

| CODE | MANUFACTURER                   | MINIMUM ORDER        | FREIGHT TERMS      | FREIGHT NOTES  | TERMS                       |
|------|--------------------------------|----------------------|--------------------|--|-----------------------------|
| 3GL  | 3G LIGHTING                    | VARIES               | FREIGHT PP AND ADD |  | VARIES                      |
| ADVA | ADVANCED LIGHTING SYS          | \$75                 | FREIGHT PP AND ADD |  | NET 30 EXISTING/<br>NEW PP  |
| ALST | AL STRUCT                      | NONE                 | CASE BY CASE       |  | NET 30                      |
| AMLX | AMERLUX LIGHTING SYSTEMS       | \$500                | \$3,000            |  | NET 10                      |
| ALS  | ARCHITECTURAL LTG SYSTEMS      | \$300 FIX/\$50 PARTS | \$5,000            |  | NET 30(1%/10)               |
| AMON | AMERON INT'L 800-552-6376      | NO                   | FOB                | MIN FREIGHT FEE OF \$150                                 | NET 30                      |
| ARCH | ARCHITECTURAL LANDSCAPE LIGHTS | \$100                | \$3,500            | STANDARD GROUND ALLOWED FOR<br>\$3,500 & ABOVE           | NET 30                      |
| ARDE | ARDEE LIGHTING                 | \$250                | \$5,000            | UNDER \$250 MIN ORDER FEE                                | NET 30                      |
| BKLT | B-K LIGHTING                   | \$25                 | \$3,000            |  | NET 30                      |
| BALD | BALDINGER ARCH LTG             | NONE                 | 7% OF ORDER        |  | 50% DOWN/50%<br>BEFORE SHIP |
| BART | BARTCO LTG.                    | NONE                 | \$5,000            |  | NET 30 EXISTING/<br>NEW PP  |
| BEAC | BEACON PRODUCTS                | \$250                | \$5,000            |  | VARIOUS                     |
| BETC | BETA-CALCO, INC.               | \$250/\$50 PARTS     | \$3,500            |  | NET 30                      |
| BLIS | BLISSLIGHTS                    | NONE                 | PLUS FREIGHT       | WHEN ON WEB SHIPPING INCLUDED<br>OTHERWISE CUSTOMER PAYS | PREPAID                     |
| BOCA | BOCA-FLASHER                   | \$500                | PP AND ADD         |  | NET 30                      |
| BOUT | BOUTIQUE DESIGN PRODUCTS       | NONE                 | PP AND ADD         | FREE FREIGHT FOR STOCKING<br>DEALERS SHIP TO COMM        | NET 30                      |
| BRON | BRONZELITE                     | \$300                | \$2,500            |  | NET 30                      |

| CODE        | REMIT TO ADDRESS  | CANCELLATION POLICY  |
|-------------|---|--|
| <b>3GL</b>  | 221 HANLIN ROAD WOODBRIDGE,<br>ONTARIO, CANADA L4L3R7 UNITS #1- | NO CANCELLATIONS ALLOWED   |
| <b>ADVA</b> | P.O.BOX 536872 ATLANTA, GA<br>30353-6872                        | CABLE ARE CUSTOM SO NO RETURNS/ OTHER ITEMS 25%-35%<br>RESTOCKING FEE                                      |
| <b>ALST</b> | P.O. BOX 92536 CHICAGO, IL 60675                                | CASE BY CASE/CUSTOM ORDERS CAN BE CANCELLED/IF BEFORE<br>PROD CAN BE RETURNED NO RESTOCK FEE               |
| <b>AMLX</b> | 223 DANIEL ROAD EAST FAIRFIELD,<br>NJ 07004                     | OVER \$1,000 NEEDS APPROVAL/ RESTOCKING FEE IS 50% (ALWAYS<br>INQUIRE)                                     |
| <b>ALS</b>  | 30 SHERWOOD DRIVE TAUNTON,<br>MA 02780                          | NO CANCELLATION DUE TO BUILT TO ORDER (UNLESS NO WORK<br>DONE YET) IF SO 25% RESTOCKING                    |
| <b>AMON</b> | FILE #53297 LOS ANGELES, CA 90074                               | ONCE PRODUCTION STARTED MIN FEE 15% TO CANCEL/IF SPECIAL<br>PRODUCT COULD BE 100% RESTOCKING FEE           |
| <b>ARCH</b> | P.O. BOX 281704 ATLANTA, GA<br>30384-1704                       | DEPENDS ON THE ORDER/RGA ISSUED UNDER SPECIAL<br>CIRCUMSTANCES   |
| <b>ARDE</b> | P.O. BOX 415372 BOSTON, MA<br>02241                             | 30 DAYS TO RETURN WITH 30% RESTOCKING FEE  |
| <b>BKLT</b> | 40429 BRICKYARD DRIVE MADERA,<br>CA 93608                       | CASE BY CASE BASIS   |
| <b>BALD</b> | 19-02 STEINWAY STREET ASTORIA,<br>NY 11105                      | ADD MADE TO ORDER SO NO RETURNS/SOME EXCEPTIONS  |
| <b>BART</b> |   | IF READY TO SHIP CHARGED 25%/RETURNS ( NOT CUSTOM) 90<br>DAYS WITH 25% RESTOCK FEE                         |
| <b>BEAC</b> | 2041 58TH AVENUE CIRCLE EAST<br>BRANDENTON, FL 34203            | SUBJECT TO A MIN. 40% RESTOCKING CHR. IF CANCELLED AFTER<br>SHIPMENT ALL RETURN COSTS RESPONSE OF CUSTOMER |
| <b>BETC</b> | 88 ST. REGIS CRESCENT SOUTH<br>TORONTO, ONTARIO CANADA          | CANNOT BE RETURNED WITHOUT WRITTEN CONSENT & MUST BE<br>WITHIN 30 DAYS OF INVOICE                          |
| <b>BLIS</b> |   | 30 DAY RETURN POLICY FOR UNDAMAGED ITEMS. AFTER 30 DAYS<br>20% RESTOCKING FEE                              |
| <b>BOCA</b> | 552 NW 77TH STREET BOCA RATON,<br>FL 33487                      | DEPENDS ON ITEM/NO RETURNS ON CUSTOM ORDERS/40%<br>RESTOCKING FEE  |
| <b>BOUT</b> | 24 WORLDS FAIR DRIVE<br>SOMMERSET, NJ 08873                     | WITHIN 30 DAYS OF INVOICE DATE CAN REQUEST RGA & 50%<br>RESTOCKING FEE                                     |
| <b>BRON</b> | P.O. BOX 281657 ATLANTA, GA<br>30384                            | MADE TO ORDER SO NO RETURNS/NO CANCELLATIONS   |

