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To : (Ms.) Effat Nabil  
 ( Control & Instrumentation Engineer )

DATE: 03-oct-12

Micom Co.  
Att.: 28 Sherif st., Downtown  
Tel.: Cairo  
Fax: Egypt  
Email:  
Web: Tel: +202-23945400  
 Fax: +202-23905822

Your reference No. :  
 Our Quotation No. : Q2012RH356  
 Contact person : Mr. Regis Houllier  
 Tel: +33 3 22 54 83 47  
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 Email: [regis.houllier@airlitec.com](mailto:regis.houllier@airlitec.com)  
 Web: <http://eu.azbil.com>

ITEM	MODEL	DESCRIPTION	Q'TY	U/PRICE (EURO)	AMOUNT (EURO)	LEAD TIME (Weeks)
1		Replacement from S-315V3-41-411(1984),Tag No:TV-513 HLS3/4B L/P See attached details	1	3944	3 944,00	6 months
2		Replacement from S-315V3-41-421(1984),Tag No:TV-514 HLS3/4B See attached details	1	3944	3 944,00	6 months
				Total	EURO 7 888,00	
				Minimum Charge	EURO 0,00	
				* Packing & Handling charges	EURO 0,00	
				Freight Charge	EURO	
				Sub-total	EURO 7 888,00	
				VAT 21%	EURO	
				Total	EURO 7 888,00	

**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.