

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

To : SELMA  
 Ship Electric Marine Automation  
 SELMA Building  
 122 Kallikratida Street

DATE: 21-nov-11

Your reference No. :

Our Quotation No. : Q2011RH0383

Contact person : Mr. Regis Houllier

Tel: +33 3 22 54 83 47

Fax: +33 3 22 54 83 29

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

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

Att.: Piraeus Greece  
Tel.: Tel : +30210 4635951  
Fax: Fax: +30210 4616357  
Email: [email : info@selma.gr](mailto:email:info@selma.gr)  
Web:

ITEM	MODEL	DESCRIPTION	Q'TY	U/PRICE (EURO)	AMOUNT (EURO)	LEAD TIME (Weeks)
1	HTS Valve replacement AGVM	according to attached specification	1	2433	2 433,00	8
				<b>Total</b>	<b>EURO 2 433,00</b>	
				<b>Minimum Charge</b>	<b>EURO 0,00</b>	
				<b>* Packing &amp; Handling charges</b>	<b>EURO 0,00</b>	
				<b>Freight Charge</b>	<b>EURO</b>	
				<b>Sub-total</b>	<b>EURO 2 433,00</b>	
				<b>VAT 21%</b>	<b>EURO</b>	
				<b>Total</b>	<b>EURO 2 433,00</b>	

**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.