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To : Murat Bayram  
HTG / ENTEK TEKNİK A.S.  
Cevizli Mah. Tansel Cad.  
No:18 Maltepe / ISTANBUL

DATE: 22/10/102

Att.: Tel: 0 216 459 8660  
Tel.: Fax: 0 216 459 8370

Your reference No. :

Our Quotation No. : Q2012RH292

Contact person : Mr. Regis Houllier

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Web:

Item No	Production No	Existing Model No	Range	Replaced Model No	Q'TY	U/PRICE (EURO)	AMOUNT (EURO)	LEAD TIME (Weeks)
1	R-5L924-41-021	KFLB12Z-3111N3X03B3-M7	300mm	KFLB12Z-610311EA7B3-M679	1	8 519,00 €		12
					1	7 744,71 €	7 744,71 €	
2	R-5L924-41-031	KFLB12Z-3111N3X03B3-M7	300mm	KFLB12Z-610311EA7B3-M679	1	8 519,00 €		12
					1	7 744,71 €	7 744,71 €	
3	R-5L924-41-041	KFLB12Z-3111N3X03B3-M7	300mm	KFLB12Z-610311EA7B3-M679	1	8 519,00 €		12
					1	7 744,71 €	7 744,71 €	
4	R-5L924-41-051	KFLB12Z-3111H4X03B3-M7	300mm	KFLB12Z-610311MC7B3-M679	1	8 965,00 €		12
					1	8 149,85 €	8 149,85 €	
5	R-5L924-41-061	KFLB12Z-5111H5X03B3-M7	300mm	KFLB12Z-610311ME7B3-M679	1	13 740,00 €		12
					1	12 491,32 €	12 491,32 €	
6	R-5L926-41-031	KFPA13-01020B3T-M7			1	2 819,00 €		12
					1	2 563,09 €	2 563,09 €	
7	R-48138-41-111	KFLB12Z-3151N33XXB3-M7	600mm	KFLB12-610651EA4B3-M679	1	8 003,00 €		12
					1	7 275,59 €	7 275,59 €	
8	Training session	1day = 1000€- per person to customer To entek from Azbil Europe : 850€ Here is total cost for 2 days training : day1 : Japan -> Turkey day2~day3 : Training day4 : Turkey -> Japan 4,000 euros to customer- + actual base of (flight ticket + accommodation + in-land transportation, etc)						
						Old price: 59 084,00 €		

Condition to new price : Entek takes +20% max margin on 53713 euros ==> 67142 EUROS To end-user

	Total	EURO	53 713,97
	Minimum Charge	EURO	0,00
	* Packing & Handling charges	EURO	0,00
	Freight Charge	EURO	
	Sub-total	EURO	53 713,97
	VAT 21%	EURO	
	Total	EURO	53 713,97

#### 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

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.)