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To : Carsten Schwenck

DATE: 27-août-12

Schwenck Maritime Procurement GmbH & Co. KG  
 Schützenstrasse 29C, DE-21218 Seevetal, Germany

Your reference No. :

Att.: phone: +49 4105 675792 fax: +49 4105 675793 mobil: +49 173 6059588

Our Quotation No. : Q2012RH308

Tel.: e-mail: info@smp-germany.com homepage: www.smp-germany.com

Contact person : Mr. Regis Houllier

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ITEM	MODEL	DESCRIPTION	Q'TY	U/PRICE (EURO)	AMOUNT (EURO)	LEAD TIME (Weeks)
1	2 pcs.	Yamatake Honeywell KFPA12-01010A1T-7 product R5N80041021	2	2954	5 908,00	10
2	1pce.	burner shut-off valve HLS-0.5INCH CL150 product R-5N735-41-130-5	1	1966	1 966,00	10
3		CSV_00007271: prod No. missing R-5N 735-41-120	1	1909	1 909,00	10
4	1 pce.	burner shut-off valve HLS-0.75INCH CL300 R-5N 735-41-010-5	1	1966	1 966,00	10
5	1 pce.	burner shut-off valve HLS-1.0INCH CL300 R-5N 735-41-120	1	1909	1 909,00	10
6	1 pce.	boiler vent shut-off valve HTS-2INCH (2" X 300#) R-5N 735-41-080-6	1	2718	2 718,00	10

## Comments:

(1)'HA1 Actuator + Top Handle' was obsoleted, and replaced to 'HA2 Actuator + Top Handle'  
 new drawing as the attached

(2)All models quote w/o

'Ship Class Certificate' and 'Material Certificate'  
 shall be re-quoted if necessary

Total	EURO	16 376,00
Minimum Charge	EURO	150,00
* Packing & Handling charges	EURO	0,00
Freight Charge	EURO	
Sub-total	EURO	16 376,00
VAT 21%	EURO	
Total	EURO	16 376,00

## 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.