

Opportunity Owner	Henry Moorhead	Quote Number	00078752
Payment Terms	50% deposit, 50% Net 30 from Ship Date-contingent on credit approval	Quote Name	G4711-CoalingaSewerPlant&LiftStation-RFS
Shipping Terms	Prices are Ex-works Needham MA or designated contract manufacturer (US lower 48).	Quote Expiration Date	8/31/2020
		Est. Lead Time	16 - 18 Weeks

Notes to the customer: Single Smartlight is for the Lift Station project.

Bill To Name	City of Coalinga	Ship To Name	City of Coalinga
Bill To	160 West Elm Avenue Coalinga, California 93210 United States	Ship To	United States

Model	Product Description	Price System	Quantity	Amount
[RFS-35W16LED-4K-T4] [P140F-2P] POLE: RTS-20-B-68-1S2A-BK 20 Degrees Tilt 100% =38 Watts worst case conditions.T-PM: 4 hrs. @100% T-N (Balance of night) @20% T-AM: 0 hrs. @100%	SmartLight Power 365 Solar Lighting System with 624Wh-24V NiMH Battery , special extreme temperature (from -40°C to +70°C), 140W solar module with Top of Pole assembly and Intelligent management/control system. RFS 35W16LED-24V for SmartLight Fixture 4K Color Temp.-Type T4 - . System color is black. 20' Round Tapered Steel Pole -Includes single 2' simplex arm and is provisioned for solar mount. Galvanized and Powder Coated. Includes Anchor Bolts.-Black. 5 Year Warranty All Night Lighting 365 Days a Year - Full Battery Replacement Assumes No Shading Assumes little or no snow	\$2,855.00	19.00	\$54,245.00
[RFS-35W16LED-4K-TR2M] [P140F-2P] POLE: RTS-20-B-68-1S2A-BK 20 Degrees Tilt 100% =38 Watts worst case conditions.T-PM: 4 hrs. @100% T-N (Balance of night) @20% T-AM: 0 hrs. @100%	SmartLight Power 365 Solar Lighting System with 624Wh-24V NiMH Battery , special extreme temperature (from -40°C to +70°C), 140W solar module with Top of Pole assembly and Intelligent management/control system. RFS 35W16LED-24V for SmartLight Fixture 4K Color Temp.-Type TR2M - . System color is black. 20' Round Tapered Steel Pole -Includes single 2' simplex arm and is provisioned for solar mount. Galvanized and Powder Coated. Includes Anchor Bolts.-Black. 5 Year Warranty All Night Lighting 365 Days a Year - Full Battery Replacement Assumes No Shading Assumes little or no snow	\$2,855.00	3.00	\$8,565.00
[RFS-35W16LED-4K-T4] [P140F-2P] POLE: RTS-20-B-68-1S2A-BK 20 Degrees Tilt 100% =0 Watts worst case conditions.T-PM: 0 hrs. @100% T-N (Balance of night) @30% T-AM: 0 hrs. @100%	SmartLight Power 365 Solar Lighting System with 624Wh-24V NiMH Battery , special extreme temperature (from -40°C to +70°C), 140W solar module with Top of Pole assembly and Intelligent management/control system. RFS 35W16LED-24V for SmartLight Fixture 4K Color Temp.-Type T4 - . System color is black. 20' Round Tapered Steel Pole -Includes single 2' simplex arm and is provisioned for solar mount. Galvanized and Powder Coated. Includes Anchor Bolts.-Black. 5 Year Warranty All Night Lighting 365 Days a Year - Full Battery Replacement Assumes No Shading Assumes little or no snow	\$2,855.00	1.00	\$2,855.00
Product Discount	Product Discount	(\$2,855.00)	1.00	(\$2,855.00)
Shipping Discount	Shipping Discount	(\$1,353.00)	1.00	(\$1,353.00)

Total Line Items	\$61,457.00
Shipping and Handling	\$4,803.00
Quote Total	\$66,260.00

Shipping estimated; final cost determined on day of shipping and added to invoice.

