

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

To : EAST WIND Ship- and Shipyard Supplies  
 Import-Export GmbH  
 Mattentwiete 8  
 20457 Hamburg

DATE: 09-aout-12

Your reference No. : SRI/209094  
 Our Quotation No. : Q2012RH304  
 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>

Att.: Stefan Rieckenberg  
Tel.: Tel. : +49-40-78850-16  
Fax: Fax. : +49-40-78850-25  
Email: personal Fax. : +49-40-78850-8816  
Web: Email : sri@east-wind.de  
 Internet : www.east-wind.de

ITEM	MODEL	DESCRIPTION	Q'TY	U/PRICE (EURO)	AMOUNT (EURO)	LEAD TIME (Weeks)
1		HLS 3/4B Valve for replacement of R-5N645-41-010 See details in attachment	1	1688	1 688,00	10

Total	EURO	1 688,00
Minimum Charge	EURO	150,00
* Packing & Handling charges	EURO	0,00
Freight Charge	EURO	
Sub-total	EURO	1 688,00
VAT 21%	EURO	
<b>Total</b>	<b>EURO</b>	<b>1 688,00</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.