



## Atlantic Satellite Terms and Conditions

### **1. Definitions.**

"Seller" means the Atlantic Satellite facility specified in the Contract, Purchase Order, or Order as the supplier of the Goods and/or Services.

"Purchaser" means the person, firm or company specified in the Contract, Purchase Order, or Order to be supplied with the Goods and/or Services by the Seller.

"Contract", "Purchase Order", or "Order" means the document bearing a unique reference number detailing the Goods and/or Services to be supplied, the price thereof and other relevant details of the agreement for sale and purchase to which these Terms and Conditions apply.

"Goods" means the equipment, materials and/or other items to be supplied pursuant to the relevant Contract, Purchase Order, or Order.

"Services" means the installation, testing, engineering, or other agreed technical assistance to be supplied pursuant to the relevant Contract, Purchase Order, or Order.

### **2. Entire Agreement.**

- a. Unless specifically agreed in writing to the contrary, these Terms and Conditions together with specifications, drawings and other documents incorporated in writing and agreed to by both parties shall constitute the entire agreement and contract between the Seller and the Purchaser in respect of the purchase and sale of the specified Goods and/or Services. These Terms and Conditions shall supersede and take precedence over any other terms or conditions as may be shown or referred to unilaterally in any other correspondence or implied by trade custom practice or course of dealing and any such prior representations or understandings and any such purported provisions to the contrary are hereby expressly excluded.
- b. The Goods sold hereunder shall conform to Seller's standard specifications in existence at the time delivery is made unless otherwise set forth in the Contract, Purchase Order, or Order and agreed to in writing by both parties.
- c. Each order is subject to acceptance by Seller. No order shall be deemed a contract until and unless Seller's employee or representative makes acceptance in writing. The Seller will accept The Contract at its office in (*Name of Atlantic Satellite Corp.*) (*location*) and the Contract is deemed to have been entered into regardless of the residence of the Purchaser or destination of the products or services contracted for herein.
- d. Any special provisions must be set out in the Contract, Purchase Order, or Order and agreed to in writing by the Purchaser and Seller.
- e. The Contract is subject to all laws and regulations of any applicable agency of the United States Government responsible for the administration of the United States export control laws and regulations and to the United States Foreign Corrupt Practices Act 1977, as amended.
- f. The commodities under the Contract may require United States Government authorization for export to certain destinations, for use by certain end-users, and/or for the purpose of a particular end-use. When an export license is deemed necessary, the Purchaser shall provide on demand an End Use Statement and incorporate it into the purchase contract. When commodities are exported under a license, the same may not be resold, diverted, transferred, or otherwise be disposed of in any other country, either in their original form or after being incorporated through an intermediate process into other end-items, without the prior written approval of the United States Department of State.

### **3. Quotations.**

Unless otherwise specified herein, prices quoted are binding upon Seller for 60 days from the date of quotation. A quotation by the Seller does not constitute a Contract and the Seller reserves the right to withdraw or amend the same at any time prior to the Seller's acceptance of the relevant Contract, Purchase Order, or Order.

### **4. Prices.**

The Seller reserves the right to increase the price of the Goods and/or Services agreed to be sold in proportion to any increase of external costs to the Seller between the date of acceptance of the order and the date of delivery (including, but not limited to, those relating to exchange rates, transport and taxes) or where the increase is due to any act or default of the Purchaser, including the cancellations by the Purchaser of part of any offer or order.

Unit prices apply only to the specified quantities and delivery schedule shown. Any variation in quantity, specifications and/or date of delivery may necessitate a revision to the unit price.

All prices quoted are FCA or EXW (*named location or manufacturing facility*).

Atlantic Satellite Corp. reserves the right to revise and announce new prices for any Goods and/or Services. Quoted prices will be honored if an order is received prior to revision of these prices, or prior to the expiration of a valid quotation outstanding at the time of the price change. Subsequent orders for the same equipment are subject to the revised or newly announced prices.

All prices are exclusive of all sales, use and other taxes, duties, or charges, domestic or foreign. Purchaser shall pay or upon receipt of invoice from Seller, shall reimburse Seller for all such taxes, duties, or charges levied or imposed on Purchaser or required to be collected by Seller resulting from this transaction or any part thereof.

### **5. Terms of Payment.**

#### **DOMESTIC:**

Unless otherwise agreed in the specific offer or order, the Purchaser will forward a 20% down payment with order and shall make final payment of the purchase price prior to shipment or at time of invoicing for those services rendered. Alternative terms of payment are subject to approval by authorized personnel of Atlantic Satellite Corp.

