

Opportunity Owner	Andrew Rowland	Quote Number	00089243
Payment Terms	50% deposit, 50% Net 30 from Ship Date-contingent on credit approval	Quote Name	G11671-Lorain OH - Downtown Infill Project-RevA
Shipping Terms	Prices are FOB Origin	Quote Date	5/7/2026
		Quote Expiration Date	8/7/2026
		Est. Lead Time	Within 6 Weeks
		Ship To Name	City of Lorain
		Ship To	United States

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

Shipping fees do not include offloading at the delivery site. It is the customer's responsibility to arrange for any necessary equipment or personnel to unload the shipment upon arrival.

Fonroche is not in charge of or responsible for utility lines. Fonroche positions its lights on each layout to provide the proper photometric results. It is solely the responsibility of the customer to do their own due diligence in cooperation with the local utility to determine easement/spacing requirements from the utility lines, as well as any other requirements of the local utility.

Beware of Fraud: Any advance payment request will only be made on the basis of a proforma invoice sent by Fonroche Lighting America.

Fonroche Model Number	Fonroche Product Description	Price System	Quantity	Amount
[T54-CK16B-3K-T3] [P310F-3P]HW-MC-Fixture Color: TBD POLE: 20Ft. Round Tapered Pole-Direct Burial-1-4 FT Arm --Pole Color: TBD	SmartLight Assembly with 936Wh-24V NiMH Battery , special extreme temperature (from -40 °F to +158 °F), 310W solar module with Top of Pole assembly and Intelligent management/control system. Provisioned for Single Fixture configuration. Single Essential (Formerly CK16B) Fixture -Color Temp 3K -Dist. Type T3-Fixture Color: TBD. Power Assembly color is black. Mount: High wind and enhanced marine coating. 20Ft. Round Tapered Pole-Direct Burial-1-4 FT Arm --Pole Color is TBD 8 Year Warranty All Night Lighting 365 Days a Year - Full Battery Replacement Assumes No Shading Tilt optimized for snow conditions 45 Degrees Tilt 100% =36 Watts worst case conditions.T-PM: 6 hrs. @100% T-N (Balance of night) @30% T-AM: 1 hrs. @100%	USD 4,165.00	15.00	USD 62,475.00
GATEWAY	Fonroche Connect Gateway enables optional wireless networking and customer portal access. With long-range LoRA communication, you can connect one or more SmartLight Projects for monitoring and reporting. Communications included, NO MONTHLY FEES. *Requires 3G/4G/5G*	USD 1,388.00	1.00	USD 1,388.00
Product Discount	Product Discount	USD -650.00	15.00	USD -9,750.00

Total Line Items	USD 54,113.00
Programming,Pkg, Ship & Handling Est.	USD 7,223.00
Quote Total	USD 61,336.00

This quotation is subject to the following terms and conditions

Seller's Terms and Conditions of Sale in effect on the date of this order shall apply to this quote and are hereby incorporated by reference. Seller's Terms and Conditions of Sale may be viewed at <https://www.fonrochesolarlighting.com/about-us/terms/>.

Pricing is based on Fonroche Lighting America'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 Fonroche Lighting America's Sales Director, any deviation from these terms may constitute a change in this pricing at the time of order.