

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

To : BOTE M GmbH
 Dr.Eng S.Oguzchan
 Kölner Str. 55
 D-40723 Hilden

DATE: 02-janv-12

Att.: Telefon: + 49 (0) 2103-249644
Tel.: Fax: + 49 (0) 2103-249673
Fax: E-Mail: info@botem.de
Email: Internet: www.botem.de
Web:

Your reference No. :
 Our Quotation No. : Q2012RH002
 Contact person : Mr. Regis Houllier
 Tel: +33 3 22 54 83 47
 Fax: +33 3 22 54 83 29
 Email: regis.houllier@airlitec.com
 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-PSR2A-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.)

Regis Houllier
 On behalf of Azbil Europe N.V.