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To : Sofie BRUYNDONX
 LNG Purchase Dept.
 EXMAR Shipmanagement N.V.

DATE: 20-mars-12

Your reference No. :
 Our Quotation No. : Q2012RH107
 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>

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Email: Tel direct 0032(0)3/247 50 59
Web: Fax 0032(0)3/247 50 92
www.exmar.be

ITEM	MODEL	DESCRIPTION	Q'TY	U/PRICE (EURO)	AMOUNT (EURO)	LEAD TIME (Weeks)
1	80377323-01200	Reversing relay	2	491	982,00	8

Total	EURO	982,00
Minimum Charge	EURO	150,00
* Packing & Handling charges	EURO	0,00
Freight Charge	EURO	
Sub-total	EURO	982,00
VAT 21%	EURO	
Total	EURO	982,00

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:** 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.