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|--------|---------------------------|--|---------------------------------|--|---------------------------------|
| BRUC   | BRUCK LIGHTING SYSTEMS    | \$100                                    | ALWAYS PLUS FREIGHT             |  | NET 30 EXISTING/<br>NEW PP      |
| CAST   | CAST LIGHTING             | \$150                                    | \$5,500                         |  | NET 10TH OF MONTH               |
| CTD    | CHERRY TREE DESIGN        | NONE                                     | PP AND ADD                      |  | NET 30 EXISTING/<br>NEW PP      |
| COLR   | COLORMOTION/JESCO         | \$200                                    | PP AND ADD                      | UNDER \$200 SUBJECT TO \$5 MIN<br>ORDER FEE                    | VARIES                          |
| CNTR   | CONTRAST LIGHTING         | \$200                                    | \$2,000                         | UNDER \$200 SUBJECT TO \$25 MIN<br>ORDER FEE                   | NET 30(1%/10)                   |
| COOP   | COOPER CONTROLS           | NONE                                     | \$1,000                         |  | NET 30                          |
| CSL    | CREATIVE SYSTEMS LIGHTING | \$100 OR \$25<br>SURCHARGE               | \$1500+                         |  | NET 30                          |
| DML    | DAVIS/MULLER LIGHTING     | \$350 FIXTURES/\$50<br>PARTS OR \$20 CHR | \$3,800                         |  | 1% NET 30/ VARIES<br>FOR CUSTOM |
| DAYO   | DAY-O-LITE                | NONE                                     | \$5,000                         |  | NET 30                          |
| DAYB   | DAYBRITE                  | \$50                                     | \$3,000                         | VARIES PER DISTRIBUTOR   | VARIOUS                         |
| DAYB-2 | DAYBRITE                  |  | \$1,000                         |  |                                 |
| DLTA   | DELTA LIGHTING            | NONE                                     |                                 | ADD 5% OF TOTAL PURCHASE AS<br>FREIGHT CHARGED                 | VARIOUS                         |
| DLS    | DYNAMIC LIGHTING          | NONE                                     | \$3,000                         | PP AND ADD IF UNDER \$3,000                                    | NET 30                          |
| EDI    | E.D.I.                    | NONE                                     | VARIOUS                         | SOMETIMES IN QUOTE, OTHERS PRE-<br>PAY AND ADD                 | NET 30                          |
| ELK    | ELK LIGHTING              | \$100 IF LESS \$10<br>SURCHARGE          | \$1,500+ IF PAY WITHIN<br>TERMS | NEED TO PAY WITHIN TERMS TO GET<br>FREIGHT ALLOWED OVER \$1500 | VARIOUS                         |
| ELIP   | ELLIPTIPAR, INC.          | NONE                                     | \$5,000                         | ONE SHIPMENT   | NET 30 (1%/10)                  |
| EMCO   | GARDCO                    | \$200/REPL PARTS<br>\$50                 | \$3,000                         |  | NET 30(1%/15)                   |
| EMGI   | EMERGI-LITE               | \$50                                     | \$1,000 UPS GROUND              |  | VARIOUS                         |

