 Gennevilliers Cedex

DATE: 02-nov-11

Your reference No. :
 Our Quotation No. : Q2011RH0360
 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.: Jérôme BOBINET
Tel.: 05-53-92-59-06
Fax:
Email: Jerome.Bobinet@ksb.com
Web:

ITEM	MODEL	DESCRIPTION	Q'TY	U/PRICE (EURO)	AMOUNT (EURO)	LEAD TIME (Weeks)
1	SVX100-XNSDX-XXX-MD	Smart Valve Positioner for Rotary valve Direct mounting Type With Namur Joint	17	780	13 260,00	8
2	SVA100-RUMA	Mounting Bracket Namur Standard Picth: 80mm Height: 20mm	17	96	1 632,00	8
				Total	EURO 14 892,00	
				Minimum Charge	EURO 0,00	
				* Packing & Handling charges	EURO 0,00	
				Freight Charge	EURO	
				Sub-total	EURO 14 892,00	
				VAT 21%	EURO	
				Total	EURO 14 892,00	

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.