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To : André Judice  
 ESAI company  
 Lisboa  
 Portugal

DATE: 10-nov-11

Att.:  
Tel.: 00351219583330  
Fax:  
Email: [andre.judice@esaisistemas.pt](mailto:andre.judice@esaisistemas.pt)  
Web:

Your reference No. :  
 Our Quotation No. : Q2011RH0370  
 Contact person : Mr. Regis Houllier  
 Tel: +33 3 22 54 83 47  
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 Email: [regis.houllier@airlitec.com](mailto:regis.houllier@airlitec.com)  
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| ITEM | MODEL        | DESCRIPTION              | Q'TY | U/PRICE<br>(EURO) | AMOUNT<br>(EURO) | LEAD TIME<br>(Weeks) |
|------|--------------|--------------------------|------|-------------------|------------------|----------------------|
| 1    | C15TC0LA0000 | 48*48 Digital Controller | 8    | 99,00             | 792              | 5                    |

|                              |      |        |
|------------------------------|------|--------|
| Total                        | EURO | 792,00 |
| Minimum Charge               | EURO | 0,00   |
| * Packing & Handling charges | EURO | 0,00   |
| Freight Charge               | EURO |        |
| Sub-total                    | EURO | 792,00 |
| VAT 21%                      | EURO |        |
| Total                        | EURO | 792,00 |

**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.

**TERMS and CONDITIONS:**

- Trade Terms:** FCA Melsele Belgium
- 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.