

# CORPORATE SUPPLY ARRANGEMENT CS-000715



THIS CORPORATE SUPPLY ARRANGEMENT is made the **12th** day of **May, 2014**

Eaton's Cooper Lighting Business  
5925 McLaughlin Rd.

Mississauga, Ontario L5R 1B8

**Mike Milev**

(the "Offeror")

HEREBY OFFERS TO SUPPLY, AS, IF AND WHEN REQUESTED, THE GOODS DESCRIBED IN SCHEDULE "A", TO HER MAJESTY THE QUEEN IN RIGHT OF THE PROVINCE OF BRITISH COLUMBIA AND THE PUBLIC SECTOR ENTITIES, ON THE TERMS AND CONDITIONS DESCRIBED BELOW.

## THE OFFER IS AS FOLLOWS:

### DEFINITIONS

1.1 In this Corporate Supply Arrangement:

- a) "**Administrative Fee**" means the administration fee described in Schedule "D", Section 6;
- b) "**Administration Requirements**" means those requirements set out in Schedule "D";
- c) "**Authorized Reseller**" means an organization that is authorized to offer the goods on behalf of the Offeror as per the terms and conditions of the CSA;
- d) "**Contract**" means the contract that is formed on receipt by the Offeror of a Draw Down for the Goods described in the Draw Down, and if applicable, any addendum entered into between Public Sector Entities and the Offeror pursuant to section 3.2 (c);
- e) "**Contractor**" means the Offeror who is in receipt of a Draw Down requesting the Goods under this CSA;
- f) "**Corporate Supply Arrangement**" or "**CSA**" means this CSA;
- g) "**Draw Down**" means a written draw down form issued by a Purchaser to an Offeror against this CSA for the provision of a specified quantity of Goods at the prices set out in this CSA;
- h) "**Goods**" means those goods described in Schedule "A";
- i) "**Offeror**" means **Eaton's Cooper Lighting Business**;

- j) "**Offeror's Representative**" means the representative and designated back-up assigned by the Offeror to administer the CSA;
- k) "**Prices**" means the prices for the Goods set out in Schedule "B";
- l) "**Province**" means Her Majesty the Queen in Right of the Province of British Columbia and includes Procurement Services and any ministries of the Province;
- m) "**Province Representative**" means **Sol Reeve**, Procurement Specialist, or such other individual designated from time to time by the Province to administer this CSA on behalf of the Province;
- n) "**Public Sector Entity**" or "**Entities**" means an eligible broader public sector organization listed at the Procurement Services' website that is eligible to issue a Draw Down against a CSA;
- o) "**Purchaser**" means the Province or a Public Sector Entity that has issued a Draw Down; and
- p) "**Procurement Services**" means the Procurement Services Branch, Ministry of Technology, Innovation and Citizens' Services.

1.2 All references to dollars, currency, and money must mean Canadian dollars (\$CAD).

### EXPIRY

2.1 This CSA will expire on **May 11, 2017** unless withdrawn in accordance with section 3.1 (G) or Section 8, or renewed by the Province for up to two additional one-year periods.

