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To : Nataliya Malyshevskaya,  
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International Trade Department,  
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DATE: 28-nov-11

Your reference No. :  
Our Quotation No. : Q2011RH0031  
Contact person : Mr. Regis Houllier  
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ITEM	MODEL	DESCRIPTION	Q'TY	U/PRICE (EURO)	AMOUNT (EURO)	LEAD TIME (Weeks)
1	AVP302-7SD2B-XDFD-9	Positioner	1	786,00	786,00	12
2	AVP302-7SD2B-XDFC-9	Positioner	1	786,00	786,00	12
3	AVP302-7SD2B-XDYW-9	Positioner	1	718,00	718,00	12
4	AVP302-7SD2B- XDYW-9	Positioner	1	718,00	718,00	12
5	AVP302-7SD2B-XDYW-9	Positioner	1	718,00	718,00	12
6	AVP302-7SD2B- XDYW-9	Positioner	1	718,00	718,00	12
7	AVP302-7SD2B- XDYW-9	Positioner	1	718,00	718,00	12
8	AVP302-7SD2B- XDYW-9	Positioner	1	718,00	718,00	12
9	AVP202-ESD2B-X5YW-M	Positioner	1	941,00	941,00	12
10	AVP202-ESD5B-X5Y2-MW	Positioner	1	1 149,00	1 149,00	12
11	AVP202-ESD5B-X5XX -M	Positioner	1	884,00	884,00	12
12	AVP302-7SD2B-XDYW-9	Positioner	1	718,00	718,00	12
13	AVP302-7SD2B-XDYW-9	Positioner	1	718,00	718,00	12
14	AVP302-7SD2B-XDYW-9	Positioner	1	718,00	718,00	12
15	AVP302-7SD2B-XDFB-9	Positioner	1	786,00	786,00	12
16	AVP302-7SD2B-XDFC-9	Positioner	1	786,00	786,00	12
17	AVP302-7SD2B-XDFC-9	Positioner	1	786,00	786,00	12
18	AVP302-7SD2B- XDYW-9	Positioner	1	718,00	718,00	12
19	AVP302-7SD1B-XDFC-9	Positioner	1	786,00	786,00	12
20	AVP302-7SD1B- XDYW-9	Positioner	1	718,00	718,00	12
21	AVP202-ESD5B-X5Y2-MW	Positioner	1	1 149,00	1 149,00	12
22	AVP202-ESD2B-X5MF-M	Positioner	1	1 036,00	1 036,00	12

Total	EURO	17 773,00
Minimum Charge	EURO	0,00
<b>EXTRA DISCOUNT</b>	<b>-3%</b>	<b>533,19</b>
* Packing & Handling charges	EURO	0,00
Freight Charge	EURO	
<b>Sub-total</b>	EURO	17 239,81
<b>VAT 21%</b>	EURO	
<b>Total</b>	EURO	17 239,81

**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:** - 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.)