| CODE   | REMIT TO ADDRESS  | CANCELLATION POLICY  |
|--------|---|--|
| BRUC   | 15774 GATEWAY CIRCLE TUSTIN, CA<br>92780                                      | NEED RGA AND SUBJECT TO 25% RESTOCKING FEE   |
| CAST   | 1120-A GOFFLE ROAD HAWTHORNE,<br>NH 07506                                     | 25% RESTOCKING CHARGE  |
| CTD    | 320 PRONGHORN TRAIL BOZEMAN,<br>MT 59718                                      | NON CUSTOM 30 DAY RETURN POLICY WITH 10%-25%<br>RESTOCKING FEE/CUSTOM ORDERS NO RETURNS                    |
| COLR   | 66-25 TRAFFIC AVENUE GLENDALE,<br>NY 11385                                    | DEPENDS ON THE ORDER/GENERALLY 30% RESTOCKING FEE  |
| CNTR   | 1009 DU PARC INDUSTRIAL, SAINT-<br>JEAN-CHRYSOSTOME, QUEBEC,<br>CANADA G6Z1C5 | RESTOCKING FEE OF 25%  |
| COOP   | 203 COOPER CIRCLE, PEACHTREE<br>CITY, GA 30269                                | RETURN FOR CREDIT ONLY WHEN AUTHORIZED. 35% RESTOCKING<br>FEE MAY APPLY                                    |
| CSL    | 14625 E. CLARK AVE CITY OF<br>INDUSTRIAL, CA 91745                            | CAN CANCEL IF NOT SHIPPED OR CUSTOMS/RETURN VARIOUS  |
| DML    | P.O. BOX 1259 PHILADELPHIA, PA<br>19176-0959                                  | ONCE ACKNOWLEDGED 25% RESTOCK FOR CANCELLATION.<br>CUSTOM NON-RETURNABLE                                   |
| DAYO   | 126 CHESTNUT STREET WARWICK, RI<br>02888                                      | NO RETURNS-ALL CUSTOM  |
| DAYB   | PO BOX 281726 ATLANTA, GA 30384-<br>1726                                      | VARIES   |
| DAYB-2 |   |  |
| DLTA   | 4850 W. PROSPECT RD. FORT<br>LAUDERDALE, FL 33309                             | NO RETURNS-ALL CUSTOM  |
| DLS    | 5220 SHANK ROAD PEARLAND, TX<br>77581   | SUBJECT TO INDIVIDUAL ORDER/CUSTOM PARTS SUBJECT TO<br>RESTOCK FEE/IF DEFECTIVE CAN RETURN                 |
| EDI    | 23917 NETWORK PLACE CHICAGO, IL<br>60673-1239                                 | VARIOUS/CUSTOM NON-RETURNABLE  |
| ELK    | 12 WILLOW LANE NESQUEHONING,<br>PA 18240                                      | CAN CANCEL IF NOT SHIPPED / 25% RESTOCK ING FEE  |
| ELIP   | 114 BOSTON POST RD WESTHAVEN,<br>CT 06516                                     | ONCE ACKNOWLEDGED WITH A SHIP DATE 50%/50% RETURN UP<br>TO \$3000 PER CATALOG ITEM /CUSTOMS NOT RETURNABLE |
| EMCO   | 1611 CLOVIS BARKER RD SAN<br>MARCOS, TX 78666                                 | VARIOUS/CUSTOM NON-RETURNABLE  |
| EMGI   | DEPENDS ON LOCATION   | SUBJECT TO EVALUATION  |

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|------|-----------------------------|--------------------------------|--|---|--|
| ESTL | ESTILUZ, INC.               | NONE                           | \$1,800 NET                                | ALLOWED   | VARIOUS  |
| EYE  | EYE LIGHTING                | \$250/UNDER \$25 CHARGE        | F.C.A SHIPPING POINT                       | PREPAID UNDER \$750, OVER \$750 PREPAID AND ALLOWED           | NET 30   |
| FORE | FORECAST LIGHTING           | NONE                           | \$1,800 FREE FREIGHT                       | \$2000 FOR CANADA OR HAWAII                                   | 60 DAYS  |
| GVAL | GVA LIGHTING, INC           | \$250                          | \$3,000 FOR LED AND \$5,000 FOR FLORESCENT |   | DEPENDS ON DISTRIBUTOR                                       |
| HAMP | HAMPSTEAD LIGHTING          | NONE                           | PLUS FREIGHT                               |   | 50% DEP NONE REF. BAL & FREIGHT AT SHIPPING. NONE STOCK 100% |
| HCL  | HEALTHCARE LIGHTING, INC    | \$50                           | \$5,000 ONE SHIPMENT                       |   | NET 30   |
| HILT | HI-LITE                     | \$100                          | \$2,000                                    |   | NET 30   |
| ILEX | ILEX ARCHITECTURAL LIGHTING | \$75                           | PREPAY AND ADD                             |   | NET 30   |
| INCO | INCON                       | NONE                           | \$1,500 IF PAID WITHIN TERMS               | \$1000 IN FLORIDA   | NET 30   |
| ISIS | INDOOR SUN ILLUMINATION     | NONE                           | \$3,000 MIN. W/PREPAID                     |   | NET 30(1%/10)  |
| ILC  | INTELLIGENT LTG CONTROLS    | \$75                           | FOB MINNEAPOLIS DEST. PRE-PAID             | UNDER \$5,000 FOB MINNEAPOLIS; . FREIGHT ALLOWANCE IS \$5,000 | NET 30(1% 10TH DAY)  |
| INTE | INTERNATIONAL               | \$100                          | \$1,500                                    | EXCEPT LIGHTING ONE \$750 UNDER \$100 + \$10 MISC FEE         | NET 30(1%/10)  |
| JAG  | JAGUAR DESIGNS LTG          | NONE                           | FOB DALLAS                                 |   | 50% DEP BAL.PAID AT SHIPMENT                                 |
| JFSN | JEFFERSON LTG, INC.         | NONE                           | DEPENDS ON QUOTE                           | IF NOT STATED PP AND ADD                                      | NET 30(1%/10)  |
| JESC | JESCO LTG, INC              | UNDER \$200: \$5 MIN ORDER FEE | OVER \$1,000 FREIGHT ALLOWED FOR GROUND    |   | NET 30 OR CC PREPAID DEPENDING ON CUSTOMER                   |
| JOBE | JOBE LTG                    | \$200                          | FREE GROUND SHIPPING                       | EXPRESS EXTRA   | PP FOR FIRST TIME CUSTOMERS.                                 |

