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To : Kelly Wu  
 Sales Dept.  
 IPS Group B.V.  
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Web: Email: kelly@ipsholland.nl

DATE: 09-nov-12

Your reference No. :  
 Our Quotation No. : Q2012RH390  
 Contact person : Mr. Regis Houllier  
 Tel: +33 3 22 54 83 47  
 Fax: +33 9 70 61 16 19  
 Email: [regis.houllier@airlitec.com](mailto:regis.houllier@airlitec.com)  
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ITEM	MODEL	DESCRIPTION	Q'TY	U/PRICE (EURO)	AMOUNT (EURO)	LEAD TIME (Weeks)
1	82509584-19200	Ring	8	28,00	224,00	8
2	80253216-75100	Gasket	3	268,00	804,00	8
3	80253216-55100	Gasket	6	157,00	942,00	8
4	80253216-35100	Gasket	6	84,00	504,00	8

Total	EURO	2 474,00
Minimum Charge	EURO	150,00
* Packing & Handling charges	EURO	0,00
Freight Charge	EURO	
Sub-total	EURO	2 474,00
VAT 21%	EURO	
Total	EURO	2 474,00

**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.