

KSB GIW CANCELLATION SCHEDULE

(% based on KSB GIW selling price)

Production/Procurement Schedule

Stock Parts

Within 48hrs of Receipt of Order	0%
After 48hrs of Receipt of Order	10% with a Cap of \$500
Release for manufacture or procurement.....	25%
Completion of rough castings	50%
Completion of machined castings or receipt of purchased items	75%
Ready to ship	100%

Non-Stock Parts

Within 48hrs of Receipt of Order	0%
After 48hrs of Receipt of Order	10% with a Cap of \$500
Release for manufacture or procurement	50%
Completion of rough castings	95%
Completion of machined castings or receipt of purchased items	100%
Ready to ship	100%

KSB GIW CANCELLATION SCHEDULE

(% based on KSB GIW selling price)

Production/Procurement Schedule

Long-Term Project (Lead time of more than 12 weeks)

Receipt of order	\$50,000
Release of drawings	20%
Release for manufacture	30%
Completion of first rough castings	40%
Completion of first machined castings	75%
Ready to assemble	95%
Ready to ship	100%
Major Purchased Equipment (not KSB GIW proprietary)	Vendor cancellation fee + 15%

Short-Term Project (Lead time of 12 weeks or less)

Receipt of order	15%
Release for manufacture	50%
Ready to assemble	95%
Ready to ship	100%
Major Purchased Equipment (not KSB GIW proprietary)	Vendor cancellation fee + 15%