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To : Dave Ariën
 Purchase Dept.
 EXMAR SHIPMANAGEMENT NV

DATE: 20-nov-12

Att.: Tel office: 32 3 247 50 11
Tel.: direct: 32 3 247 50 73
Fax: Fax +32 3 247 61 48
Email: Dave Ariën <Dave.Arien@exmar.be>
Web:

Your reference No. :
 Our Quotation No. : Q2012RH407
 Contact person : Mr. Regis Houllier
 Tel: +33 3 22 54 83 47
 Fax: +33 9 70 61 16 19
 Email: regis.houllier@airlitec.com
 Web: <http://eu.azbil.com>

ITEM	MODEL	DESCRIPTION	Q'TY	U/PRICE (EURO)	AMOUNT (EURO)	LEAD TIME (Weeks)
1	AVP301-VBD4D-XXXX-W.	Smart positioner Reversing Relay for Double acting actuator	2	1 245,00	2 490,00	6
2	80377050-0010H	Pilot Relay assy	2	162,00	324,00	6
3	80377010-00100	EPM	1	180,00	180,00	6
4	82735282-02700	Gauge 0-6 bars 40mm	5	82,00	410,00	6
Total				EURO	3 404,00	
Minimum Charge				EURO	0,00	
* Packing & Handling charges				EURO	0,00	
Freight Charge				EURO		
Sub-total				EURO	3 404,00	
VAT 21%				EURO		
Total				EURO	3 404,00	

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.

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.