EXHIBIT B

DESCRIPTION OF CHARGERS AND PRICES

KP 6/7/99

EXHIBIT B
SCR100 and CHP100
(Canadian Pricing)

6/7/99

02/25/99 Rev 3

EXHIBIT B

(Canadian Pricing, $CAD)

Saft Base Contract Pricing For GNB's
1 Phase 100%, SCR100 Charger Line

(GNB Single Phase Charger Pricing FY1999-FY2001)

PART NO.	VOLTAGE	Standard PRICE
6-1-260	120/208/240 208/240/480 600	$763.07
6-1-475	120/208/240 208/240/480 600	$698.57
6-1-600	120/208/240 208/240/480 600	$792.86
6-1-865	120/208/240 208/240/480 600	$1,104.11
6-1-965	120/208/240 208/240/480 600	$1,149.27
9-1-475	120/208/240 208/240/480 600	$942.16
9-1-600	120/208/240 208/240/480 600	$1,090.10
9-1-865	120/208/240 208/240/480 600	$1,199.11
9-1-965	120/208/240 208/240/480 600	$1,292.54
12-1-260	120/208/240 208/240/480 600	$612.86
12-1-475	120/208/240 208/240/480 600	$840.00
12-1-600	120/208/240 208/240/480 600	$944.29
12-1-750	120/208/240 208/240/480 600	$1,140.00
12-1-865	120/208/240 208/240/480 600	$1,140.00
12-1-965	120/208/240 208/240/480 600	$1,347.05
18-1-260	120/208/240 208/240/480 600	$979.80
18-1-475	120/208/240 208/240/480 600	$1,074.52
18-1-600	120/208/240 208/240/480 600	$1,054.29
18-1-750	120/208/240 208/240/480 600	$1,191.43
18-1-865	120/208/240 208/240/480 600	$1,191.43
24-1-260	120/208/240 208/240/480 600	$1,084.42
24-1-475	120/208/240 208/240/480 600	$1,354.83
24-1-600	120/208/240 208/240/480 600	$1,510.56

1 All prices are in Canadian Funds
2 For models not yet designed a flat fee of $500 USD is applied to the first order

KP 6/7/99

2/25/99 Rev 1

EXHIBIT B

(Canadian Pricing, SCAD)
Saft Base Contract Pricing For GNB's
3 Phase 100%, SCR100 Charger Line

(3 Phase SCR Charger Pricing FY1999)

PART NO.	VOLTAGE	Standard PRICE	Internet PRICE
6-3-475	208/240/480 60Hz	$956.17	$1,100.32
6-3-600	208/240/480 60Hz	$996.92	$1,141.49
6-3-750R	208/240/480 60Hz	$996.92	$1,141.49
6-3-865	208/240/480 60Hz	$1,101.73	$1,245.57
6-3-1050	208/240/480 60Hz	$1,162.28	$1,299.36
6-3-1200	208/240/480 60Hz	$1,190.23	$1,327.18
6-3-1450	208/240/480 60Hz	$1,340.45	$1,464.50
9-3-1050	208/240/480 60Hz	$1,218.18	$1,357.08
9-3-1200	208/240/480 60Hz	$1,258.93	$1,400.67
9-3-1450	208/240/480 60Hz	$1,515.12	$1,645.91
12-3-475	208/240/480 60Hz	$1,058.64	$1,213.04
12-3-600	208/240/480 60Hz	$1,108.71	$1,261.96
12-3-750R	208/240/480 60Hz	$1,108.71	$1,261.96
12-3-865	208/240/480 60Hz	$1,212.35	$1,361.28
12-3-965	208/240/480 60Hz	$1,282.22	$1,426.98
12-3-1050	208/240/480 60Hz	$1,352.09	$1,498.03
12-3-1200	208/240/480 60Hz	$1,387.03	$1,533.33
12-3-1450	208/240/480 60Hz	$1,503.48	$1,627.55
18-3-300	208/240/480 60Hz	$1,165.08	$1,279.43
18-3-475	208/240/480 60Hz	$1,094.74	$1,249.65
18-3-600	208/240/480 60Hz	$1,175.09	$1,330.01
18-3-750R	208/240/480 60Hz	$1,175.09	$1,330.01
18-3-865	208/240/480 60Hz	$1,284.55	$1,434.76
18-3-965	208/240/480 60Hz	$1,375.38	$1,521.24
18-3-1050	208/240/480 60Hz	$1,398.67	$1,542.35
18-3-1200	208/240/480 60Hz	$1,503.48	$1,652.11
18-3-1450	208/240/480 60Hz	$1,724.73	$1,859.11
24-3-475	208/240/480 60Hz	$1,163.45	$1,314.89
24-3-600	208/240/480 60Hz	$1,261.26	$1,413.12
24-3-750	208/240/480 60Hz	$1,261.26	$1,413.12
24-3-865	208/240/480 60Hz	$1,456.90	$1,616.27
24-3-965	208/240/480 60Hz	$1,602.46	$1,764.15
24-3-1050	208/240/480 60Hz	$1,701.44	$1,864.90
24-3-1200	208/240/480 60Hz	$1,876.11	$2,043.73
24-3-1450	208/240/480 60Hz	$2,091.54	$2,239.46
36-3-260	208/240/480 60Hz	$1,172.76	$1,331.05
36-3-475	208/240/480 60Hz	$1,317.16	$1,473.57
36-3-600	208/240/480 60Hz	$1,399.84	$1,560.33
36-3-750	208/240/480 60Hz	$1,399.84	$1,560.33
36-3-865	208/240/480 60Hz	$1,713.08	$1,874.40
36-3-965	208/240/480 60Hz	$1,817.89	$1,977.43

