

Opportunity Owner	Adam Sanchez	Quote Number	00085631
Payment Terms	50% deposit, 50% Net 30 from Ship Date-contingent on credit approval	Quote Name	G9424-Fullerton CA-Bastanchury Neighborhood-RevA
Shipping Terms	Prices are FOB Origin	Quote Date	5/8/2025
		Quote Expiration Date	8/8/2025
		Est. Lead Time	Within 6 Weeks
		Ship To Name	City of Fullerton CA
		Ship To	Fullerton, California United States

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

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] [P190F-3P]HW-MC Fixture Color: BK POLE: NO POLE - Includes Adapter for Fluted Concrete Pole - 4' Arm-Pole Color: BK	SmartLight Assembly with 936Wh-24V NiMH Battery , special extreme temperature (from -40 °F to +158 °F), 1 x 190W solar module with Top of Pole assembly and Intelligent management/control system. Provisioned for Single Fixture configuration. Adapter 2 for Fluted Concrete Pole. Single Essential (Formerly CK16B) Fixture 3K Color Temp.-Type 3 Fixture Color: BK - . Power Assembly color is black. Mount: High wind and enhanced marine coating. NO POLE - Includes Adapter for Fluted Concrete Pole - 4' Arm-Pole Color is BK 8 Year Warranty All Night Lighting 365 Days a Year - Full Battery Replacement Assumes No Shading Assumes little or no snow 10 Degrees Tilt 100% =30 Watts worst case conditions.T-PM: 5 hrs. @100% T-N (Balance of night) @70% T-AM: 1 hrs. @100%	USD 2,792.00	57.00	USD 159,144.00
[T54-CK16B-3K-T4] [P190F-3P]HW-MC Fixture Color: BK POLE: NO POLE - Includes Adapter for Fluted Concrete Pole - 4' Arm-Pole Color: BK	SmartLight Assembly with 936Wh-24V NiMH Battery , special extreme temperature (from -40 °F to +158 °F), 1 x 190W solar module with Top of Pole assembly and Intelligent management/control system. Provisioned for Single Fixture configuration. Adapter 2 for Fluted Concrete Pole. Single Essential (Formerly CK16B) Fixture 3K Color Temp.-Type 4 Fixture Color: BK - . Power Assembly color is black. Mount: High wind and enhanced marine coating. NO POLE - Includes Adapter for Fluted Concrete Pole - 4' Arm-Pole Color is BK 8 Year Warranty All Night Lighting 365 Days a Year - Full Battery Replacement Assumes No Shading Assumes little or no snow 10 Degrees Tilt 100% =30 Watts worst case conditions.T-PM: 5 hrs. @100% T-N (Balance of night) @70% T-AM: 1 hrs. @100%	USD 2,792.00	10.00	USD 27,920.00
[T54-CK16B-3K-T3]	SmartLight Assembly with 1248Wh-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. Adapter 2 for Fluted Concrete Pole. Single Essential (Formerly CK16B) Fixture 3K Color Temp.-Type			



[P310F-4P]HW-MC Fixture Color: BK POLE: NO POLE - Includes Adapter for Fluted Concrete Pole - 4' Arm-Pole Color: BK	3 Fixture Color: BK - . Power Assembly color is black. Mount: High wind and enhanced marine coating. NO POLE - Includes Adapter for Fluted Concrete Pole - 4' Arm-Pole Color is BK 8 Year Warranty All Night Lighting 365 Days a Year - Full Battery Replacement Assumes No Shading Assumes little or no snow 10 Degrees Tilt 100% =41 Watts worst case conditions.T-PM: 5 hrs. @100% T-N (Balance of night) @70% T-AM: 1 hrs. @100%	USD 3,097.00	2.00	USD 6,194.00
GATEWAY	GATEWAY	USD 1,000.00	1.00	USD 1,000.00

Total Line Items	USD 194,258.00
Shipping and Handling	USD 15,273.00
Quote Total	USD 209,531.00

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. In the event that Fonroche Lighting America is unable recuperate difference in pricing from end customer, it may deduct the difference from representative's commission.