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|------|--|---|
| ESTL | 235 MOONACHIE ROAD,<br>MOONACHIE, NJ 07074                   | UNOPENED 35% RESTOCK FEE  |
| EYE  | 9150 HENDRICKS ROAD, MENTOR,<br>OH 44060                     | RMA 30 DAYS   |
| FORE | PO BOX 415361, BOSTON, MA 02241                              | 25%-50% RESTOCKING, NO RETURNS ON PARTS, FIXTURES CAN'T BE INSTALLED                  |
| GVAL | 3400 RIDGEWAY DRIVE, UNIT 14,<br>MISSISSAUGA, ONTARIO CANADA | 50% CANCEL FEE ON IN HOUSE ORDERS   |
| HAMP | 2500 ROYAL PLACE, TUCKER, GA<br>30084                        | NO RETURNS  |
| HCL  | 7701 KLIER DRIVE SOUTH, FAIRVIEW,<br>PA 16415                | NO RETURNS  |
| HILT | 13450 MONTE VISTA AVE, CHINO, CA<br>91710                    | NO RETURN POLICY  |
| ILEX | 82 STEVENS ST., PO BOX 559, EAST<br>TAUNTON, MA 02718        | ACCEPTS MOST RETURNS W/RESTOCKING FEE   |
| INCO | PO BOX 2083, SANFORD, FL 32772                               | REQUEST RMA   |
| ISIS | PO BOX 49303, LOS ANGELS, CA<br>90049                        | JOB BY JOB BASIS + RESTOCK  |
| ILC  | 5229 EDINA INDUSTRIAL BLVD.<br>MINN., MN 55439               | CANCELLATION 25% RESTOCKING/RGA REQUIRED FOR RETURN/UNUSED & 25% RESTOCKING/NO PANELS |
| INTE | 1825 NORTH 19TH STREET, ST.<br>LOUIS, MO 63106               | CREDIT 25% RESTOCKING + RETURN FREIGHT W/RMA  |
| JAG  | 9034 DIPLOMACY ROW, DALLAS, TX<br>75247                      | NONE  |
| JFSN | P.O. BOX 10303 LYNCHBURG, VA<br>24506                        | DEPENDS ON JOB  |
| JESC | 6625 TRAFFIC AVENUE, GLENDALE,<br>NY 11385                   | 45% OF RECEIPT OF ORDER RGA, 30% RESTOCK  |
| JOBE | 175 OCEAN VIEW AVE, CARPINTERIA,<br>CA 93013                 | 1 YR WARRANTY, 30 DAYS  |

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|------|------------------------------|--------------------------------|---|---|--------------------------|
| KIRL | KIRLIN COMPANY               | \$250/COMPONENT<br>\$50        | \$7,000   | EXCEPT MOTORIZED MEDICAL<br>UNDER \$7,000 PREPAID               | NET 30                   |
| LALI | LA LIGHTING MFG CO           | NONE                           | PER ORDER                                       |   | NET 30                   |
| LAMA | LAMAR LIGHTING               | NONE                           | \$2,500   | OCCUSMART 40 FIXTURES   | NET 30                   |
| LDMK | LANDMARK LIGHTING            | \$100 \$10 CHG<br>UNDER THAT   | \$1,500 WHEN PAID W/IN<br>TERMS                 | \$5 DROP SHIP CHARGE  | NET 30                   |
| LBL  | LBL                          | NONE                           | \$2,000   | IN USA  | NET 30                   |
| LDPI | L.D.P.I.                     | \$200 UNDER MUST BE<br>PREPAID | \$3,000/ PREPAID                                | \$3,000 HAS TO BE MET WITH OUT<br>OVERAGE                       | NET 30                   |
| LEUC | LEUCOS USA, INC.             | NONE                           | PAID BY CUSTOMER                                |   | VARIOUS                  |
| LGS  | LIGHTGUARD SYSTEMS, INC.     | NONE                           | PART OF THE QUOTE                               |   | 50/50%                   |
| LIEL | LIGHTING & ELECTRONICS, INC. | \$75                           | PAID BY CUSTOMER                                |   | VARIES BY<br>CUSTOMER    |
| LSGC | LIGHTING SCIENCE GROUP CORP  | NONE                           | \$2,500   |   | NET 30                   |
| LTEN | LITE-ENERGY, INC.            | \$700                          | \$3,000   | ORDERS PREPAID ON SHIPMENTS IN<br>VALUE OF U.S. \$3,000 OR MORE | NET 30( 1% /10 )         |
| LITL | LITELAB CORP.                | \$500                          | PAID BY CUSTOMER                                |   | PAY IN<br>ADVANCE/NET 30 |
| LOUV | LOUVERS INTERNATIONAL        | NONE                           | \$1,500 ON STOCK<br>PRODUCTS                    |   | NET 30                   |
| LUCE | LUCEPLAN USA (IN NEG)        | \$50                           | COLLECT FOB                                     |   | NET 30                   |
| LUMC | LUMEC                        | \$100                          | \$5,000 PREPAID                                 |   | NET 30                   |
| LUML | LUMINIAIRE LTG CORP.         | \$75                           | \$2,500 DISTRIBUTOR NET<br>FULL FREIGHT ALLOWED |   | NET 30                   |
| MAGN | MAGNIFLOOD                   | NONE                           | PLUS FREIGHT                                    |   | NET 30                   |
| MALC | MALCO                        | \$50                           | FREIGHT ALLOWED FOR<br>OVER \$2K                |   | NET 30(2%/10)            |