Sales Tax not included. SolarOne requires Tax Exemption Certificate or Sales Tax will be added.

A written request to cancel or return an orders must be received within three weeks, will incur a minimum fee of 25% and must fall within parameters outlined in SolarOne's standard terms and conditions.

This quotation is subject to the following terms and conditions

1. The Estimated Lead Time referenced at the top of this quotation begins upon receipt of signed sales order acknowledgement and required deposits.
2. For transient suppression SolarOne requires grounding the negative battery terminal to earth.
3. SolarOne reserves right to reconfigure Lamp/Solar Panel/Battery size, provided Max Reserve Cap and illumination performance are the same or better than quoted. SolarOne reserve the rights to use solar panel that's most suitable for the application.
4. This quotation is valid ONLY for system performance as outlined. Any design changes require a new quotation.
5. This information is for the exclusive use of the SolarOne customer referenced in the "Quote to Name" section at the top of this quotation and their client for the purposes of evaluating SolarOne's products and services.
6. Installation costs and any sales tax, duties or other fees due are NOT included in the pricing. Customer is responsible for providing appropriate resellers certificates or tax/duty exemption documentation. Costs of shipping to site are estimated.
7. SolarOne is responsible only for goods and services supplied by SolarOne. SolarOne is not responsible for footings, poles, and other equipment supplied by the customer or other vendors. Solar panel adds height to pole. If customer supplies pole they are responsible for specifying the proper strength and material to support EPA and added height.
8. Limited Warranties - The Limited Warranties applicable to SolarOne Solutions Products are included in the documentation along with the Product. Third-Party Products shipped with a SolarOne Solutions Product or Customized SolarOne Solutions Product are covered by their respective manufacturers' warranties, not by this Limited Warranty. SolarOne Warranty is not applicable if SolarOne has not been paid in full for the products and services associated with the order and project.
9. Pathway, Roadway and Parking Lot systems can come in either white, bronze, black or anodized. White is recommended for longer battery life.
10. Systems in coastal environments may require special anodization and coating processes that will add to the cost of the pole.
11. INTERNATIONAL ORDERS: As standard practice, for all orders outside of North America, only prepaid check or wire of transfer will be accepted. SolarOne has the right to pass on all fees associated with wire transfer and currency exchange to the customer. If a Certificate of Conformity is required, SolarOne will invoice customer for these charges. Freight estimates do not include freight forwarder/customs broker fees unless otherwise explicitly stated. Additional financing terms may be attached.
12. A 50% DEPOSIT is required for orders exceeding \$50,000 or any custom order.
13. This quotation is valid ONLY for sales under SolarOne Terms and Conditions.
14. Pricing is based on customer taking delivery of order when it is ready for shipment. Storage fees may be applied in the event that customer is not able to take delivery at that time.
15. All prices are in USD. All payments are to be in USD. Wire Charges and currency conversion costs are not included in pricing and will be added to the invoice.
16. Pricing is based on SolarOne's Standard Terms & Conditions and any additional terms stipulated herein. It is the Representative's responsibility to convey these terms to the customer. Without prior written approval from SolarOne's Sale's Director, any deviation from these terms may constitute a change in this pricing at the time of order. In the event that SolarOne is unable recuperate difference in pricing from end customer, may deduct the difference from representative's commission.

17. Upon receipt of confirmed PO, SolarOne will email a Sales Order Acknowledgement for customer approval and signature. Unless otherwise agreed upon in writing, SolarOne reserves the right to alter pricing and apply escalation charges in the event that signed Sales Order Acknowledgement is NOT received back within 14 days of its issuance to the customer.
18. Cancellation: For a standard product, once an order has been received the customer may submit a written request for cancellation within three weeks. The customer will pay a minimum fee of 25%, whose calculations will depend upon the level of materials that can be returned to suppliers or re-used. For custom products, SolarOne will require full payment.