

MFG	TERMS	ORDER MIN	PARTS MIN	HOLD MIN	FREIGHT	STD RGA
AFC	NET 30	\$200 or \$50 fee	\$200 or \$50 fee	N/A	\$2,000	35%
ARCH.CATHODE	33% DEPOSIT THEN NET 30	\$150	NONE	\$1,000	\$5,001	NEVER
BARTCO	NET 30	NONE	NONE	NONE	\$5,000	50%
				Out of state split 50/50 on std comm (not overage)		
BEGA	NET 30	\$50	NONE	NONE	\$5,000	50%
					RGA min = material over \$250.00	
COLE LTG	NET 30	\$35	\$35	\$35	FOB	35% - 50%
CONCEALITE	NET 30	\$50	\$50	NONE	NEVER	50%
COOPER LIGHTING						
AMETRIX	1% 10 prox, Net 25	\$50 \$25 SVC CHG ON ORDERS LESS THAN \$50	\$0	NONE	\$5,000	50% hand/inspect
ATLITE	Contact Mfger	\$500	Contact Mfger	Contact Mfger	\$5,000	No returns
COOPER CONTROLS	60 Net post start up	NONE	NONE	NONE	\$1,000	Ref Hand Book
CORELITE	1% 10 prox, Net 25	\$50 \$25 SVC CHG ON ORDERS LESS THAN \$50	\$0	NONE	\$5,000	50% hand/inspect
FAIL-SAFE	1.25% 10 prox, Net 25	\$100 \$25 SVC CHG ON ORDERS LESS THAN \$100	\$0	NONE	\$1,500	
HALO	1.25% 10 prox, Net 25	\$100 \$25 SVC CHG ON ORDERS LESS THAN \$100	\$0	NONE	\$1,500	
INVUE	1.25% 10 prox, Net 25	\$100 \$25 SVC CHG ON ORDERS LESS THAN \$100	\$0	NONE	\$1,500	
IO LED	NET 30 6-8 weeks typical lead time	\$200	NONE	NONE	\$2,000	50% \$1000 MIN.
IRIS	1.25% 10 prox, Net 25	\$100 \$25 SVC CHG ON ORDERS LESS THAN \$100	\$0	NONE	\$1,500	
LUMARK	1.25% 10 prox, Net 25	\$100 \$25 SVC CHG ON ORDERS LESS THAN \$100	\$0	NONE	\$1,500	
LUMIERE	1% 10 prox, Net 25	\$50 \$25 SVC CHG ON ORDERS LESS THAN \$50	\$0	NONE	\$2,000	Contact Mfgr
MCGRAW-EDISON	1.25% 10 prox, Net 25	\$100 \$25 SVC CHG ON ORDERS LESS THAN \$100	\$0	NONE	\$1,500	
METALUX	1.25% 10 prox, Net 25	\$100 \$25 SVC CHG ON ORDERS LESS THAN \$100	\$0	NONE	\$1,500	
MWS	1.25% 10 prox, Net 25	\$100 \$25 SVC CHG ON ORDERS LESS THAN \$100	\$0	NONE	\$1,500	
NEO-RAY	1.25% 10 prox, Net 25	\$500	Contact Mfger	Contact Mfger	\$5,000	No returns