## **CORPORATE SUPPLY ARRANGEMENT - GENERAL**

- 3.1 The Offeror makes the offer set out in this CSA on the following understandings:
- a) the establishment of this CSA does not oblige the Province or any Public Sector Entity to authorize or order all or any of the Goods from the Offeror;
  - b) a Contract is formed only on receipt of a Draw Down by the Offeror;
  - c) a Draw Down will form a Contract only for those Goods in respect of which a Draw Down has been issued by a Purchaser, provided always that such Draw Down is made in accordance with the provisions of this CSA;
  - d) the Contract will be on the terms and conditions set out in Schedules A, B, C, D, E and if applicable, any addendum entered into between Public Sector Entities and the Offeror pursuant to section 3.2;
  - e) the Province and any Public Sector Entity each reserves the right to procure the specified Goods by any other means, including the use of other agreements, or by other procurement or contracting methods;
  - f) the liability of a Purchaser will be limited to that which arises from a Contract made prior to the expiry date described in Section 2.1;
  - g) the Province reserves the right to set aside this CSA, for whatever reason, and not make it available for any Draw Downs. The Province will promptly notify the Offeror of such action;
  - h) any changes to this CSA are to be documented by way of a written addendum between the Offeror and the Province;
  - i) the Offeror's Representative, and a designated back-up individual, will be available during the Province's normal business hours, and will have the authority to represent the Offeror with respect to all issues arising under this CSA;
  - j) the Offeror will reimburse the Administration Fee in accordance with Schedule "D";
  - k) if the Offeror offers a lower price to others in the British Columbia public sector for substantially the same goods and terms and conditions of a Contract during the term of this CSA, that lower price will also apply to this CSA. For the purposes of this section, a lower price is a price that is lower than the unit price in Schedule "B", exclusive of the Administration Fee; and

- l) the Offeror will provide the Province's Representative with 60 days written notice of any changes to the list of Goods included in Schedule "A", and the Province will determine, at its sole discretion, whether to accept such changes.

## **CORPORATE SUPPLY ARRANGEMENT - PUBLIC SECTOR ENTITIES**

- 3.2 With respect to Draw Downs by Public Sector Entities, the Offeror acknowledges that:
- (a) Public Sector Entities are solely responsible for all payments and other obligations to the Offeror incurred through making a Draw Down against the CSA;
  - (b) nothing in this CSA or any resulting Contract will impose any liability whatsoever on the Province in respect of any obligation of a Public Sector Entity to the Offeror, and the Province disclaims any and all liability in respect of any Draw Down made by a Public Sector Entity against this CSA;
  - (c) neither a Public Sector Entity utilizing the CSA nor the Offeror will be required to agree to any terms and conditions other than those set out in this CSA. However, Public Sector Entities will have the option of renegotiating the terms and conditions set out in Schedule E, to the extent necessary to address the Public Sector Entity's specific payment, insurance, indemnification, limitation of liability requirements, privacy, confidentiality and security requirements. All changes to the terms and conditions of Schedule E are to be set out in an addendum entered into with the Offeror; and
  - (d) the Offeror reserves the right to refuse to enter into an addendum as contemplated in subsection (c) that would vary the terms and conditions of the Contract from that set out in this CSA.

## **DRAW DOWN MECHANISM**

4. The Goods may be ordered by various methods, including: in person, telephone, facsimile, or email, so long as a written Draw Down is presented that includes at a minimum:
- (a) the reference number for this CSA;
  - (b) the name of the Purchaser;
  - (c) the description and specified quantity of the Goods that are being ordered.
5. Draw Downs against a CSA paid for with the Province's corporate purchasing card must be

accorded the same Prices and be subject to the same terms and conditions as any other Draw Down.

6. If the Purchaser issues a Draw Down to the Offeror prior to the expiry of this CSA and receives the Goods, then the Purchaser will pay to the Offeror the amounts payable as described in Schedule "B".
7. If there is any conflict or inconsistency among any of the provisions of the following documents:
  - a) this CSA; and
  - b) a Draw Down,then the order of precedence will be (a) and then (b), unless the Offeror and a Public Sector Entity have entered into an addendum revising the terms

of the in accordance with section 3.2(c) of this CSA, in which case, any terms in such addendum stated to apply notwithstanding the terms of Schedule E will take precedence.

**NOTIFICATION OF WITHDRAWAL**

8. In the event that the Offeror wishes to withdraw this CSA, the Offeror will provide no less than thirty (30) days' prior written notice to the Province Representative, and such withdrawal of this CSA will not be effective until receipt of such notification by the Province Representative and the expiry of such notice period.
9. The Offeror will fulfil any Draw Downs made before the expiry of such notice period.

