



MANUFACTURING INC.

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Exhibit A

UNITED STATES; TERMS AND CONDITIONS OF SALE.

1. PAYMENT TERMS NET 30 DAYS UPON SATISFACTORY CREDIT APPROVAL.
2. ALL SHIPMENTS ARE F.O.B. GUELPH, FREIGHT PREPAID ON ORDERS OVER \$5,000.00 (US\$). ORDERS UNDER \$5,000.00 ARE SHIPPED PREPAID AND CHARGE. ORDERS OUTSIDE CANADA UNDER \$5,000.00, FREIGHT AND BROKERAGE PREPAID AND CHARGE. GOODS ARE SHIPPED F.O.B. GUELPH. CONSIGNEE/PURCHASER IS RESPONSIBLE TO MAKE CLAIMS DIRECTLY WITH CARRIER.
3. QUOTATIONS ARE FIRM FOR 90 DAYS FOR DELIVERY WITHIN 6 MONTHS. QUANTITY CHANGES, IF GREATER THAN 10%, MAY AFFECT QUOTED PRICES. LAMPS ARE PROVIDED BY OTHERS, UNLESS OTHERWISE NOTED.
4. CANCELLATION CHARGES FOR ORDERS PRIOR TO APPROVAL DRAWING RELEASE, 25%. CANCELLATION CHARGES FOR ORDERS WITH APPROVAL DRAWING RELEASE, 100%.
5. MINIMUM ORDER QUANTITY ON MANUFACTURED PARTS \$500.00. PURCHASED PARTS \$150.00.
6. RETURN MATERIALS MUST BE ACCOMPANIED BY A RETURN MATERIAL AUTHORIZATION NUMBER. MATERIAL RECEIVED WITHOUT THIS NUMBER CLEARLY ATTACHED, WILL BE REFUSED AT OUR DOCK. REQUEST FOR RETURN AUTHORIZATION SHOULD INCLUDE:
CUSTOMER PURCHASE ORDER NUMBER.
METALUMEN INVOICE NUMBER.
JOB NAME.
REASON FOR RETURN.
ALL RETURNS MUST BE SENT TO METALUMEN MANUFACTURING FREIGHT PRE-PAID.
7. **BALLAST WARRANTY.**
FLUORESCENT - WARRANTED BY DISTRIBUTOR AND BALLAST MANUFACTURER. CONTACT METALUMEN FOR BALLAST REPRESENTATIVE'S NAME AND ADDRESS.
H.I.D. - POTTED BALLASTS ARE TO BE RETURNED TO META-LUMEN WITH PROPER AUTHORIZATION FOR METALUMEN WARRANTY. BALLASTS SUPPLIED TO SITE, PRIOR TO RETURN, WILL BE BILLED TO THE CUSTOMER AT \$150 PER BALLAST AND CREDITED UPON CONFIRMATION OF DEFECTIVE BALLAST.

7. **BALLAST WARRANTY** (Continued)

- NON POTTED BALLASTS ARE TO BE RETURNED TO DISTRIBUTOR AND BALLAST MANUFACTURER FOR WARRANTY.

8. **WORKMANSHIP.**

ONE YEAR PARTS AND LABOUR FACTORY WARRANTY ON METALUMEN MANUFACTURED PARTS AND LUMINAIRES. FIELD QUALITY ISSUES RELATING TO METALUMEN WORKMANSHIP REQUIRE A REPAIR MATERIALS AUTHORIZATION PRIOR TO INCURRING COSTS OUTSIDE OF NORMAL INSTALLATION CONTRACT.