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To: All Canadian Gasboy Distributors

Subject: Changes in Importation and Measurement Canada Sealing Procedures

In the interest of improving the importation, freight, sealing process, and procedures for Gasboy Commercial Fuel Dispensing Equipment, we are making the following changes **effective with orders received on or after August 1, 2004**. We believe these changes will speed the installation of dispensers for your end customers.

- Gasboy Retail Mechanical (8700 series), Commercial Mechanical (9100 series), Commercial Electronic (9800 series), and Satellite (215/216) fuel dispensing equipment **will have Measurement Canada sealing performed at Gasboy's sealing facility** located in Etobicoke, ON (subject to prior arrangements).
- Gasboy will be the importer of record for all our equipment shipped into Canada and will pay all duties, taxes and brokerage fees at the time of importation into Canada. Distributors will be invoiced for any applicable taxes. Please make sure we have the appropriate Purchase Exemption certificates on file to ensure correct taxation on your orders.
- For all dispensing equipment processed through the sealing facility: the invoice, title, and risk of loss will pass to the distributor upon delivery to the common carrier at our sealing facility in Etobicoke, ON. Freight is allowed to the first destination from the sealing facility designated by the distributor.
- For non-dispensing equipment: the invoice, title, and risk of loss will pass to the distributor upon delivery of goods to the common carrier at our manufacturing facility in Greensboro, NC (USA). Freight is allowed to the customers initial specified destination in Canada.
- **Gasboy will add a Canadian Processing fee** to all Retail and Commercial Fuel Dispensing equipment shipped into Canada as follows:
  - List price for single-hose models = \$125 USD per unit
  - List price for twin-hose models (one or two product) = \$212 USD per unit
  - List price for Satellite (one or two hose) = \$45 USD per unit

Again, we expect this change to improve delivery to end customers by eliminating delays associated with scheduling an official Measurement Canada Sealer to the installation site. It will also save on your efforts and expense associated with importation and brokerage fees. If you have any questions, please contact your Gasboy District Sales Manager.

A handwritten signature in black ink, appearing to read "S. Henry", is written over a light blue horizontal line.

Steve Henry

cc: District Managers



# Gasboy: Changes in Importation and Measurement Canada Sealing Procedures

## Question and Answers:

1. *Who will be performing the sealing operation in Etobicoke?*
  - Measurement Canada requires all dispensing equipment used for a fuel sale to receive an official calibration and sealing by an official of Measurement Canada.
  - Gasboy has contracted with John Reid & Sons to perform this function in their existing sealing facility in Etobicoke, ON. John Reid & Sons is certified by Measurement Canada for this service and has been performing this function for 10 years. JRS also inspects the equipment to ensure that Canadian W&M and safety regulatory issues are addressed.
2. *What products will be processed through the sealing facility?*
  - Because many commercial pumps and dispensers are ultimately designated for fleet applications involving fuel transfer for a negotiated price, they may fall under the requirements of Measurement Canada. Consequently, Gasboy retail (8753), mechanical (9152, 9153, 9140, and 9120 series), electronic (9852, 9853, 9840, 9850, and 9820 series), and satellite (215 and 216) units will be processed through the sealing facility.
3. *How do I maintain confidentiality concerning my end customer?*
  - JRS is an independent contractor retained to perform this service. JRS is not a Gasboy authorized distributor, and as such will not be competing with the current Gasboy distributors.
4. *Which products are assessed the Canadian Processing fee?*
  - All Gasboy Retail and Commercial Fuel Dispensers will have the fee automatically added when shipped to a Canadian address. This includes all models identified above as being processed through the sealing facility. A processing fee is NOT charged against Fuel Management, POS Systems, Consumer Pumps, or Hand Pump products.
5. *What if I don't want to use the designated sealing facility?*
  - Gasboy recognizes that there may be other alternatives for this service, but unless prior arrangements have already been made, we plan to process the commercial dispensing equipment through the JRS sealing facility. In any event, all units with a Canadian shipping address ordered on or after August 1, 2004 will be charged the Canadian Processing fee, regardless of where they're sealed.
6. *Will the added sealing time increase my order lead-time? How much time?*
  - The sealing process will add approximately 1 to 2 weeks to delivery. Quoted lead-times are ex-Greensboro and an extra 2 weeks should be allowed to cover shipping and sealing in Etobicoke.
7. *To whom should I provide my Purchase Exemption certificate?*
  - Provide your Purchase Exemption certificate to: Betty Jones, Gasboy, 7300 West Friendly Ave, PO Box 22087, Greensboro, NC 27420 (USA).
8. *When does Quick Pay start for orders processed through the sealing facility?*
  - Gasboy considers the sealing as part of the manufacturing process. Your invoice is issued when the equipment has completed sealing and is ready for shipment. The Quick Pay clock starts when the invoice is issued.
9. *Why is this a good deal for me (distributor)?*
  - Gasboy has received numerous complaints about delays and added expense associated with scheduling an official Measurement Canada sealer and the cost of performing the required calibration and sealing operation in the field. This procedure will deliver a unit ready for installation and use without the delays and on site calibration expense.
  - Gasboy has a professional staff and existing relationships with brokers to expedite and cost effectively handle all importation documents and fees. Gasboy pays the brokerage fees and, for your convenience, includes any tax due on the original equipment invoice.