1/ All prices are in Canadian Funds
2/ For models not yet designed a flat fee of $500 USD is applied to the first order
3/ Price includes a savings $22.00 CAD

KB 6/7/99

02/25/99 Rev2

EXHIBIT B

(Canadian Pricing, SCAD)
Saft Base Contract Pricing For GNB's
3 Phase 100%, SCR100 Charger Line

(3 Phase SCR Charger Pricing FY2000)

PART NO.	VOLTAGE	Standard PRICE	Interest PRICE
6-3-475	208/240/480 60H	$946.61	$1,089.32
6-3-600	208/240/480 60H	$986.96	$1,130.07
6-3-750R	208/240/480 60H	$986.96	$1,130.07
6-3-865	208/240/480 60H	$1,090.71	$1,233.12
6-3-1050	208/240/480 60H	$1,150.66	$1,286.37
6-3-1200	208/240/480 60H	$1,178.33	$1,313.91
6-3-1450	208/240/480 60H	$1,327.04	$1,449.85
9-3-1050	208/240/480 60H	$1,205.99	$1,343.51
9-3-1200	208/240/480 60H	$1,246.34	$1,386.67
9-3-1450	208/240/480 60H	$1,499.97	$1,629.45
12-3-475	208/240/480 60H	$1,048.06	$1,200.91
12-3-600	208/240/480 60H	$1,097.63	$1,249.34
12-3-750R	208/240/480 60H	$1,097.63	$1,249.34
12-3-865	208/240/480 60H	$1,200.23	$1,347.66
12-3-965	208/240/480 60H	$1,269.40	$1,412.71
12-3-1050	208/240/480 60H	$1,338.57	$1,483.05
12-3-1200	208/240/480 60H	$1,373.16	$1,516.00
12-3-1450	208/240/480 60H	$1,488.44	$1,611.28
18-3-260	208/240/480 60H	$1,153.43	$1,266.63
18-3-475	208/240/480 60H	$1,083.79	$1,237.16
18-3-600	208/240/480 60H	$1,163.34	$1,316.71
18-3-750R	208/240/480 60H	$1,163.34	$1,316.71
18-3-865	208/240/480 60H	$1,271.71	$1,420.41
18-3-905	208/240/480 60H	$1,361.63	$1,506.03
18-3-1050	208/240/480 60H	$1,384.68	$1,526.93
18-3-1200	208/240/480 60H	$1,488.44	$1,635.59
18-3-1450	208/240/480 60H	$1,707.48	$1,840.52
24-3-475	208/240/480 60H	$1,151.81	$1,301.75
24-3-600	208/240/480 60H	$1,248.65	$1,398.99
24-3-750	208/240/480 60H	$1,248.65	$1,398.99
24-3-865	208/240/480 60H	$1,442.33	$1,600.11
24-3-905	208/240/480 60H	$1,586.43	$1,746.51
24-3-1050	208/240/480 60H	$1,684.42	$1,846.25
24-3-1200	208/240/480 60H	$1,857.35	$2,023.29
24-3-1450	208/240/480 60H	$2,070.62	$2,217.06
36-3-260	208/240/480 60H	$1,161.03	$1,317.74
36-3-475	208/240/480 60H	$1,303.99	$1,458.84
36-3-600	208/240/480 60H	$1,355.84	$1,544.73
36-3-750	208/240/480 60H	$1,355.84	$1,544.73
36-3-865	208/240/480 60H	$1,695.95	$1,855.65
36-3-965	208/240/480 60H	$1,799.71	$1,957.66

