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To : Merkantile d.d.  
 Svačićev trg 6.  
 HR - 10000 ZAGREB  
 Bulgaria

DATE: 27-sept-12

Your reference No. :

Our Quotation No. : Q2012RH350

Contact person : Mr. Regis Houllier

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Att.: Ivica Franjković, mr.sc.eit.  
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[www.merkantile.hr](http://www.merkantile.hr)

ITEM	MODEL	DESCRIPTION	Q'TY	U/PRICE (EURO)	AMOUNT (EURO)	LEAD TIME (Weeks)
1	AVP301-XSD5D-XXXX-W	AVP Positionner with travel retransmission Water proof Direct action Air pressure: 450 to 700Kpas With double acting actuator	2	1075	2 150,00	6
				Total	EURO	2 150,00
				Minimum Charge	EURO	150,00
				* Packing & Handling charges	EURO	0,00
				Freight Charge	EURO	
				Sub-total	EURO	2 150,00
				VAT 21%	EURO	
				Total	EURO	2 150,00

**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.