If the Purchaser delays manufacture, payment shall be made based on the order price and percent of completion. Purchaser shall be liable for the price of all products substantially conforming to the order, notwithstanding that the Purchaser may not have accepted or may have revoked acceptance of it. Seller may at any time and from time to time, in its sole discretion, limit or cancel the credit of the Purchaser as to time and amount and, as a consequence, may demand payment in cash before delivery of any unfulfilled portion of this Contract, and failure of the Purchaser to make any such payment within 10 days after demand shall constitute default under the Contract. Approval of credit for one or more deliveries or orders shall not be deemed a waiver of the provisions of this paragraph. Purchaser hereby represents to Seller that it is now solvent and agrees that each acceptance of delivery of the products sold hereunder shall constitute reaffirmation of this representation.

If, in the judgment of Seller, the financial condition of Purchaser at any time does not justify continuance of production or shipment on the terms of payment originally specified, Seller might upon ten (10) days notice, require full or partial payment in advance, regardless of the payment terms originally specified. In the event of bankruptcy or insolvency of Purchaser, Seller may cancel any order then outstanding and receive reimbursement for its cancellation or termination liability charges.

a. Each shipment shall be considered a separate and independent transaction and payment made accordingly. Seller reserves the right to ship to its order and make collection by sight draft, with bill of lading attached.

Prior to shipment, payment may be effected via electronic wire transfer to the bank account of Atlantic Satellite Corporation as specified in the Contract, Purchase Order, or Order.

- b. If the order is deemed to be a non-standard product, extends beyond 90 days to manufacture and ship, and/or the order exceeds \$100,000 then progress payments over the course of the delivery time period will be required and specified in the Contract.
- c. All amounts past due shall bear interest at a rate of 1% per month, or any lower amount (required by law), from the date due until paid.
- d. Purchaser agrees to pay legal fees incurred by Seller to collect any unpaid balance due or to otherwise enforce the rights of Seller hereunder by legal proceedings or otherwise.

#### INTERNATIONAL:

Unless otherwise agreed in the specific order, Purchaser will provide the Seller 20% down payment and an Irrevocable Letter of Credit confirmed by a U.S. Bank for full remaining contract price inclusive of all specified charges and payable at sight. All Letters of Credit will be established in accordance with Seller's current guidelines for establishing a Letter of Credit. If Purchaser delays shipments, Seller will also invoice Purchaser for handling and monthly storage fees at the current market rates. These charges will be invoiced separately and payment in full must be received prior to shipment.

Warranty commences as though shipment has been made as specified on the Letter of Credit. The other provisions set out in this Article 5 under Domestic also apply except as modified in this paragraph.

#### 6. Delivery.

- a. Delivery time quoted is Seller's best estimate and shall begin at acceptance of the Contract and Purchaser's down payment. Seller shall not be liable for any delay in performance or inability to perform occasioned by any Force Majeure conditions beyond its control or beyond the control of its suppliers or subcontractor.
- b. Unless otherwise specifically provided, delivery of the Goods shall be made FCA or EXW (*named location or manufacturing facility*), at which time the title and risk of loss shall pass to the Purchaser, notwithstanding the fact that Seller may have selected the Carrier. Seller shall in no way be responsible for the safe arrival of the shipment. Title shall also pass to Purchaser regardless of any provisions for payment of freight or insurance by Seller.
- c. In any case where Goods are sold on the basis of any other international trade term, the meaning of such term contained in INCOTERMS (2000) shall apply as if expressly incorporated herein except insofar as any part of the same may be inconsistent with any of the provisions contained in these conditions.
- d. In the case that the Contract involves more than one delivery, and default is made in payment on the due date, the Seller shall have the right to suspend all or any further deliveries pending payment or to terminate the Contract in its entirety by notice in writing to the Purchaser.
- e. If Purchaser delays shipment, Seller may invoice, warranty commences and payments are to be made as though shipment has been made as specified.
- f. In the event Purchaser delays shipment(s), Seller will also invoice Purchaser for handling and monthly storage fees at the current market rates. These charges will be added to the corresponding invoice and payment in full must be received prior to shipment.

#### 7. Cancellation and Returned Goods.

The Purchaser may cancel an order only upon written notice sixty (60) days prior to shipment, and upon payment to Seller of all reasonable cancellation and/or termination liability charges.

