

## SALES POLICY: DISTRIBUTORS, AGENTS & REPRESENTATIVES

### ♦ DOMESTIC SALES

POINT LIGHTING does not have a restrictive distribution policy. It is our intent to support the efforts of electrical distributors to sell our products. Unlike our large competitors, we will sell on open account to any creditworthy electrical wholesaler. We do not have stocking distributors. Obstruction lighting, wind cones and heliport lighting are our most important product lines to which we direct 90% of our efforts. In States where we have exclusive representation, it is these product lines our lighting reps support. We stock our most popular products for immediate shipment from Bloomfield, CT.

POINT LIGHTING will bid a very small percentage of publicly bid airport lighting projects where the product mix allows us to be price competitive. We will decline to bid the majority of airport projects and we may sell airfield lighting direct to selected contractors, municipalities and other government agencies.

POINT LIGHTING is currently developing a limited national network of lighting reps for obstruction lighting, wind cones and heliport lighting. These reps are listed on our website. In other States where there are no agreements, we will commission a lighting rep for a specific project specification or order by mutual agreement in advance.



### EXPORT SALES

POINT LIGHTING does not have any exclusive agent or foreign sales general representation agreements. However, it is our intent to support the efforts of any foreign company that seeks to sell our products and exerts productive sales efforts on our behalf. Unlike our large competitors, we will cooperate and support any agent that produces sales for us. POINT LIGHTING will agree to commission a particular foreign company exclusively for a territory or specific project when we judge it is in our commercial interest to do so. In no case will all sales be referred to a particular company, but POINT LIGHTING will exclusively commission a company for sales destined to the agreed territory or project.

POINT LIGHTING prefers agents and sales representatives that are resident in their sales territory and have general lighting or electrical distribution businesses. We will sell to the agent on a net price basis or through the agent on a commission basis. We seek agents who have electrical equipment sales experience to oil, chemical and other process industries in their country of origin.

POINT LIGHTING will always make a good faith effort to identify commissionable sales destined for an agreed territory or project. The United States is a very large economy and it is illegal for us to attempt to control what our domestic customers do with the products they purchase from us. It is our intent to engage in honorable commerce with our foreign partner companies and we will pay commissions due whenever we can determine the ultimate destination.

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