1/ All prices are in Canadian Funds
2/Value drive included in pricing 1%
3/ For models not yet designed a flat fee of $500 USD is applied to the first order
4/ Price includes a savings $22.00 CAD

6/7/99

02/25/99 Rev 2

EXHIBIT B

(Canadian Pricing, SCAD)
Saft Base Contract Pricing For CNB's
3 Phase 100%, SCR100 Charger Line

(3 Phase SCR Charger Pricing FY2001)

PART NO.	VOLTAGE	Standard PRICE	Interact PRICE
6-3-475	208/240/480 60H	$932.41	$1,072.98
6-3-600	208/240/480 60H	$972.15	$1,113.12
6-3-750R	208/240/480 60H	$972.15	$1,113.12
6-3-865	208/240/480 60H	$1,074.35	$1,214.62
6-3-1050	208/240/480 60H	$1,133.40	$1,267.08
6-3-1200	208/240/480 60H	$1,160.65	$1,294.20
6-3-1450	208/240/480 60H	$1,307.14	$1,428.10
9-3-1050	208/240/480 60H	$1,187.90	$1,323.35
9-3-1200	208/240/480 60H	$1,227.65	$1,365.87
9-3-1450	208/240/480 60H	$1,477.47	$1,605.01
12-3-475	208/240/480 60H	$1,032.33	$1,182.90
12-3-600	208/240/480 60H	$1,081.16	$1,230.60
12-3-750R	208/240/480 60H	$1,081.16	$1,230.60
12-3-865	208/240/480 60H	$1,182.23	$1,327.45
12-3-965	208/240/480 60H	$1,250.36	$1,391.52
12-3-1050	208/240/480 60H	$1,318.49	$1,460.80
12-3-1200	208/240/480 60H	$1,352.56	$1,495.23
12-3-1450	208/240/480 60H	$1,466.11	$1,587.11
18-3-260	208/240/480 60H	$1,136.12	$1,247.63
18-3-475	208/240/480 60H	$1,067.54	$1,218.60
18-3-600	208/240/480 60H	$1,145.89	$1,296.96
18-3-750R	208/240/480 60H	$1,145.89	$1,296.96
18-3-865	208/240/480 60H	$1,252.63	$1,399.11
18-3-965	208/240/480 60H	$1,341.20	$1,483.44
18-3-1050	208/240/480 60H	$1,363.91	$1,504.02
18-3-1200	208/240/480 60H	$1,466.11	$1,611.06
18-3-1450	208/240/480 60H	$1,681.87	$1,812.91
24-3-475	208/240/480 60H	$1,134.53	$1,282.22
24-3-600	208/240/480 60H	$1,229.92	$1,378.00
24-3-750	208/240/480 60H	$1,229.92	$1,378.00
24-3-865	208/240/480 60H	$1,420.69	$1,576.11
24-3-965	208/240/480 60H	$1,562.64	$1,720.31
24-3-1050	208/240/480 60H	$1,659.16	$1,818.56
24-3-1200	208/240/480 60H	$1,829.49	$1,992.94
24-3-1450	208/240/480 60H	$2,039.57	$2,183.81
36-3-260	208/240/480 60H	$1,143.62	$1,297.97
36-3-475	208/240/480 60H	$1,284.43	$1,436.95
36-3-600	208/240/480 60H	$1,365.05	$1,521.56
36-3-750	208/240/480 60H	$1,365.05	$1,521.56
36-3-865	208/240/480 60H	$1,670.51	$1,827.82
36-3-965	208/240/480 60H	$1,772.71	$1,928.29

1. All prices are in Canadian Funds
2. Value drive included in pricing 1.5%
3. For models not yet designed a flat fee of $500 USD is applied to the first order
4. Price includes savings $22.00 CAD

KP 6/7/99

EXHIBIT B
SCR100 and CHP100
(U.S. Pricing)

KB 6/7/99

6/8/99 Rev 0

(US PRICING, $USD)