**SIGNED** by the Offeror:

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(Authorized Signatory)

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Title

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Print Name

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Date

## **SCHEDULE "A"**

### **GOODS**

The Goods are to be provided on an as, if and when requested basis and no commitments or guarantees are made with respect to the number or value of Draw Downs that may be requested from the Offeror over the Effective Period.

#### **1.1 Goods**

See Schedule "B" Pricing for list of LED street light luminaire products available through this CSA. Purchasers may also purchase related equipment through the CSAs, e.g. external house-side shields, custom powder coat colours.

#### **1.2 Effective Period**

The Effective Period will be 3 years with options to renew, at the sole discretion of the Province, for two additional one-year periods, unless sooner withdrawn in accordance with the terms and conditions of the CSA.

#### **1.3 Delivery**

The Offeror agrees to coordinate delivery with the Purchaser's lighting installation representative.

Delivery lead time will not exceed 6 weeks from the date of order for individual orders of up to 5,000 lights, unless an arrangement has been reached with the Purchaser for partial shipments. Delivery lead time may be negotiated with Purchaser on a case by case basis for larger orders. In either case, a liquidated damages cost of \$100 plus \$1.00 per luminaire per day may be applied for deliveries which are not received in accordance with the agreed upon schedule, to address installation delays.

#### **1.4 Payment and Invoicing**

Purchasers will issue a Draw Down. Offerors will provide an itemized invoice for Purchaser review and approval. Approval and payment will be made by the Purchaser. The order will be shipped to a single delivery point.

The Offeror will clearly reference the CSA# on all invoices.

#### **1.5 Confidentiality and Publicity**

Other than for acquisition of licenses and permits required by the Offeror to perform the work, neither the Offeror nor anyone on the Offeror's behalf will, without the Purchaser's prior written approval, communicate with any government or regulatory authority or with the news media with respect to any aspect whatsoever of the work except as may be a legal requirement.

Offerors will not publish any material relating to any sale through the CSA without prior consent of the Purchaser.

#### **1.6 Warranties**

A warranty is required for the Goods and will be included in the Contract. It is expected that the warranty will include, but is not limited to, the following:

- a. Full replacement of Goods due to any failure. The inability for a luminaire to operate within specifications is also considered a failure;
- b. Replacement of defective Goods for a minimum of 10 years from date of receipt. No pro-rated warranties will be accepted;
- c. Replacement Goods will be supplied within 30 days of notification. The defective Goods will be made available to the Offeror by the Purchaser. All packaging, shipping costs and arrangements will be borne by the Offeror. The Purchaser will remove the defective luminaire(s) and re-install the replacement luminaire(s) at their own expense; and

- d. In the event of a catastrophic failure the Offeror will be responsible for the full replacement of the Goods, shipping costs and all labour for removal and installation of luminaires. Catastrophic failures are failures of a similar nature that occur to 2 percent or more of the luminaires within the first year of operation.

See attached Warranty Certificate for complete details.

### **1.7 Defective Goods**

- a. Goods found to be defective will be quarantined on location and the Offeror's representative called in to confirm. Once the Offeror has been notified of the quarantine, all shipments of Goods under the Draw Down, potentially affected by the defect, will cease until the cause of the defect has been remedied.
- b. Quarantined Goods will be fully inspected and defective Goods returned at no cost to the Purchaser.

### **1.8 Packaging**

Luminaires will be boxed and packaged to prevent damage during shipping. Luminaire information and attributes will be listed on exterior of box or duplicate bar code will be provided so exact luminaire can be easily identified and installed in the proper location. Large orders will be attached to pallets for easy off-loading.

