

# STANDARD TERMS AND CONDITIONS OF SALE

## 1. Payment terms

Payments are due within 30 days of the ship date of the product from Serge Baril. This allows the distributor to use the pre-discounted cost on the invoice (3% discount is already included in our pricing policy). After 30 days, the second amount on the invoice is due (equals a multiplier of 1.031 on the pre-discounted cost). This is not an interest but a missed discount. Interest is normally charged after 60 days at a rate of 1.5%/month from the date of shipment.

Special payment terms such as full payment on the 10th of the month following are acceptable and will be negotiated separately with each distributor.

A special 2% - 10 days from date of shipment is available and is considered as a cash discount available only with a strict adherence to the 10 days (i.e. the cheque is in our hands on the 10th day after shipping date).

## 2. Cut length policy for heat tracing cables

Serge Baril will endeavour to meet the length requirements of the distributor but may ship up to 10% more or less heater due to available coil lengths of such product. The longest lengths possible will be supplied, however Serge Baril may have to ship the total requirement in more than one continuous length. Specific length requirements by the distributor will be met with an addition to the regular purchase price of the product by the distributor. Special cut lengths are not returnable.

## 3. Transport costs

Transport costs, insurance and freight charges are to be borne by the distributor. Materials are shipped FOB Laval, QC by regular carrier as chosen by the distributor unless otherwise stipulated differently by the distributor for a specific order.

## 4. Return of product

**Product may be returned once per calendar year in June at no charge to the distributor under the following conditions:**

- A.** The total return is less than 10% of the total yearly purchases of this category of product by the distributor.
- B.** An equal or superior offsetting order of product in this same category is placed with Serge Baril.
- C.** The product is returned in its original packaging, uncut in the case of heat tracing cable, and is current and in resalable condition.
- D.** The request must be accompanied by a copy of the original invoice covering the purchase of the returned product.
- E.** A return authorisation (RA) number must be received in writing from Serge Baril, a copy of which is to accompany the return.
- F.** Transport and insurance charges for the returned product must be paid by the distributor.

Serge Baril will, after verification and acceptance of the returned product, issue a credit to the distributor accordingly. Product may be returned at other times and under exceptional circumstances as specifically agreed to by Serge Baril with an appropriate restocking charge if applicable.

## 5. Pricing

Prices are subject to change without notice, although we will endeavour to provide 30 days notice of price changes.