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To : Antje Nickles
 Sales EE / Product Manager TRONIC
 WIKA Messgerätevertrieb
 Ursula Wiegand GmbH & Co. KG

DATE: 12-mars-12

Att.: Perfektastraße 83
Tel.: A-1230 Vienna
Fax: www.wika.at
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Your reference No. :
 Our Quotation No. : Q2012RH093
 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	APV301-QSD5C-XXXX-W	Smart type positioner Water proof Air supply: 450 to 700Kpas Scale unit: Mpas Reversing relay for double acting actuator	4	985,00	3 940,00	6
				Total	EURO 3 940,00	
				Minimum Charge	EURO 0,00	
				* Packing & Handling charges	EURO 0,00	
				Freight Charge	EURO	
				Sub-total	EURO 3 940,00	
				VAT 21%	EURO	
				Total	EURO 3 940,00	

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.

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.