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To : Hans Buch A/S
 Roskildevej 8-10
 DK-2620 Albertslund

DATE: 19-nov-12

Your reference No. :

Our Quotation No. : Q2012RH404

Contact person : Mr. Regis Houllier

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Att.: Flemming Bøge
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Mobile: +45 4078 0564

ITEM	MODEL	DESCRIPTION	Q'TY	U/PRICE (EURO)	AMOUNT (EURO)	LEAD TIME (Weeks)
1	HEP17-12BLRY5RGSD-C1-X	HEP17 Positionner	1	952	952,00	6
2	HEP15-13BLDY7RGSD-C1-X	HEP15 Positionner	1	980	980,00	6

Total	EURO	1 932,00
Minimum Charge	EURO	150,00
* Packing & Handling charges	EURO	0,00
Freight Charge	EURO	
Sub-total	EURO	1 932,00
VAT 21%	EURO	
Total	EURO	1 932,00

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: 30 days from invoice date

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.