Orders which are canceled prior to shipment, if standard products, are subject to a minimum 20% restocking charge for those items already in production or in finished goods inventory awaiting shipment to Purchaser.

Orders which are canceled prior to shipment, if those items are "special" or "custom" items designed or modified to the Purchaser's specifications, are essentially non-cancelable for that portion in production or in finished goods inventory awaiting shipment to the Purchaser, and are subject to full

recovery costs and profit or an agreed payment in accordance with a termination liability payment schedule.

Orders that are canceled after shipment to Purchaser, whether standard or special, remain the property of the Purchaser and subject to payment in full.

#### 8. Packaging and Shipping.

- a. Unless otherwise specified, prices are quoted exclusive of shipping, taxes, duties, or other charges. Equipment for Domestic (CONUS) sites shall be shipped in standard commercial packaging for truck or air transport only. Export packing (sea container or air) will be quoted upon request. Rail transport is not recommended for certain goods. If shipping by rail, contact the Atlantic Satellite facility specified in the Contract, Purchase Order, or Order to determine if the ordered goods require special handling. Purchasers electing to ship such goods by rail (whether a domestic shipment to the site or an international shipment to the port of exit) shall be required to purchase special packaging available at an additional cost to the Purchaser. When special or export packaging is required or requested, the cost of the special packaging will be separately invoiced to Purchaser. Unless otherwise stated, the FCA or EXW (INCOTERMS 2000) point is (*named location or manufacturing facility*).
- b. Unless expressly prohibited by the Contract, partial shipments shall be accepted.
- c. Unless agreed in writing prior to shipment, Purchaser shall have sole control and discretion with respect to mode of transportation, routing and any other matters connected with, related to or involved in transportation of the Goods, otherwise Seller may accept these responsibilities.
- d. Shipping dates specified herein or otherwise communicated to Purchaser are approximate only. Seller does not and shall not guarantee any shipping date unless such guarantee and the terms thereof are specifically agreed to in writing. Any such guarantee shall be strictly limited to the exact terms so stated.

#### 9. Inspection.

Unless otherwise agreed in writing, the Goods are subject to Seller's standard inspection and/or testing at the place of manufacture. Purchaser may inspect the Goods and/or witness testing at the place of manufacture or at such other place as Seller, in its sole discretion, shall designate, and Purchaser's consequent approval or rejection of the Goods must be made prior to shipment. Purchaser's failure to inspect will constitute acceptance. Where Purchaser has inspected the Goods prior to shipment, Purchaser shall have no right whatsoever to inspect, reject or revoke its acceptance of the Goods after shipment. Purchaser is responsible for any charges associated with witnessed testing beyond the normal level of activity for routine test activities, as defined on the Contract, Purchase Order, or Order.

#### 10. Delay and Force Majeure.

The Seller shall not be liable for delays in performance of its obligations and the date on which the Seller's obligations are to be fulfilled shall be extended for a period of time caused by the delay when the delay was due to causes beyond the Seller's control and not due to its fault or negligence, which Force Majeure causes include but are not limited to, the following:

- a. Acts of God, unforeseeable circumstances, acts (including delay or failure to act) of any governmental authority (De Jure or De Facto), wars (declared or undeclared), riot, revolution, hijacking, fires, strikes, labor stoppage, sabotage, epidemics, prohibition of import or export of goods or products, and interruptions of essential services and supplies such as electricity, natural gas, fuels and water.
- b. Inability due to causes beyond Seller's reasonable control to timely obtain from subcontractor necessary and proper materials, components, facilities, and, when the subcontractor has excusable causes as listed above and such items cannot reasonably be obtained from another source.

Partial failure of performance due to any of the aforementioned causes shall not in itself terminate this Contract or excuse any failure by Seller to resume all obligations.

In the event Seller is affected in the performance of its obligations by any of the aforementioned causes, it shall give the Purchaser prompt written notice of that fact together with satisfactory evidence substantiating that said cause

prevents performance, as well as a declaration specifying the steps being taken by the Seller to remove such cause of nonperformance and to minimize its effects, and shall continue the performance of its other obligations under this Contract.

