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To : Dott. Ing. SCANDURA & FEM S.r.l.

DATE: 06-août-12

Your reference No. :  
 Our Quotation No. : Q2012RH035  
 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.: Mr Oreste Forloni  
Tel.: +39 02 959574.30  
Fax: +39 02 95328231  
Email:  
Web:

ITEM	MODEL	DESCRIPTION	Q'TY	U/PRICE (EURO)	AMOUNT (EURO)	LEAD TIME (Weeks)
1	AVP301-PSD5A-XD99-W	Valve Positioner With travel retransmission water proof Direct action Air Pressure regulator remote : from 450 to 700Kpas No regulator Special mounting bracket for STI valve actuator Reversing relay for double acting actuator	1	910	910	6
				<b>Total</b>	<b>EURO 910,00</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 910,00</b>	
				<b>VAT 21%</b>	<b>EURO</b>	
				<b>Total</b>	<b>EURO 910,00</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:** 30 days from invoice date

**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.