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To : Heba Saghir
 Presales Engineer
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DATE: 10-juil-12

Your reference No. :
 Our Quotation No. : Q2012RH262
 Contact person : Mr. Regis Houllier
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ITEM	MODEL	DESCRIPTION	Q'TY	U/PRICE (EURO)	AMOUNT (EURO)	LEAD TIME (Weeks)
1	Model No. HAS-PDP00	24V Power distributed Unit	1	202	202,00	8
2	Model No. HD-SBU00-2	SIO Base Unit	1	627	627,00	8
3	Model No. HD-CXAD21	X-bus Cable Remote Adapter	1	87	87,00	8
4	Model No. HD-CXAD11	X-bus Terminator Adapter	1	51	51,00	8
5	Model No. HD-CDIRT00	Digital Input Relay Terminal (16pts)	1	413	413,00	8
	HD-DRCBL10 1.0 m	Relay Terminal Connection Cable (1m)	1	125	125,00	8
6	Model No. HD-CDORT00	Digital Output Relay Terminal (16pts)	1	451	451,00	8
	HD-DRCBL10 1.0 m	Relay Terminal Connection Cable (1m)	1	125	125,00	8
7	Model No. HD-SXCV10	SIO X-bus Cable Converter (5M/Distributec	1	70	70,00	8

Total	EURO	2 151,00
Minimum Charge	EURO	150,00
* Packing & Handling charges	EURO	0,00
Freight Charge	EURO	
Sub-total	EURO	2 151,00
VAT 21%	EURO	
Total	EURO	2 151,00

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.