### **11. Description and Data.**

- a. Goods and/or Services will be supplied substantially as described in Seller's applicable brochures and data sheets and where the Seller is the manufacturer, the right is reserved to make design changes which however will not lower the performance of the Goods, or increase the price. Where the Seller is not the manufacturer, Goods and/or Services will be those supplied to the supplier/manufacturer's current specification and data sheets.
- b. The Seller shall make every effort to ensure the accuracy of technical data or literature relating to the Goods, but the Seller (so far as permitted by law) accepts no liability in contract, tort or otherwise for any damage or injury arising directly or indirectly or in consequence of any error or omission in such technical data or literature.
- c. It shall at all times be the Purchaser's responsibility to ensure that the Purchaser's specifications are correct and/or sufficient for the use intended by the Purchaser and the Purchaser must satisfy itself on this point.

### **12. Warranty.**

Seller warrants the items ordered hereunder at the time of shipment to be free from defects in material, workmanship, and to conform to the contract specification. Seller's liability under this Warranty shall terminate two (2) year after date of acceptance. Written notice of any defects shall be given Seller upon discovery and Seller shall promptly correct such defects by repair or replacement, at its option, without charge, either FCA Seller's plant or service in the field. **IN NO EVENT SHALL SELLER'S LIABILITY UNDER THIS WARRANTY EXCEED THE COST OF REPAIR OR REPLACEMENT OF SUCH DEFECTIVE ITEM AND UNDER NO CIRCUMSTANCES SHALL SELLER BE LIABLE FOR SPECIAL OR CONSEQUENTIAL DAMAGES.**

Specifically excluded from this Warranty are:

- a. Defects or nonconformance caused by and resulting from improper operation, maintenance, or storage of the equipment.
- b. Items of characteristically indeterminate life, such as bulbs, fuses, etc.

THIS WARRANTY CONSTITUTES SELLER'S SOLE AND EXCLUSIVE LIABILITY HEREUNDER AND BUYER'S SOLE AND EXCLUSIVE REMEDY FOR DEFECTIVE OR NONCONFORMING ITEMS AND IS IN LIEU OF ALL OTHER WARRANTIES, EXPRESS IMPLIED OR STATUTORY (INCLUDING THE WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE).

### **13. Patent and Copyright Indemnification.**

If Purchaser receives a claim that any product or part thereof manufactured by Seller, or its subcontractor, infringes a patent or copyright, Purchaser shall notify Seller promptly in writing and give Seller all available information, assistance and exclusive authority to evaluate, defend and settle such claim. Seller shall then, at its own expense and option, either (1) settle such claim, (2) procure for Purchaser the right to use such product, (3) replace or modify the product to avoid infringement, (4) remove it and refund the purchase price (including any installation costs) less a reasonable amount for depreciation, or (5) defend against such claim. If any court of competent jurisdiction holds such product to constitute infringement, Seller shall pay any costs and damages finally awarded on account of such infringement; and if the use of such product is enjoined, Seller shall take at its option one or more of the actions under (2), (3), or (4) above.

The rights and obligations of the parties with respect to such patents and copyrights are solely and exclusively as stated herein.

The patent and copyright obligations cited above are in lieu of all other patent and copyright warranties whatsoever, whether oral, written, express or implied.

### **14. Sales Conveys no License.**

The sale of the Goods covered by this Contract does not convey any license, expressly or by implication, estoppel or otherwise, under any patent, copyright, or proprietary interests covering any equipment, assembly, system, circuit, combination, method or process in which such products may be used, notwithstanding the fact that such products may have been designed for use in, or may in any way be useful in such patented or copyrighted or proprietary equipment assembly, system, circuit, combination, method or process or may have been purchased and sold for such use. Seller expressly reserves all its rights under such patents, copyrights, or proprietary interests and Purchaser agrees to respect and protect such rights.

### **15. License and Consents.**

If any license or consent of any government or other authority shall be required for the acquisition or use of the Goods by the Purchaser, the Purchaser shall obtain the same at its own expense and if necessary or so required shall produce evidence of the same to the Seller on demand.

### **16. Limitations of Liability.**

Seller's liability of any claim of any kind including negligence, for any loss or damage arising from, connected with, or resulting from this Contract, or from the performance or breach thereof, or from the design, manufacture, sale, delivery, installation, inspection, operation or use of any equipment covered by or furnished under this Contract, shall in no case exceed the purchase price of the Goods which gives rise to the claim.