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|-------------|--|---|
| <b>KIRL</b> | 3401 EAST JEFFERSON, DETROIT, MI<br>48207            | RMA 3 YEARS FOR DEFECTIVE   |
| <b>LALI</b> | 101410 OLMEY STREET, EL MONTE,<br>CA 91731           | PER REQUEST   |
| <b>LAMA</b> | 485 SMITH STREET, FARMINGDALE,<br>NY 11735           | VARIOUS   |
| <b>LDMK</b> | 12 WILLOW LANE, NESQUEHONING,<br>PA 18240            | RMA NUMBER WARRANTIES 1 YR.   |
| <b>LBL</b>  | 88751 EXPEDITE WAY, CHICAGO, IL<br>60695-1700        | 20% RESTOCK PLUS FREIGHT  |
| <b>LDPI</b> | 4404 ANDERSON DRIVE, EAU CLAIRE,<br>WI 54703         | RMA VARIES, CUSTOM NO RETURN, RESTOCKING 20%  |
| <b>LEUC</b> | 11 MAYFIELD AVE, EDISON, NJ<br>08837                 | VARIOUS   |
| <b>LGS</b>  | 2292 AIRPORT BLVD. SANTA ROSA,<br>CA 95403           | RESTOCKING FEE  |
| <b>LIEL</b> | 91 MCKINLEY ST. WAPPINGERS<br>FALLS, NY 12590        | 25% RESTOCKING FEE IF ACCEPTED BACK   |
| <b>LSGC</b> | PO BOX 678252 DALLAS, TX 75267                       | DEFECTIVE 3 YRS. RGA  |
| <b>LTEN</b> | 189 BULLOCK DRIVE, MARKHAM,<br>ONTARIO CANADA L3P1W4 | PRIOR RMA AUTHORIZATION   |
| <b>LITL</b> | DEPT 151, PO BOX 8000, BUFFALO,<br>NY 14267          | STANDARD 25% RESTOCKING FEE   |
| <b>LOUV</b> | 845 CHURCH COURT, ELMHURST, IL<br>60126              | DEPENDS ON PRODUCT  |
| <b>LUCE</b> | 26 BROADWAY, SUITE 934, NY, NY<br>10004              |   |
| <b>LUMC</b> | 640 CURE-BOIVIN, BOISBRIAND,<br>QUEBEC CANADA J7G2A7 |   |
| <b>LUML</b> | PO 2104 EDISON, NJ 08818                             | NO RETURNS  |
| <b>MAGN</b> | 7200 NEW HORIZONS BLVD, N<br>AMITYVILLE, NY 11701    | NO RETURNS  |
| <b>MALC</b> | PO BOX 326, TERRYVILLE, CT 06786                     | DEF REPLACMENT/BROKEN FREIGHT CLAIMS W/CARRIER. WILL BE<br>REPLACED 25% RESTOCKING. NO RETURN ON CUSTOM |

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|------|---------------------------|--|-------------------|--|----------------------------|
| MARL | MARLIN CONTROLS, INC.     | NONE   | PLUS FREIGHT      |  | NET 30 W/CREDIT APP        |
| MERC | MERCURY LTG               | \$500.00 OR CONSULT FACTORY                              | \$2,000           | NONE   | 1% NET 30                  |
| META | METALUMEN                 | \$150  | \$5,000           |  | NET 30                     |
| MICH | MICHAELS' LTG             | NONE   | 3RD PARTY COLLECT | NONE   | 50% DEPOSIT-BAL ON RECEIPT |
| MODA | MODA LIGHT                | \$200  | \$3,500           | ORDERS OVER \$4,000 PAY 50% DOWN   | NET 30                     |
| MOON | MOON SHINE LAMP AND SHADE | NOT USED   |                   |  |                            |
| MORL | MORLITE SYSTEMS, INC.     | N/A  | \$20,000          |  | NET 30                     |
| MORK | MORRIS KURTZON, INC.      | \$500 net on immediate rls and "hold for release orders" | \$10,000          | STD DELIVERY SHIPPING IN CONT. US FREIGHT MINIMUMS BY STATE AS FOLLOWS:<br>IA,IL,IN,KS,MI,MN,MO,WI: FOR ORDERS>\$1000.<br>OTHER THAN STATES LISTED ABOVE: FOR ORDERS>\$3,500.<br>AK,HI: FOR ORDERS>\$5,000.<br>ALL CANADIAN&INTERNATIONAL: FOR ORDERS>\$5,000. | NET 30                     |
| NEPT | NEPTUNE LIGHT             | 12 PIECES BASED ON CARTON QTY                            | \$1,250           |  | NET 30                     |
| NEXL | NEXLIGHT                  | \$50   | PRE-PAY AND ADD   | NONE   | NET 30                     |
| NORW | NORWELL MANUF             | \$100  | \$1,800           | NONE   | NET 30                     |
| OVAL | OVAL LTG PRODUCTS         | \$100  | \$2,500           |  | NET 30                     |
| PCI  | POINTSOURCE, INC.         | NOT USED   |                   |  |                            |

