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To : Mrs. Nataliya Isupova (Malyshevskaya),
 Head of International Trade Department,
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DATE: 07-nov-12

Att.: fax: +7(342) 2337774

Your reference No. :

Tel.: e-mail: malyshevskaja@zmuperm.ru

Our Quotation No. : Q2012RH386

Contact person : Mr. Regis Houllier

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Web:

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ITEM	MODEL	DESCRIPTION	Q'TY	U/PRICE (EURO)	AMOUNT (EURO)	LEAD TIME (Weeks)
1	HCB4B	LICA-55	1	8822	8 822,00	6 months
2	HCB4B	LICA-58A	1	8822	8 822,00	6 months
3	HCB2B	LICA-58B	1	5088	5 088,00	6 months
4	HAH2B	FrRC-105	1	19359	19 359,00	6 months
5	HAH1.5B	LRCA-401	1	29400	29 400,00	6 months
6	HCB6B	PIC-52	1	11687	11 687,00	6 months

Total	EURO	83 178,00
Minimum Charge	EURO	150,00
* Packing & Handling charges	EURO	0,00
Freight Charge	EURO	
Sub-total	EURO	83 178,00
VAT 21%	EURO	
Total	EURO	83 178,00

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.