

REPRESENTATIVE PRICE LIST

EFFECTIVE: February 4, 2008

Prices subject to change without notice.

HOW TO USE THIS PRICE LIST:

When ordering be sure to use the catalog numbers EXACTLY as they are given in this price list, including hyphens, slashes, and decimal points. This will not only expedite the processing of your orders, but will also make it easier for us to generate complete detailed packing lists. Always be sure to add any additional information where required, e.g., the number of circuits in a borderlight, the color of a roundel, etc. Finally, always copy and use the Connector Strip Layout in the Altman Catalog or on the last page of this price list when ordering 300*CUS Connector Strips. This will eliminate any potential problems that can occur with a product that is so diverse in its construction.

PRICE: All prices are in U. S. Dollars.

PAYMENT TERMS: Open account Net 30 days if approved by Altman Stage Lighting credit department, otherwise COD or Prepayment.

F.O.B. POINT: Factory Yonkers, New York.

SHIPPING AND FREIGHT CHARGES: All shipping, insurance, and freight handling charges are the responsibility of the customer.

DELIVERY: Due to the diversity of our product offering, most products are built to order - and are not shipped from stock. Altman does not accept responsibility and shall not be held liable for delays in delivery due to any cause whatsoever beyond our reasonable control including, but not limited to, fires, acts of God, governmental orders, strikes, inability to obtain necessary labor, materials or manufacturing facilities.

CLAIMS: Count and inspect all packages carefully before signing delivery receipts. If a shortage in the contents of a package is suspected, contact Altman Stage Lighting immediately. If Altman Stage Lighting is instructed to drop ship an order the dealer and/or his customer are responsible for immediately examining the contents for damage or loss. No claims will be allowed after 3 working days from receipt of shipment. Any necessary inspection by carrier for loss or damage is to be reported to the carrier by the customer.

RETURNS: Goods are not acceptable for return to Altman Stage Lighting unless a Return Merchandise Authorization (RMA) has been granted. All returns must be shipped prepaid with an RMA number. All returns will be inspected for damage. If applicable, any cost incurred by Altman to restore merchandise to "as new" condition will be deducted from credit amount due. Additionally, all returns are subject to a 25% restocking charge. No return will be accepted if more than 30 days has elapsed since issuance of the RMA.

DEMOS: Altman Stage Lighting provides CUSTOMERS IN GOOD STANDING fixtures for demonstration purposes. The following conditions will apply:

A. Demo units will be invoiced at the current prevailing rate for the item. Demo invoices are due and payable in 90 days. In order to return the demo unit(s) an RMA must be requested within 60 days of invoice/shipment, and material returned within 30 days of the RMA being issued. If material is returned via an RMA within 90 days from the date of the original invoice, the customer account will be credited the full original charge. Demo units exhibiting excess wear & tear or damage will be credited less an appropriate re-conditioning charge.

B. For single-unit demo orders Altman Lighting will pay UPS ground charges from Yonkers, New York to any point in the Continental USA, ONE WAY ONLY. Return freight charges are the responsibility of customer. If demo equipment is shipped via Common Carrier or any other preferred means, then all freight charges are the customer's responsibility, both ways. Any demo equipment damaged beyond repair, or lost, is the full responsibility of the customer.

C. Lamps will not be included with demo equipment. If required, they will be invoiced at standard net pricing and are not returnable.

D. THERE ARE NO EXCEPTIONS TO THESE CONDITIONS.

TAXES: Merchandise purchased from Altman Stage Lighting for delivery in New York State requires a New York State Resale Certificate. Customers from out of state picking up merchandise from Altman Stage Lighting also require a New York State Resale Certificate. Failure to comply will result in N.Y. State taxes added to purchase price. Shipments to all other States do NOT require a Resale Certificate.

ORDER ACCEPTANCE: Possession of an Altman Stage Lighting price schedule or catalog is not in and of itself an offer to sell. All customer orders are accepted by written confirmation or shipment of goods pursuant to the terms and conditions at time of acceptance. All orders should have purchase order numbers assigned to them by the buyer. Minimum acceptable order, \$50.00 NET.

SPECIFICATION CREDIT: Altman representatives are eligible for a "specification credit" based on a documented specification registration including the Altman Name or Part Number for a particular Type on the specification.

CHANGES: Altman Stage Lighting reserves the right to change, in whole or part, prices, discounts, product specifications, products offered, terms and conditions of sale and policies without notice.

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WARRANTY

Altman Lighting, Inc., a subsidiary of Altman Stage Lighting Company, Inc., herein referred to as Altman, warrants each new product (except for spare parts or products Altman does not manufacture) for ONE (1) year from date of purchase to correct by repair or replacement any part defect due to faulty material or workmanship; provided that said product has not been used in rental service. The customer must receive a Return Material Authorization (RMA) number prior to return, return shipment must be visibly marked with the RMA number and the product must be returned (shipping prepaid) to the factory at:

57 Alexander Street
Yonkers, NY 10701

The return must be within THIRTY (30) days of receiving the RMA from Altman. Altman warrants for NINETY (90) days any spare part it manufactures. On spare parts or products Altman does not manufacture, such as lamps, sockets, lenses, roundels, electronics, ignitors, ballasts, etc. Altman will grant the same warranty given Altman by its vendors.

Altman assumes no responsibility for damage or faulty performance caused by misuse, improper installation, careless handling or where repairs have been attempted by others.

This warranty is in lieu of all warranties or guarantees expressed or implied and no representative or person is authorized to assume Altman any other liability with the sale of Altman's products.