### **1.9 Asset Tracking**

In order to track luminaires through supply, installation and maintenance, Offerors will label each luminaire with a unique bar code. Purchasers will provide data specific to their requirements (e.g. location); Offerors should provide data including:

- Manufacturer and model number
- Date of manufacture
- Colour temperature
- Driver current
- Wattage

### **1.10 Refresh**

The Offeror may be invited to refresh their current list of Goods with new luminaires or luminaire versions during the Effective Period of this CSA. New luminaires or luminaire versions will be evaluated and the Offeror will be notified if the new luminaire or luminaire versions will be added to the CSA.

**SCHEDULE "B"**  
**PRICES**

1. The following is a list of Goods and prices available from the Offeror:

*[Pricing available to authorized users only – Refer to the CSA web page for details]*

2. All prices are:
  - a) FOB Destination;
  - b) Canadian \$;
  - c) Inclusive of duty; and
  - d) Exclusive of shipping and applicable taxes.
3. Offerors may reduce prices at any time by advising the Province Representative in writing.
4. At time of a refresh Offerors may submit to the Province a notice of a price increase. The price increase will be substantiated by written documentation indicating the change in the cost of the luminaire(s) in question and reasons for increase. Such increases will be subject to scrutiny and may be negotiated if, in the Province's sole opinion, requested rate is a disadvantage for Purchasers. Current economic trends, industry trends, external factors and general validity of the request will be considered.
5. Any new price will then be firm until the next refresh, or for the next one year period, subject to paragraph 3. Should a requested price increase not be acceptable to both parties, the Province reserves the right to cancel the CSA, by giving thirty (30) days written notice. Said notice will be from Procurement Services Branch only.
6. Any price adjustment for inflation to be no more than that indicated by Statistics Canada for the B.C. region, and will be subject to negotiation to reflect local and national economic conditions.

**SCHEDULE "C"**  
**ORDERING AND CONTACT INFORMATION**

**Offeror's Representative**

Mac's II Agencies Ltd.  
Wes Oliver  
604-395-8272  
woliver@macsii.com

**Authorized Reseller**

**Nedco**

Phil Thebault  
Lighting Manager – Western Region  
P: 604-760-9760  
E: [phil.thebault@nedco.ca](mailto:phil.thebault@nedco.ca)

**Wesco**

Mike Griffiths  
Lighting Manager  
P: 604-299-5567  
E: [mgriffiths@wesco.com](mailto:mgriffiths@wesco.com)

**Warranty Support**

Christopher Scime  
Post Sales & Warranty Coordinator  
Eaton's Cooper Lighting Business  
Mississauga ON  
P: 905-501-3030  
E: [christopherscime@eaton.com](mailto:christopherscime@eaton.com)

**Regional Sales Support**

Tony Borelii  
Regional Sales Manager, Western Canada  
Eaton's Cooper Lighting Business  
Sherwood Park AB  
P: 780-449-5350  
E: [tonyborelii@eaton.com](mailto:tonyborelii@eaton.com)

**SCHEDULE "D"**  
**ADMINISTRATIVE REQUIREMENTS**

Suppliers holding CSAs will comply with the following administrative requirements and procedures:

**PROCUREMENT SERVICES CSA CONTACTS**

1. For further information or clarification regarding:

Administration (Province):

Email: [CSA@gov.bc.ca](mailto:CSA@gov.bc.ca)

Phone: 250-387-7300

Representative (Province):

Sol Reeve, Procurement Specialist

Email: [Soledad.Reeve@gov.bc.ca](mailto:Soledad.Reeve@gov.bc.ca)

Phone: 250-387-7343

**REPORTING PROCEDURES**

2. Purchasers will be offered two optional ways of paying the Administrative Fee to Procurement Services.
- a) Purchasers will pay a 1% Administration Fee. On behalf of Purchasers, Offerors will collect and remit an amount equal to one (1) percent of the total value of each Draw Down received under the CSA.
- b) Purchasers who anticipate spending more than \$500,000 over the Effective Period of the CSA will be given the option to pay an up-front one-time fee of \$5,000 directly to PSB. Procurement Services Branch will notify Offerors of Purchasers who are not required to pay the 1% Administration Fee to the Offeror. Offerors will deduct the 1% from these Purchasers' prices.
3. Offerors will charge the 1% and follow these reporting procedures unless advised otherwise by Procurement Services Branch.

