



TURBINE PRODUCT POLICIES

100.A2 (Replaces 1W Page 1.a.)

QUOTED DELIVERY AND PRICE ESCALATION

Prices contained herein applying to items of Bell & Gossett manufacture are firm for 30 days from the quotation date. We cannot guarantee prices beyond that time due to continual materials increases.

On all quotations which include outside purchased equipment, the following escalator clause must be used:

"The following outside equipment not of Bell & Gossett manufacture is subject to the same percentage of price increase as may be made by our supplier to us." (List the items subject to price increase - Example: Motors, controls, engines, turbines, etc.)

CUSTOMER REQUESTED CHANGES TO CONSTRUCTION OR SPECIFICATIONS:

If a customer initiated change to an order is requested after formal release to manufacturing has been given either verbally or in writing, charges will be the applied to that order in the amount of all that apply:

- Cost to Bell & Gossett of any scrapped material
- Full market value of any new or replacement equipment and necessary additional labor
- Incurred re-stocking fees per our existing restocking policy

plus the lesser of either 10% of the order value or as follows to cover additional handling and processing:

- Administrative Change Orders → \$100 per change
- 0-5 business days from release → \$200 per change
- 6-15 business days from release → \$600 per change
- 16+ business days from release → \$1,000 per change

CANCELLATION CHARGES - 15%

Cancellation of assembled units requiring dismantling or processing before returning to inventory.

- NOTES:**(A) In addition to the above, cancellation will include any charges made to Bell & Gossett on special purchased equipment such as drivers, seals, castings, etc., that are not normal stock items.
- (B) Cost of impellers, if trimmed, will be added to the regular cancellation charge, as these are never stocked.

MATERIAL RETURNED FOR CREDIT:

- (1) There will be a charge of 15% (not less than minimum billing) of the net invoice price for the return for credit of items which are returnable to inventory in the same condition as received.
- (2) All transportation charges on returned material must be prepaid. Any charges paid by the company will be deducted from the credit allowed.
- (3) All material returned for credit is to be new and unused, and is subject to inspection and acceptance by the company.

NOTES: The following materials are not returnable for credit:

- (a) Impellers of less than maximum diameter.
 - (b) Special items manufactured to order.
 - (c) Obsolete items not carried in inventory.
 - (d) Items shipped one year or more prior to date of request for permission to return.
- (4) Goods can be returned for credit only after receiving the company's authorization and shipping instructions. This will usually be in the form of written authorization and/or a Return Material Tag with an identifying RMO number.
 - (5) Equipment and accessories not manufactured by the company and not carried in the company's inventory may be returned for credit or may be cancelled only if acceptable to, and subject to the conditions and handling charges of our supplier; and after shipping instructions have been furnished by the original manufacturer or supplier.

TERMS OF PAYMENT:

Net 30 days from date of invoice.

Xylem Inc.

www.bellgossett.com

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Bell & Gossett

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