

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

To : Emerson Process Management
 EL-O-MATIC GmbH
 Siemensring 112
 47877 Willich Germany

DATE: 31-juil-12

Att.: Michael Genzel

Your reference No. :

Tel.: T +49 (0) 2154 49966 20 | F +49 (0) 2154 49966 13

Our Quotation No. : Q2012RH297

Fax:

Contact person : Mr. Regis Houllier

Tel: +33 3 22 54 83 47

Email: Michael.Genzel@Emerson.com

Fax: +33 3 22 54 83 29

Web: www.EmersonProcess.com/ValveAutomation

Email: regis.houllier@airlitec.com

Web: <http://eu.azbil.com>

ITEM	MODEL	DESCRIPTION	Q'TY	U/PRICE (EURO)	AMOUNT (EURO)	LEAD TIME (Weeks)
1	AVP301-PSD5D-XDRA-X	Smart Positioner AVP Waterproof Air supply: 450 to 700Kpas With mounting bracket for Xomox (EL-O-MATIC) E25, 40, 65, 100, 200, 350	10	975	9 750,00	6
				Total	EURO	9 750,00
				Minimum Charge	EURO	150,00
				* Packing & Handling charges	EURO	0,00
				Freight Charge	EURO	
				Sub-total	EURO	9 750,00
				VAT 21%	EURO	
				Total	EURO	9 750,00

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.