**Quarterly Draw Down Reports**

4. Offeror is required to submit draw down reports to Procurement Services on a quarterly basis.

The purchase report for:	Is due:
April, May, June	July 31
July, August, September	October 31
October, November, December	January 31
January, February, March	April 30

5. Quarterly draw down reports must be in MS Excel format and sent via email by the Offeror to [csa@gov.bc.ca](mailto:csa@gov.bc.ca) and include the CSA # in the subject line.
6. The report must contain at a minimum:
- CSA #;
  - Purchaser Name;
  - Draw Down Form number;



Good(s) ordered;  
 Quantity ordered; and  
 Total pre-tax price for individual Draw Downs.

The information should be provided in a table substantially the same as this:

Offeror Name:						
CSA #:						
Reporting Period:						
Purchaser Name	Draw Down #	Goods	Quantity	Item Price	Total pre-tax price	
					Total	Total 1% Remittance

- The Offeror will provide a report regardless of whether or not any Draw Downs are received in that quarter, and in each report will provide an explanation for any missing data.

**Quarterly Fee Remission**

- Administration Fee.** Each quarter, the Contractor must submit to Procurement Services Branch a cheque for one percent of all sales (exclusive of taxes and transportation charges) that were reported to Procurement Services on the Draw Down report, including sales to any Public Sector Entity. The cheque must be payable to the Minister of Finance, and sent to the Administration contact person at the above noted address. The cheque must clearly identify each CSA and the months represented in the payment. The cheque must be submitted no more than 1 month after the end of the quarter:

The fee for:	Is due:
January, February, March	April 30
April, May, June	July 31
July, August, September	October 31
October, November, December	January 31

- Draw Down reports may be checked against provincial financial records to verify accuracy. Procurement Services will promptly notify Offeror of any discrepancy, who will be given one month to respond to or rectify the report.
- More than two occurrences of inaccuracies may result in the CSA being suspended, until such time as the supplier can demonstrate to Procurement Services that they are capable of managing the terms of their CSA agreement.
- Failure to submit a reimbursement cheque for the Administration Fee within two months of the end of a quarter in which sales were reported may result in the CSA being suspended until such time as reimbursement is received.

**SCHEDULE "E"  
 TERMS AND CONDITIONS FOR DRAW DOWNS ON A CSA FOR GOODS**

- In this Schedule E,

- (a) "CSA" means **CS-000715**;
  - (b) "Draw Down" means a written draw down form issued by a Purchaser to the Offeror against the CSA for the provision of a specified quantity of Goods at the Prices set out in the CSA;
  - (c) "Entity" means a broader public sector organization listed at the Procurement Services website that is eligible to issue a Draw Down against the CSA;
  - (d) "Goods" means the goods described in Schedule "A" to the CSA;
  - (e) "Prices" means the prices as set out in Schedule "B" of the CSA;
  - (f) "Procurement Services" means the Procurement Services Branch of the Ministry of Technology, Innovation and Citizens' Services;
  - (g) "Purchaser" means the Province or an Entity that has issued a Draw Down; and
  - (h) "Supplier" means the Offeror under the CSA who is in receipt of a Draw Down requesting the Goods under the CSA.
- 2) In the event that a Draw Down is issued for Goods, the terms and conditions contained in this Schedule E will constitute the full and complete agreement between the parties (the "Agreement").
  - 3) The Supplier must promptly notify the Purchaser if the order cannot be filled.
  - 4) The Purchaser reserves the right to cancel this Agreement, if promised or specified delivery is not met or if Goods fail to meet specification requirements. Over shipments against this order may be returned with all freight charges to the Supplier's account. Order numbers must be shown on all invoices, packing slips and packages. Shipments must be accompanied by a properly completed delivery slip.
  - 5) The Purchaser has the right of inspection and approval of all Goods. Inspection by the Purchaser of advance samples will not constitute final acceptance and the Supplier will remain bound by any warranties set out in the specification requirements. No substitutions are permitted unless previously agreed to by the Purchaser and confirmed in writing.
  - 6) The Supplier must indemnify the Purchaser against any claim of any person, firm, or corporation alleging that the sale by the Supplier to the Purchaser hereunder constitutes an infringement of patent rights, copyright or any other intellectual property rights.
  - 7) The Supplier is an independent contractor and must indemnify, protect, and save harmless the Purchaser, its agents, employees, successors and assigns from any and all damage, liabilities and claims of whatsoever nature arising out of the furnishing by the Supplier, its agents or employees, of the materials and/or performing of the services covered by this order or incidental or ancillary thereto.
  - 8) The Supplier must not change the Prices, terms or conditions of this Agreement without the prior written permission of Procurement Services, unless section 3.2(c) of the CSA applies.
  - 9) The Agreement is governed by the laws of the Province of British Columbia.

