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To : "UNICOM"  
 Science and Technology Group  
 12a, 50 let Oktyabrya st., Kemerovo, 650000  
 Russia

DATE: 10-janv-13

Att.: Andrey  
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Your reference No. :  
 Our Quotation No. : Q2013RH004  
 Contact person : Mr. Regis Houllier  
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ITEM	MODEL	DESCRIPTION	Q'TY	U/PRICE (EURO)	AMOUNT (EURO)	LEAD TIME (Weeks)
1	FL7M-3J6HD-CN	Proximity switch	15	67	1 006,05	6

Total	EURO	1 006,05
Minimum Charge	EURO	150,00
* Packing & Handling charges	EURO	0,00
Freight Charge	EURO	
Sub-total	EURO	1 006,05
VAT 21%	EURO	
Total	EURO	1 006,05

#### 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.