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To : BOTE M GmbH
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DATE: 14-mars-12

Att.:
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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	1334	1 334,00	8
20	VPP08 - 0 R 2 1 1 Z L N (VP6 Type Actuator) 80VPP080-00000	VPP08 positionner	1	1334	1 334,00	8
30	HEP25 - 1 5 B L R H1 R G S D - D1	Positionner HEP25	1	1216	1 216,00	8
40	KUX60G-GAB1C2-X-1H	Field mounting P/I Converter	1	999	999,00	8
50	KUX113 -XW14AX-7	I/P CONVERTER	1	1812	1 812,00	8
60	80253599-201	Pilot relay HTP 4K equivalent	5	421	2 105,00	8
70	HEP15 - 1 4 B L D Y7 R G S D - D1-X	Positionner HEP15	1	983	983,00	8
80	HEP15 - 1 2 B L D Y7 R G S D - D1-X	Positionner HEP15	1	983	983,00	8
90	HEP15 - 1 2 B L R Y7 R G S D - D1-X	Positionner HEP15	1	983	983,00	8
100	HEP15 - 1 2 B L D Y6 R G S D - D1-X	Positionner HEP15	1	983	983,00	8
110	HEP15 - 1 3 B E R YD R G S D - D1-X	Positionner HEP15	1	983	983,00	8
120	HEP15 - 1 5 B E D YD R G S D - D1-X	Positionner HEP15	1	983	983,00	8
130	HEP16 - 1 1 B L R Y6 R G S D - D1-X	Positionner HEP16	1	983	983,00	8
140	HTP-ASH1NNILADX	HTP Positionner	2	915	1 830,00	8

Total	EURO	17 511,00
Minimum Charge	EURO	0,00
* Packing & Handling charges	EURO	0,00
Freight Charge	EURO	
Sub-total	EURO	17 511,00
VAT 21%	EURO	
Total	EURO	17 511,00

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.