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|-------------|---|---------------------------------|
| <b>MARL</b> | PO BOX 550457, DALLAS, TX 75355   | PARTIAL CREDIT                  |
| <b>MERC</b> | 20 AUDREY PLACE, FAIRFIELD, NJ<br>07004                                     | SUBJECT TO ORDER                |
| <b>META</b> | PO BOX 1779, GUELPH, ONTARIO<br>CANADA N1G4P6                               | NO RETURNS                      |
| <b>MICH</b> | 2 KANSAS ST. PO BOX 192, WINONA,<br>MN 55987                                | CONSULT FACTORY-ALL CUSTOM WORK |
| <b>MODA</b> | UNIT 35-36, 715 NE 19TH PLACE,<br>CAPE CORAL, FL 33909                      | MUST BE APPROVED                |
| <b>MOON</b> |   |                                 |
| <b>MORL</b> | 1805 PITTSBURGH AVE., ERIE, PA<br>16502                                     | N/A                             |
| <b>MORK</b> | 1420 S. TALMAN AVE., CHICAGO, IL<br>60608                                   | ORDER BASIS                     |
| <b>NEPT</b> | 960 NORTH SHORE DRIVE, LAKE<br>BLUFF, IL 60044                              | 20% RESTOCKING                  |
| <b>NEXL</b> |   | MIN. OF 15%                     |
| <b>NORW</b> | 82 STEVENS ST. E. TAUNTON, MA<br>02718                                      | 25%                             |
| <b>OVAL</b> | VISIONEERED LIGHTING, 18<br>OAKLAND AVE., TORONTO, ONTARIO<br>CANADA M9M2H8 | PER FACTORY                     |
| <b>PCI</b>  |   |                                 |

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|--------|---------------------------|----------------------------------|---------------------|------------------------------|-------------------------------------|
| PRIS   | PRISMA                    | \$250                            | \$4,000             | NONE                         | NET 30                              |
| PRUD   | PRUDENTIAL LTG            | \$25                             | \$7,500             |                              | NET 25TH(1% /10TH)                  |
| QUAL   | QUALITE                   | NONE                             | PP AND ADD          |                              | NET 30                              |
| RAE    | RAE LTG                   | \$200                            | \$3,800             | NONE                         | NET 30(1%/10)                       |
| ROML   | ROMLIGHT INT'L            | NONE                             | PLUS FREIGHT        | NEGOTIABLE BASED ON QUANTITY | NET 30                              |
| SCHR   | SCHREDER                  | \$300 BOOK; \$100 PARTS          | \$5,000             |                              | NET 30                              |
| SEC    | S.E.C. WIRE GUARDS        | NONE ON STOCK/50% DOWN ON CUSTOM | ALWAYS PLUS FREIGHT |                              | NET 30                              |
| SELX   | SE'LUX LIGHT IDEAS        | N/A                              | \$5,000             |                              | NET 30                              |
| SFPS   | SEMPER FI POWER SUPPLY    | NONE                             | PP AND ADD          | PP AND ADD FOB FACTORY       | EXISTING NET 30/<br>NEW CUSTOMER PP |
| SGNT   | SIGNAL-TECH               | NONE                             | ALWAYS PLUS FREIGHT |                              | NEW CUSTOMER P/P                    |
| SGNT-2 | "                         |                                  |                     |                              | EXISTING NET 30                     |
| SGNT-3 | "                         |                                  |                     |                              | 20-30 SIGNS 5%; 31-40 10%           |
| SGNT-4 | "                         |                                  |                     |                              | 41-50 15%; 51+ 20%                  |
| SILT   | SILTRON EMERGENCY SYSTEMS | PIECE \$50/UNITS<br>\$100        | \$1,600             |                              | NET 20                              |
| STAR   | STARFIRE LTG.             | \$35                             | PP AND ADD          |                              | VARIES                              |
|        | "                         |                                  |                     |                              |                                     |
| STID   | STUDIO ITALIA DESIGN      | NONE                             | ALWAYS PLUS FREIGHT |                              | VARIES/NEW CUST PP                  |
| TAMB   | TAMBIENT LTG              | NONE                             | \$5,000             |                              | NET 30 (1%/10)                      |

