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To : BOTEM GmbH  
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DATE: 07-déc-11

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Your reference No. : 1085-11  
 Our Quotation No. : Q2011RH0402  
 Contact person : Mr. Regis Houllier  
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ITEM	MODEL	DESCRIPTION	Q'TY	U/PRICE (EURO)	AMOUNT (EURO)	LEAD TIME (Weeks)
10	VPP03 - 0 R 2 1 1 Z L N (VP6 Type Actuator) 82510100-21103	VPP03 positionner	1	1271	1 271,00	8
20	VPP08 - 0 R 2 1 1 Z L N (VP6 Type Actuator) 80VPP080-00000	VPP08 positionner	1	1271	1 271,00	8
30	HEP25 - 1 5 B L R H1 R G S D - D1	Positionner HEP25	1	1158	1 158,00	8
40	KUX60G-GAB1C2-X-1H	Field mounting P/I Converter	1	952	952,00	8
50	KUX113 -XW14AX-7	I/P CONVERTER	1	1726	1 726,00	8
60		Pilot relay??	5			
70	HEP15 - 1 4 B L D Y7 R G S D - D1-X	Positionner HEP15	1	936	936,00	8
80	HEP15 - 1 2 B L D Y7 R G S D - D1-X	Positionner HEP15	1	936	936,00	8
90	HEP15 - 1 2 B L R Y7 R G S D - D1-X	Positionner HEP15	1	936	936,00	8
100	HEP15 - 1 2 B L D Y6 R G S D - D1-X	Positionner HEP15	1	936	936,00	8
110	HEP15 - 1 3 B E R YD R G S D - D1-X	Positionner HEP15	1	936	936,00	8
120	HEP15 - 1 5 B E D YD R G S D - D1-X	Positionner HEP15	1	936	936,00	8
130	HEP16 - 1 1 B L R Y6 R G S D - D1-X	Positionner HEP16	1	936	936,00	8
140	HTP-ASH1NNILADX	HTP Positionner	2	915	1 830,00	8

Total	EURO	14 760,00
Minimum Charge	EURO	0,00
* Packing & Handling charges	EURO	0,00
Freight Charge	EURO	
Sub-total	EURO	14 760,00
VAT 21%	EURO	
Total	EURO	14 760,00

**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

**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.