- 10) Notwithstanding any other provision of this Agreement, the payment of money by the Province to the Supplier, for Draw Downs made by the Province under this Agreement is subject to:
- a) there being sufficient monies available in an appropriation, as defined in the *Financial Administration Act*, R.S.B.C. 1996, c.138, as amended from time to time (the "Act"), to enable the Purchaser, in any fiscal year or part thereof when any payment of money by the Purchaser to the Supplier falls due under this Agreement, to make that payment; and
  - b) Treasury Board, as defined in the Act, not having controlled or limited expenditure under any appropriation referred to in subparagraph (a) of this paragraph.
- 11) Time will be of the essence in this Agreement.
- 12) The Supplier must comply with all applicable laws in providing the Goods specified.
- 13) Payment terms are subject to the Province of British Columbia's interest on overdue accounts payable regulations.
- 14) In the event of any dispute between the parties arising out of or in connection with this Agreement, the following dispute resolution process will apply unless the parties otherwise agree in writing:
- (a) the parties must initially attempt to resolve the dispute through collaborative negotiation;
  - (b) if the dispute is not resolved through collaborative negotiation within 15 Business Days of the dispute arising, the parties must then attempt to resolve the dispute through mediation under the rules of the British Columbia Mediator Roster Society; and
  - (c) if the dispute is not resolved through mediation within 30 business days of the commencement of mediation, the dispute must be referred to and finally resolved by arbitration under the *Commercial Arbitration Act*.

Unless the parties otherwise agree in writing, an arbitration or mediation will be held in Victoria, British Columbia.

Unless the parties otherwise agree in writing or, in the case of an arbitration, the arbitrator otherwise orders, the parties must share equally the costs of a mediation or arbitration other than those costs relating to the production of expert evidence or representation by counsel.

Date: February 2, 2015

From: Eaton's Cooper Lighting Business

Subject: Limited Extended Warranty – Outdoor Products

Project Name: **BC Procurement Services – Corporate Supply Arrangement CS-000715**

Order Number: TBD

The following amendment may be added to our Standard Terms and Conditions of Sale on orders placed against the project and/or order number above, for the exclusive use as specified at said project. This amendment is not transferable to any other party, quote or order.

## **BEGIN AMENDMENT**

The following products:

<b>CATALOG NUMBER</b>	<b>QTY</b>
Navion LED Roadway Luminaire	TBD
Verdeon LED Roadway Luminaire	TBD

Are covered under Eaton's Cooper Lighting standard warranty with the following amendment(s):

Subject to all of the limitations set forth in Eaton's Cooper Lighting's Terms and Conditions of Sale, for Eaton's Cooper Lighting Light Emitting Diode (LED) luminaires only, Cooper Lighting warrants to the original purchaser finish for a period of 10 years from the date of shipment. Eaton's Cooper Lighting will, at its sole option, repair or replace the defective finish if it exhibits cracking, peeling, excessive fading or corrosion defects during the warranty period. During the warranty period some fading, staining or chalking may occur. This is normal aging for the finish used, and is not a manufacturing defect, and is not covered under this warranty.