PDS	1.25% 10 prox, Net 25	\$100 \$25 SVC CHG ON ORDERS LESS THAN \$100	\$0	NONE	\$1,500	
PORTFOLIO	1.25% 10 prox, Net 25	\$100 \$25 SVC CHG ON ORDERS LESS THAN \$100	\$0	NONE	\$1,500	
RSA	Contact Mfger	NONE	NONE	N/A	\$3,000	35%
SHAPER	Contact Mfger	Contact Mfger	\$100	Contact Mfger	\$3,000	
SURE-LITES	1.25% 10 prox, Net 25	\$100 \$25 SVC CHG ON ORDERS LESS THAN \$100	\$0	NONE	\$1,500	
DESIGN PLAN	NET 30	\$50 If split shipments are requested by the customer - each shipment must be \$6500 for frt allowed	\$50	NONE	\$6,500	NEGOTIABLE
ECO SENSE	NET 30	NONE	NONE	NONE	\$5,000	
ELIO LIGHTING	NET 30	NONE	NONE	NONE	\$1,500	25% OR \$25
EMERGILITE	2% 25th prox, Net 26	NONE	NONE	NONE	\$1,000	35% - 50%
ETC	NET 30	\$25	\$25	NONE	Included in Quote Price	
FOCAL POINT	NET 30	\$500	NONE	NONE	\$5,000	50%
	A+W does not rep south GA & Savannah Area					
HESSAMERICA	NET 30	NONE	NONE	NONE	\$3,500 w/o POLE	NEVER
	all orders with poles and/or site amenities (benches, bicycle racks, etc) will be frt PPD & add					
	all orders that do not include poles and/or site amenities and are over \$3,500 will incur \$100.00 fuel surcharge added to invoice					
	all orders less than \$3,500 will be freight ppd & add					
IGUZZINI N.A.	NET 30	\$75	\$25	NONE	\$3,000	50%
ILC	NET 30	\$75	\$75	NONE	\$5,000	50% (normally)
	(cancellation of orders may be subject to 50% chg)			**ILC does not use FedEx		
KW INDUSTRIES	NET 30	\$35	\$35	\$35	consult factory	40%
	\$1000 using K-W Value Buster pricing					
KENALL	NET 30	\$100	\$15	\$1,500	\$2,500	35%
ENALL-PRICE BUSTER	A&W does not rep south GA & Savannah Area					
	\$1,000 \$1,500 for parts Kenall Express shipments and High Abuse fixture shipments are prepaid at \$300.00					
KING LUMINAIRE	NET 30	NONE	NONE	NONE	Included in Quote Price	NEGOTIABLE
LITELAB	NET 30	\$500	\$50	NONE	NEVER	25%-except non std
	Orders that include non std product require a 50% non-refundable deposit w/bal due prior to shipment Orders for non-standard product are non-cancelable & Litelab can not accept returns of non-std products					
LUKAS	50% DEPOSIT - BALANCE DUE BEFORE SHIPMENT					
LUMENPULSE	NET 30	\$300	NONE	NONE	\$5,000	35%
	*NOTE: LUMEN PULSE IS NOT PART OF SISTEMALUX					
LYTE POLES	NET 30	NONE	NONE	NONE	FOB	Contact Mfg
METEOR	NET 30	NONE	NONE	NONE	FOB	Contact Mfg
	CIA until set up by Nippo					
PAL	1% 10&25th-Net 30	\$500	\$50	NONE	\$6,000	MTO
	A&W does not rep south GA & Savannah Area					
PATHWAY	NET 30	\$50	NONE	NONE	\$2,000	50%
	ADD \$95 FOR LIFTGATE, \$151.00 FOR NYC (UNION) LIFTGATE, \$75 FOR METRO TRUCK					

	\$2000.00 frt allowed for one single shipment for each order-orders that are partial shipped at the customer request will incur freight on all shipments that follow even if subsequent shipments are valued at \$2000.00 or more, this includes requests to ship housings ahead and consigned stock shipments					
PLP TECHNOLOGIES	NET 30	NONE	NONE	NONE	\$3,000	25%
PRUDENTIAL	1% 10 NET the 25th	\$30	NONE	NONE	\$7,500	NEGOTIABLE
RAMBUSCH	NET 30	\$250	NONE	NONE	30 fix or \$7,500	50%
SIGNTEX	NET 30 W/ APPROV	\$50	NONE	NONE	\$5,000	35%
SISTEMALUX	NET 30	\$75	\$25	NONE	\$3,000	50%
SPECTRUM LIGHTING	NET 30	NONE	NONE	N/A	EAST OF MISS \$2	Contact Mfgr
					WEST OF MISS \$3500	
STRESSCRETE	NET 30	NONE	NONE	NONE	included in Quote if	NEGOTIABLE
STRONG ENTER LTG	NET 30	\$25	\$25	NONE	RE APPROVE	20%
STRUCTURA	50% NONREF DEPOSIT 50% NET 30	NONE	NONE	NONE	FOB	NEGOTIABLE
TECH LIGHTING	NET 30	NONE	NONE	NONE	\$2,000	
TIVOLI	NET 30	\$100	NONE	NONE	\$5,000	50%
	Tivoli will rush orders for 25% of order value-contact Tivoli to be sure it can be done					
UNION METAL	NET 30	NONE	NONE	NONE	FOB	Contact Mfgr
USAI	NET 30	NONE	NONE	NONE	EAST OF MISS \$3	50%+frt
					WEST OF MISS \$4	B-4 90 DAYS
VISA	NET 30	\$100	\$50 (for stems) \$25 (for parts)	NONE	ALLOWED**	Neg on Std Prod
	**Freight is paid by Visa if they get to pick the freight lines and no call prior or air is requested					
	Customs require 25% non-refundable prepayment & appd dwgs					
	A+W does not rep south GA & Savannah Area					

