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To : Yusuf Sen  
 Sales department / Technical support

DATE: 20-déc-11

[E-Mail: ysen@cefip.de](mailto:ysen@cefip.de)

Your reference No. :

Att.: Tel.: +49 (0) 2325 97258 - 29

Our Quotation No. : Q2011RH0415

Tel.: Fax: +49 (0) 2325 97258 - 25

Contact person : Mr. Regis Houllier

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Email:

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

ITEM	MODEL	DESCRIPTION	Q'TY	U/PRICE (EURO)	AMOUNT (EURO)	LEAD TIME (Weeks)
1	AVP300-PSD2A-1DYQ-X	Positioner AVP	1	825	825,00	8
2	AVP300-PSD2A-1DYS-X	Positioner AVP	1	825	825,00	8
3	AVP300-PSD2A-1DYT-X	Positioner AVP	1	825	825,00	8
4	AVP300-PSD2A-1DYL-X	Positioner AVP	1	825	825,00	8
5	AVP300-PSD2A-1DYQ-X	Positioner AVP	1	825	825,00	8
6	AVP300-PSD3A-1DYL-X	Positioner AVP	1	825	825,00	8
7	AVP300-PSD3A-1DYQ-X	Positioner AVP	1	825	825,00	8
8	HTP-ASH1NNILADX	HTP Positioner	3	1 006	3 018,00	8
9	82253799-20100	pilot relay 4K assy	8	477	3 816,00	8

Total	EURO	12 609,00
Minimum Charge	EURO	0,00
* Packing & Handling charges	EURO	0,00
Freight Charge	EURO	
Sub-total	EURO	12 609,00
VAT 21%	EURO	
Total	EURO	12 609,00

**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 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.)