| CODE   | REMIT TO ADDRESS                                     | CANCELLATION POLICY   |
|--------|--|---|
| PRIS   | 300 PETTY ROAD, SUITE C,<br>LAWRENCEVILLE, GA 30043  | REQUEST WITHIN 90 DAYS  |
| PRUD   | 1737 E. 22ND STREET, LOS ANGELES,<br>CA 90058        | WRITTEN AUTHORIZATION   |
| QUAL   | DEPT. 771007, PO BOX 77000,<br>DETROIT MI 48277-1007 | 20% IF BUILT THEN CANCELLED   |
| RAE    | 28 BEECHER STREET PAWTUCKET, RI<br>02860             | 20% BEFORE SHIPMENT-APPROVAL AFTER  |
| ROML   | 207 EAST PARK STREET, ALBION, NY<br>14411            | WORKING ON  |
| SCHR   | 985 BUSSEE ROAD, ELK GROVE<br>VILLAGE, IL 60007      | TO BE DETERMINED BY FACTORY   |
| SEC    | 406 NORTH MAIN STREET<br>PLYMOUTH, MI 48170-1026     | NO CUSTOM RETURNS, NEED RGA WITHIN 10 DAYS OF DELIVERY<br>AND FREIGHT PP. SUBJECT TO 20% RESTOCKING FEE       |
| SELX   | PO BOX 1060 HIGHLAND, NY 12528                       | 100% CANCELLATION CHARGE , MIN. 50% RETURNS WITHIN 30<br>DAYS   |
| SFPS   | 21 WEST AUBURN STREET<br>MANCHASTER, NH 03101        | UNDAMAGED GOODS CAN BE RETURNED W/IN 30 DAYS;<br>RESTOCKING FEE 50%   |
| SGNT   | 4985 PITTSBURGH AVE ERIE, PA<br>16509                | STOCK SIGNS RETURNED W/IN 60 DAYS FULL CREDIT IF UNUSED   |
| SGNT-2 |  | AFTER 60 DAYS AND IF USED 25% RESTOCKING FEE  |
| SGNT-3 |  | AFTER 180 DAYS 50% RESTOCKING FEE   |
| SGNT-4 |  | NO RETURN ON CUSTOM ORDERS  |
| SILT   | P.O. BOX 518 CRYSTAL LAKE, IL<br>60039-0518          | IF DEFECTIVE FULL CREDIT/ 35% RESTOCKING FEE FOR ALL<br>RETURNED  |
| STAR   | 7 DONNA DRIVE WOOD RIDGE, NJ<br>07075                | NO RETURNS FOR CUSTOM MADE/NO TECH TRACK RETURNS  |
|        |  | DEFECTIVES CAN BE RETURNED/50% RESTOCKING FOR UNUSED<br>TRANSFORMERS  |
| STID   | 1155 NW 159 DRIVE MIAMI, FL<br>33169                 | 35% RESTOCKING FEE FOR EVERYTHING   |
| TAMB   | 114 BOSTON POST ROAD WEST<br>HAVEN, CT 06516         | ANY ORDERS THAT HAVE SHIP DATE GET 50% CHARGE/RELEASED<br>(MODIFIED OR EXPEDITED) CAN'T CANCEL OR 100% CHARGE |

| CODE   | MANUFACTURER            | MINIMUM ORDER | FREIGHT TERMS               | FREIGHT NOTES  | TERMS                               |
|--------|-------------------------|---------------|-----------------------------|--|-------------------------------------|
| TEKA   | TEKA ILLUMINATION       | \$25          | ALWAYS PP AND ADD           |  | NET 30                              |
| LTED   | THE LIGHT EDGE          | NONE          | \$6,000                     | PP CHARGE ON ANYTHING LESS   | NET 30 (1%/10)                      |
| TLDV   | THE LIGHTING DIVISION   | \$200         | \$1,000                     | ALL SHIPMENTS F.O.B. WAREHOUSE IN ROCHESTER  | NET 30                              |
| THMS   | THOMAS RESIDENTIAL LTG. | NONE          | \$1,500                     |  | NET 25(1%/10 EOM)                   |
| TUBE   | TUBE LTG PRODUCTS       | NONE          | ALWAYS PLUS FREIGHT         |  | NET 30                              |
| ULTR   | ULTRALIGHTS             | NONE          | ALWAYS PLUS FREIGHT         |  | NET 30 EXISTING/<br>NEW CUST VARIES |
| UNMT   | UNION METAL CORP.       | \$250         | BILLED INTO PRICE OF QUOTE  |  | NET 30                              |
| UNLS   | UNITED LTG STANDARDS    | NONE          | \$1,500                     | ANCHOR BOLTS SHIP BEFORE POLES<br>CUSTOMER PAYS  | NET 30                              |
| USS    | USS MANUF.              | NONE          | FREIGHT ALLOW IN MOST CASES | DEPENDS ON PROJECT   | NET 30                              |
| VANT   | VANTAGE LTG.            | NONE          | \$2,000                     |  | NET 30 EXISTING/<br>NEW CUST PP     |
| VISC   | VISCO                   | \$100         | \$5,000                     |  | NET 30                              |
| HARR   | W.F. HARRIS LTG.        | \$100         |                             | \$1,200 STANDARD NON-STOCKING/<br>FOR STOCKING (DISTRIB) \$100 OR<br>\$300 FREIGHT ALLOW | NET 30                              |
| WHAT   | W.J. WHATLEY            | \$50          | \$5,000                     | ANYTHING LESS THAN \$500 HAS A<br>\$50 SMALL ORDER CHARGE.                               | NET 30                              |
| WHAT-2 | "                       |               | \$10,000                    | \$5,000 FREIGHT ALLOWED UNDER 27<br>FT/ \$10,000 OVER 27FT.                              |                                     |
| WAC    | WAC LTG.                | \$200         | \$1,500                     |  | VARIES                              |
| WHIT   | WHITCO CO               | \$500         | VARIOUS                     | ADDED TO EACH QUOTE  | NET 30                              |
| WILA   | WILA LTG                | NONE          | \$3,000                     |  | NET 30 (USUALLY)                    |

