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are given in this price list, including hyphens, slashes, and decimal points. This will not only expedite the processing of your order, 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 Distribution Products, unless Submittal Drawings have been requested. This will eliminate any potential problems that can occur with a product that is so diverse in its construction.

THIS POLICY SUPERSEDES ALL PRIOR OR CONTEMPORANEOUS POLICIES, AGREEMENTS, DISCUSSIONS OR REPRESENTATIONS, ORAL OR WRITTEN, WITH RESPECT TO THE MATTER.

ALTMAN LIGHTING'S TERMS & CONDITIONS SHALL TAKE PRECEDENCE OVER ANY AND ALL OTHER TERMS & CONDITIONS, INCLUDING THOSE OF THE BUYER. BY PLACING AN ORDER WITH ALTMAN LIGHTING THE BUYER ACCEPTS ALTMAN LIGHTING'S TERMS & CONDITIONS WITHOUT EXCEPTION.

PRICE: All prices are in U. S. Dollars. Distributor NET as per distributor price schedule.

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

F.O.B. and Ex-Works POINT: Altman Lighting factory, Yonkers, New York.

SHIPPING AND FREIGHT CHARGES: All shipping, insurance, and freight handling charges are the responsibility of Buyer, including all applicable duties and taxes.

DELIVERY: Altman will make every attempt to ship 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, the buyer must contact Altman Stage Lighting immediately. No claims will be allowed after 3 working days from receipt of shipment. If Altman Stage Lighting is instructed to drop ship an order, the Buyer and/or their customer are responsible for immediately examining the contents for damage or loss. Inspection by carrier and all claims for loss or damage is to be reported by the Buyer. Altman is hereby indemnified of any costs and/or damages associated with these claims. Altman Stage Lighting Inc. and its subsidiaries are hereby indemnified of any and all damage, claims or liabilities due to faulty performance of equipment caused by misuse, improper installation, careless handling or where repairs have been attempted by others.

ON-SITE LABOR: In the event that on-site labor is required for warranty repair or product modification, Altman Lighting shall hold sole discretion in the approval and selection of the repair technician in any and all circumstances. Any charges for labor must be approved in writing by Altman Lighting via a formal quotation prior to any work being performed.

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, cost to restore merchandise to "as new" condition will be deducted from any credit due. Additionally, all returns are subject to a 25% restocking charge. No return will be accepted if more than 30 days has elapsed since shipdate. Buyer is responsible for all shipping costs to the factory for any and all repairs. Custom items and products made to order cannot be returned.

CANCELLATION: A cancelled order is accepted within 10 days of receipt of purchase order. A 25% manufacturing/processing fee will be applied on any cancellation following those 10 days.

HOLD FOR RELEASE ORDER: All "Hold for Release Orders" will be at the discretion of Altman Lighting. No order is processed or built until the order is released.

QUOTATIONS: Altman Lighting will provide factory quotations to Authorized Altman Dealers and Representatives. Altman Lighting is not responsible for take offs on specifications submitted. A complete bill of materials, including part numbers, accessories and lamps shall be provided by the Altman Dealer or Representative. Quotations will be completed in a timely manner and processed in the order that they are received. Altman Lighting can not be held responsible for missed deadlines. All orders referencing quotations provided by Altman shall be "as per the Altman Lighting Bill of Materials" only. All quotations are valid for 30 days unless otherwise noted. It is the Dealer/Representative's responsibility to check the quotation provided by Altman. Altman Lighting will not be responsible for any missing items. Quotations shall not be considered an offer to sell. Orders for quotations shall specifically attach and reference the Altman Lighting quotation.

CUSTOM PRODUCT & SUBMITTAL DRAWINGS: Custom product quotations and/or submittal drawings may require engineering and safety certification costs. All costs will be discussed and agreed upon prior to any quotation. Purchase orders for custom products are subject to a 100% restock charge for any requested cancellation. Any lighting fixture with a track adapter installed is considered to be a custom product.

PURCHASE ORDERS: All purchase orders submitted to Altman require Altman part #'s for proper processing. Purchase orders must clearly display all shipping terms, desired method and destinations. Altman is not responsible for any product or shipping costs due to inaccurate or insufficient information on buyer's purchase order.

MINIMUM ORDERS: Minimum order value shall be \$50.00. Any orders received below the \$50.00 minimum shall be subject to a \$15.00 processing fee.

DEMOS: Altman Stage Lighting provides Dealers and Representatives, in good standing, fixtures for demonstration purposes. The following conditions will apply:

A. Demo units are provided for a MAXIMUM of 30 days. If not returned within 30 days from the date of shipment the Dealer/Rep account will be INVOICED for 20% of FULL NET PRICE which is payable immediately.

B. If demo fixtures are held 60 days or more they are no longer returnable, at which time the Dealer/Repn account will be invoiced at FULL NET PRICE which is payable immediately.

C. Demo equipment must be returned to **Altman Stage Lighting Inc. 57 Alexander Street, Yonkers, NY 10701** to the attention of **DEMO INVENTORY**.

D. Demo equipment purchased by the Dealer/Rep will be invoiced for equipment and full freight charges and are subject to Altman's return policy listed above.

E. All freight charges for demo equipment are the responsibility of the recipient unless otherwise approved in writing by Altman Lighting. Any damages or loss is the full responsibility of the customer in any and all circumstances.

F. LAMPS WILL NOT BE INCLUDED WITH DEMO EQUIPMENT. IF NEEDED, THEY WILL BE INVOICED AT NORMAL DEALER/REP PRICES AND ARE NOT RETURNABLE. ANY DEMO FIXTURE THAT WE OFFER WITH A LAMP WILL BE SHIPPED BUT THE DEALER/REP WILL BE INVOICED FOR THE LAMP, WHICH ALSO IS NOT RETURNABLE.

G. Please note that not all products are available for demo purposes due to size and limited availability.

H. **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.

MAINTAINING A DEALERSHIP: The authorized Altman Dealer must purchase a minimum of \$25,000.00 NET from Altman Stage Lighting each calendar year. If the dealer does not establish to the satisfaction of Altman Stage Lighting that they are actively engaged in selling and promoting Altman products by meeting sales goals or failing to maintain an acceptable credit standing, failing to perform any of the provisions, terms or conditions herein, then Altman Stage Lighting reserves the right to revoke dealership at any time.

Altman Lighting continually engages in research related to product improvement. New materials, production methods and design refinements are introduced into existing products without notice as a routine expression of the philosophy. For this reason any current Altman Lighting product may differ in some respect from its published description, but will always equal or exceed the original design specifications unless otherwise noted.

All specifications are subject to change without notice. Altmani, Altman Stage Lighting, Altman Lighting, The Quality of Light®, Bringing Imagination to Light®, ODECI, Micro Ellipse, Micro Flood, Micro Strip, Master Ellipse, IQ30, IQ38, Speed Cap, Star Par, Outdoor Par, Luminator, 1000Q, Comet, Satellite, Econo Cyc, Focusing Cyc, Zip Strip, Q-Lite, UV-150, UV-250, UV-703, UV-705, Smart Track and SpectraPar are trademarks of Altman Lighting, Inc. a subsidiary of Altman Stage Lighting Co., Inc. Some products listed in the Price List are protected by applicable patents and patents pending. Altman Lighting will take any legal means necessary to protect and defend its intellectual property.

Not all products are suitable for use in international project applications or projects requiring voltages other than 120V or listings other than UL/ETL. Please contact Altman for details and clarifications.