Subject to all of the limitations set forth in Eaton's Cooper Lighting's Terms and Conditions of Sale, for Eaton's Cooper Lighting Light Emitting Diode (LED) luminaires only, Cooper Lighting warrants to the original purchaser that the factory-installed electrical system will be free from defects in material and workmanship for 10 years from the date of shipment. Notwithstanding anything to the contrary in this limited warranty document, a LED luminaire shall not be deemed defective unless ten percent (10%) or more of the individual LEDs (light sources) within the luminaire fail to illuminate.

In the event of a catastrophic failure, Eaton's Cooper Lighting shall be responsible for the full replacement of defective product, and all labour for the removal and installation of said product. Catastrophic failures are failures of a similar nature that occur to two percent (2%) or more of the luminaires within the first year of operation. Eaton's Cooper Lighting reserves the right to examine all failed products to determine the cause of the failure, and reserves the right to be the sole judge as to whether any product or components are deemed defective as described herein. In the event of a catastrophic failure, Eaton's Cooper Lighting reserves the right to review, discuss and approve the labour charges for the removal and installation of product.

This warranty applies only to products that have been properly stored, installed, maintained, and operated with the specified electrical values; and operate within the specified ambient temperatures. The warranties are VOID if the Purchaser fails to comply with any applicable instructions or recommendations set forth by Eaton's Cooper Lighting; if components are replaced with components not recommended by Eaton's Cooper Lighting, and in the event of failure due to abnormal site conditions. These abnormal site conditions include, but are not limited to, under/over voltage, under/over current, excessive switching and excessive ambient temperatures.

Eaton's Cooper Lighting shall not be responsible for any failures as a result of external causes, including but not limited to acts of God, improper or unauthorized use, or use in violation of any applicable standard, code or instruction for use in installations including those contained in the latest National Electrical Code (NEC), Canadian Standards Association (CSA), American National Standards Institute (ANSI), Underwriters Laboratory (UL); or any cause other than a defect in the material or workmanship of the product itself.

### **END AMENDMENT**

Warranty replacement may be obtained for defective components by contacting Eaton's Cooper Lighting during the valid warranty period. Upon receipt and verification of the claimed defect, Eaton's Cooper Lighting will direct the warranty replacement procedure to the material owner (warranty parts will not be sent to the contractor, construction firm or any other party to the sale of the quoted merchandise).

# Canadian Terms and Conditions

## Freight Terms:

Freight will be pre-paid on each order or partial release totaling \$1500 or more.

Orders not qualified for pre-paid freight will be shipped with transportation charges added to the invoice.

All shipments will be made via carrier selected by shipper.

Unless otherwise noted, sales of Cooper Lighting Products will be F.O.B. factory. Title to all products shall pass from Cooper Lighting to our customers upon execution of a bill of lading or tender of freight to carrier's agent or customer's agent, whichever shall first occur. When shipments of Cooper Lighting products are to be made via company truck, title to the products shall pass to our customers at time of delivery to the final destination or to the forwarding carrier. Consignee must make all claims for loss or damage in transit to carrier within 30 days.

## Payment Terms:

### I/O Lighting Only:

50% down, 50% net 30. Upon receipt of an order, an invoice for 50% of the value will be issued to the distributor. Orders will be released for production upon receipt of down payment.

### Halo Recessed and Trac Products Only:

2% - 10th month following, net 25<sup>th</sup>

### All Other Cooper Lighting Products:

1% - 10th month following, net 25th

### Net 30 Days on Utility Sales

Dates are from date of invoice. Invoices are mailed within one (1) day of shipment.