| CODE   | REMIT TO ADDRESS   | CANCELLATION POLICY   |
|--------|--|---|
| TEKA   | 40429 BRICKYARD DRIVE MADERA,<br>CA 93636                  | CASE BY CASE BASIS/ NO RETURNS  |
| LTED   | 16703 SE MCGILLIVRAY #225 VAN<br>COUVER, WA 98683          | RGAs REQUIRED/ 25% RESTOCKING FEE ON STANDARD MATERIAL /<br>NO RETURNS ON CUSTOM ORD                          |
| TLDV   | 100 BOXART STREET, P.O. BOX<br>12752, ROCHESTER, NY 14612  | AUTHORIZATION REQUIRED FOR RETURNS SUBJECT TO 30%<br>RESTOCKING FEE NEED TO BE W/IN 45 DAYS                   |
| THMS   | P.O. BOX 415419 BOSTON, MA<br>02241                        | DEFECTIVE MDSE CAN BE RETURNED W/IN 180 DAYS AND SUB TO<br>25% RESTOCKING FEE/NO SPECIAL ORDER/CUSTOM RETURNS |
| TUBE   | 1346 PIONEER WAY ELCAJON, CA<br>92020                      | VARIOUS DEPENDS ON ORDER/MOST CUSTOM AND NO RETURNS   |
| ULTR   | 1936 EAST 18TH STREET TUSCON,<br>AZ 85719                  | NOT RETURNABLE/75% RESTOCKING FEE IS IT IS RETURNABLE   |
| UNMT   | 1432 MAPLE AVENUE NE CANTON,<br>OH 44705                   | CUSTOM MADE SO NO RETURNS FOR MOST CASES  |
| UNLS   | 23171 GROESBECK HYW WARREN,<br>MI 48089                    | VARIOUS DEPENDS ON ORDER  |
| USS    | 64 MA-TE-WAY PARK DRIVE,<br>RENFREW, ONTARIO CANADA        | CUSTOM ORDERS NON RETURNABLE. 25% RESTOCKING FEE ON<br>STANDARD ITEMS IF NOT CUSTOM                           |
| VANT   | P.O. BOX 162, 76 COMMUNITY<br>AVENUE, PLAINFIELD, CT 06374 | REGULAR 25% AND SPECIAL 50% RESTOCKING FEES   |
| VISC   | 29579 AWBREY LANE EUGENE, OR<br>97402                      | NO RETURNS ALLOWED  |
| HARR   | P.O. BOX 5023 MOROE, NC 28111                              | RETURNS BASED ON ORDER/ MOSTLY TAKE BACK 10% OF JOB   |
| WHAT   | P.O. BOX 91410 CHICAGO, IL 60693                           | CANCELLATION IS NOT GENERALLY ACCEPTED DUE TO CUSTOM<br>ORDERS/IF NOT STARTED CASE BY CASE                    |
| WHAT-2 |  |   |
| WAC    | 23550 NETWORK PLACE CHICAGO, IL<br>60673                   | 20% RESTOCKING FEE  |
| WHIT   | 2001 BEACH STREET FORT WORTH,<br>TX 76103                  | NO RETURNS ALL IS CUSTOM MADE   |
| WILA   | 15774 GATEWAY CIRCLE TUSTIN, CA<br>92780                   | NEED RGA AND SUBJECT TO 25% RESTOCKING FEE  |

| <b>CODE</b> | <b>MANUFACTURER</b> | <b>MINIMUM ORDER</b>               | <b>FREIGHT TERMS</b> | <b>FREIGHT NOTES</b>                           | <b>TERMS</b> |
|-------------|---------------------|------------------------------------|----------------------|--|--------------|
| <b>ZOOM</b> | ZOOM LTG            | NONE                               | \$3,000              | ONLY IF INVOICE IS PAID IN FULL BY<br>DUE DATE | NET 30       |
| <b>ZUMT</b> | ZUMTOBEL STAFF LTG. | \$50/COMPONENTS;<br>\$250/FIXTURES | \$5,000              |  | NET 30       |

| <b>CODE</b> | <b>REMIT TO ADDRESS</b>                   | <b>CANCELLATION POLICY</b>  |
|-------------|---|---|
| <b>ZOOM</b> | 1 BRIDAL AVENUE WEST WARWICK,<br>RI 02893 | IF CUSTOM NO RETURN/ ONLY RETURNED DAMAGE<br>ITEMS/RESTOCKING FEE WILL APPLY AND RETURN FREIGHT PAID<br>BY CUSTOMER |
| <b>ZUMT</b> | P.O. BOX 35018 NEWARK, NJ 07193-<br>5018  | 90 DAYS FROM INVOICE DATE WITH 50% RESTOCKING CHARGE<br>(NOT ON MODIFIED FIXTURES)                                  |