**IN NO EVENT, WHETHER AS A RESULT OF BREACH OF CONTRACT, OR WARRANTY, OR NEGLIGENCE, OR OTHER ALLEGED ACTION, SHALL SELLER BE LIABLE FOR SPECIAL, PUNITIVE, INDIRECT, INCIDENTAL, OR CONSEQUENTIAL DAMAGES INCLUDING, BUT NOT LIMITED TO LOSS OF PROFITS OR REVENUE, LOSS OF USE TO THE EQUIPMENT OR AN ASSOCIATED EQUIPMENT, COST OF CAPITAL, COST OF SUBSTITUTE EQUIPMENT, FACILITIES OR SERVICES, DOWNTIME COSTS, OR CLAIMS OF CUSTOMERS OF THE PURCHASER FOR SUCH DAMAGES.**

### **17. Subcontracting.**

The Seller reserves the right to sub-contract at its discretion any part of the work or the supply of any Goods and/or Services for which the Seller provides a quotation.

### **18. Termination.**

The Seller may at its option terminate the Contract the Purchase Order(s), or Order(s) placed upon the happening of one or more of the following events:

- a. The Purchaser is in breach of any obligation to the Seller and such breach where capable of remedy be not remedied following the expiry of thirty (30) days from the date of notification from the Seller to the Purchaser specifying such breach; or
- b. If the Purchaser becomes bankrupt; or if a receiving order is made against the Purchaser; or the Purchaser shall pass a resolution or enter into a Deed of Company Arrangement with its creditors; or the court shall make an order that the Purchaser shall be wound up; or if a receiver shall be appointed for any of the assets or undertaking of the Purchaser; or if circumstances shall arise which entitle the court to make a winding-up order; or if the Purchaser takes or suffers any similar action in consequence of debt.

### **19. Waiver.**

The failure by either party to the Contract to exercise or enforce any rights conferred by the Contract shall not be deemed to be a waiver of any such right or operate so as to bar the exercise or enforcement thereof at any time or times thereafter.

### **20. Notices.**

Any notice required or permitted to be given hereunder may be given by certified mail, personal delivery, e-mail, or facsimile. Notices sent by certified mail shall be deemed to be served seventy-two (72) hours after placement into the airmails, postage prepaid to address. Notice given by e-mail or fax shall be deemed to have been received on the date, in normal

course, it would be delivered. Until changed by written notice, given by either party to the other, the contact information of the parties shall be as specified in the applicable Contract, Purchase Order, or Order.

**21. Governing Law.**

This Contract shall be construed according to the laws of Virginia insofar as existence of the Contract as a binding agreement and matters concerning performance or breach thereof are concerned. Any legal action including actions to enforce the Arbitration Decision will be brought in the courts within the State of Virginia.

**22. Arbitration.**

All disputes in connection with the Contract or the execution thereof shall be settled through friendly negotiations. In case no settlement can be reached, the case may then be submitted for arbitration in accordance with the Commercial Arbitration Rules promulgated by the American Arbitration Association. The Arbitration shall take place in Norfolk, Virginia or other site mutually agreed upon by the parties, and the decision of Arbitrator(s), appointed in accordance with said Rules, shall be final and binding upon both parties; neither party shall seek recourse to a law court or other authorities to appeal for revision of the decision. Arbitration fee shall be borne by the losing party. In the course of arbitration, both parties shall continue to execute the present Contract except those issues under arbitration.

**23. Government Terms and Conditions Applicable.**

a. If the articles of work hereunder relate to a contract with the U.S. Government and the applicable Government Contract number is shown on Purchaser's request for a proposal or on the order form, the clauses listed, appearing or referred to in the indicated paragraphs, or applicable portions thereof, of the applicable procurement regulations are incorporated herein and are a part of these conditions. These clauses supersede any of the preceding clauses relating to the same subject to the conditions of Paragraphs b and c below, all references to "Contractor" shall mean Seller and all references to "the Government," "the Contracting Officer" or equivalent expressions, shall mean Purchaser in lieu thereof, if necessary and appropriate to make the context of the clauses conform to the Contract.

FAR/DFARS Clauses Applicable to all Government Work: It is noted on the face of the Contract that where U.S. Government work is involved all FAR and DFARS clauses are incorporated herein by this reference, subject to the Definitions Provision herein and to the modification indicated, unless indicated otherwise in the typed provision of the Contract.

b. Audit-Except as otherwise required by federal statute, if any audit or examination of Seller's books and records is applicable to the Contract, whether relating to performance or termination of the work, or both, it shall be made only by the specified Government Agency representative.

c. Experimental Work-Unless otherwise agreed in writing by Seller, it is agreed that the Contract does not involve any type of experimental, developmental or research work as one of its purposes.