## Date of Shipment:

Shipping dates are approximate and are based on conditions existing at the time of Cooper Lighting's receipt of customer's firm order and full information. Cooper Lighting will in good faith endeavor to ship by the estimate shipping date but it shall not be responsible for any delay or any damage arising there from. It is agreed that time is not of the essence.

## Merchandise and Claims Terms:

No merchandise may be returned without prior written authorization. This written authorization will be issued at the discretion of Cooper Lighting and must be requested by the customer within 90 days of the original shipment date. Non-defective materials must be in sealed original carton.

All returns will be subject to a minimum 25% handling and factory inspection charge, except on products considered by the manufacturer to be defective in workmanship and materials. Minimum value for return authorization is \$250.

Custom made equipment and "specials" may not be returned except for defects proven to be the manufacturer's responsibility.

## Order Cancellation Terms:

Cancellation of orders will be accepted only if made in writing and received prior to shipment of order. Verbal order cancellations will not be accepted.

Custom made equipment and "specials" may not be cancelled after Release of Order.

## Minimum Order Value:

There is a minimum order value of \$300.00.

## Pricing:

Prices are subject to change without notice. Merchandise will be shipped at prices prevailing at time of shipment.

## Conditions of Sale:

### General:

Acceptance of any proposal submitted to Cooper lighting, Division of Cooper Industries for the sale of merchandise and acceptance by the buyer of any order it submits for such merchandise is expressly limited to the terms and conditions set forth herein. In the event of any conflict between the General Terms and Conditions of Sale of Cooper Lighting, and their terms and conditions contained in the customers order of response to quotation, the General Terms and Conditions of Sale of, Cooper Lighting shall prevail unless such variance is assented to in writing and signed by an authorized representative of Cooper Lighting. The customer will be deemed to have assented to the General Terms and Conditions of Sale set forth herein upon ordering merchandise quoted by Cooper Lighting.

## Warranty and Obligations:

(i) Cooper Lighting warrants to the Purchaser for resale only that its products are free from defective materials and workmanship. Cooper Industries, Cooper Lighting's obligation is expressly limited to repair or replacement, at its option without charge, at Cooper Lighting's factory within a period of one year from the date of shipment and only after prior written return authorization has been granted.

This warranty does not apply to Cooper products which have been altered or repaired outside of Cooper's factory, or have been subject to neglect, abuse misuse or accident (including shipping damages). THIS WARRANTY SHALL ALSO NOT APPLY TO PRODUCTS NOT MANUFACTURED BY COOPER WHICH HAVE BEEN INSTALLED AND USED IN CONJUNCTION WITH COOPER PRODUCTS.

This warranty is in lieu of all other warranties, expressed or implied, and excludes any implied warranty of merchantability. There are no warranties, which extend beyond the description of the product on the Company's literature setting forth the conditions of sale.

(ii) Cooper Lighting shall repair or replace the product or refund the purchase price at its option, upon notification and confirmation by its local representative of the defect. The obligation of Cooper Lighting under this warranty and buyer's remedy is expressly limited to repair or replacement of the defective product whether the claim is made in tort or in contract; including claims based on warranty, negligence, strict liability, fraud, misrepresentation or otherwise.

Cooper Lighting shall not be responsible for material, labor or freight costs incurred in connection with the installation, removal or replacement of any products. In no event shall Cooper Lighting be liable for special, indirect, incidental or consequential damages (regardless of the form of action) whether in contract, strict liability or in tort, involving negligence) nor for lost profit.

(iii) Cooper Lighting does not accept any responsibility for failure, of any of the goods delivered hereunder to meet the standards imposed under the Occupational Safety Health Act 1970 as said standards now exists or as they may be hereinafter set or amended.

Management further reserves the right under special conditions to replace or repair defective products at their own discretion.

## ALL TAXES EXTRA.