

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

To : Ombeline MARTEL  
 Export A. Manager

DATE: 27-mars-12

7 rue Albert Samain  
Att.: 75017 Paris/France  
Tel.: Phone: +33.1.40.89.92.78  
Fax: Fax: +33.1.40.89.92.79  
Email: E- mail: omartel@francare.com  
Web: Site Web: www.francare.com

Your reference No. :  
 Our Quotation No. : Q2012RH118  
 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>

ITEM	MODEL	DESCRIPTION	Q'TY	U/PRICE (EURO)	AMOUNT (EURO)	LEAD TIME (Weeks)
1	AVP302-EBD2B-1DYN-X	AVP Positionner TIIS Flameproof Corrosion proof Air pressure: 150 to 300Kpas With pressure regulator and filter Mounting bracket Sainless steel for HA4, HL4 valves	2	1090	2 180,00	6
				<b>Total</b>	<b>EURO 2 180,00</b>	
				<b>Minimum Charge</b>	<b>EURO 150,00</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 2 180,00</b>	
				<b>VAT 21%</b>	<b>EURO</b>	
				<b>Total</b>	<b>EURO 2 180,00</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:** 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.