Saft Nife Corp. Contract Pricing For GNB's
1 Phase 100%, CHP100 Charger Line

GNB Single Phase CHP Charger Pricing FY1999-2001

PART NO.	VOLTAGE	Interim PRICE
6-1-260	120/208/240 208/240/480 600	$709.06
6-1-475	120/208/240 208/240/480 600	$777.93
6-1-600	120/208/240 208/240/480 600	$871.97
6-1-865	120/208/240 208/240/480 600	$985.01
6-1-965	120/208/240 208/240/480 600	$1,023.19
9-1-475	120/208/240 208/240/480 600	$863.07
9-1-600	120/208/240 208/240/480 600	$980.18
9-1-865	120/208/240 208/240/480 600	$1,064.26
9-1-965	120/208/240 208/240/480 600	$1,135.68
12-1-260	120/208/240 208/240/480 600	$730.75
12-1-475	120/208/240 208/240/480 600	$863.34
12-1-600	120/208/240 208/240/480 600	$939.93
12-1-865	120/208/240 208/240/480 600	$1,093.63
12-1-965	120/208/240 208/240/480 600	$1,171.21
18-1-260	120/208/240 208/240/480 600	$800.21
18-1-475	120/208/240 208/240/480 600	$967.42
18-1-600	120/208/240 208/240/480 600	$1,037.10
18-1-865	120/208/240 208/240/480 600	$1,360.54
24-1-260	120/208/240 208/240/480 600	$1,093.17
24-1-475	120/208/240 208/240/480 600	$1,200.66
24-1-600	120/208/240 208/240/480 600	$1,322.79

KP 6/7/99

6/8/99 Rev 0

(Canadian Pricing, $CAD)
Saft Nife Corp. Contract Pricing For GNB's
1 Phase 100%, CHP100 Charger Line

(1 Phase CHP Charger Pricing FY1999-2001)

PART NO.	VOLTAGE	Interest PRICE
6-1-260	120/208/240 208/240/480 600	$903.93
6-1-475	120/208/240 208/240/480 600	$997.37
6-1-600	120/208/240 208/240/480 600	$1,118.14
6-1-865	120/208/240 208/240/480 600	$1,263.28
6-1-965	120/208/240 208/240/480 600	$1,312.30
9-1-475	120/208/240 208/240/480 600	$1,106.70
9-1-600	120/208/240 208/240/480 600	$1,257.09
9-1-865	120/208/240 208/240/480 600	$1,365.05
9-1-965	120/208/240 208/240/480 600	$1,456.76
12-1-260	120/208/240 208/240/480 600	$936.80
12-1-475	120/208/240 208/240/480 600	$1,107.05
12-1-600	120/208/240 208/240/480 600	$1,205.40
12-1-865	120/208/240 208/240/480 600	$1,402.76
12-1-965	120/208/240 208/240/480 600	$1,502.38
18-1-260	120/208/240 208/240/480 600	$1,025.99
18-1-475	120/208/240 208/240/480 600	$1,240.69
18-1-600	120/208/240 208/240/480 600	$1,330.17
18-1-865	120/208/240 208/240/480 600	$1,612.57
24-1-260	120/208/240 208/240/480 600	$1,238.90
24-1-475	120/208/240 208/240/480 600	$1,540.20
24-1-600	120/208/240 208/240/480 600	$1,697.04

KR 6/7/99

02/04/99 Rev 3

EXHIBIT B

(US PRICING, $USD)

Saft Base Contract Pricing For GNB's
1 Phase 100%, SCR100 Charger Line

(1 Phase SCR Charger Pricing FY1999 To FY2001)

PART NO.	VOLTAGE	Standard PRICE	Standard Price
6-1-260	120/208/240 208/240/480 600	$552.46	$607.71
6-1-475	120/208/240 208/240/480 600	$489.00	$537.90
6-1-600	120/208/240 208/240/480 600	$555.00	$610.50
6-1-863	120/208/240 208/240/480 600	$816.05	$899.86
6-1-965	120/208/240 208/240/480 600	$853.22	$938.54
9-1-475	120/208/240 208/240/480 600	$691.93	$761.12
9-1-600	120/208/240 208/240/480 600	$807.14	$887.85
9-1-865	120/208/240 208/240/480 600	$892.03	$981.23
9-1-965	120/208/240 208/240/480 600	$964.80	$1,061.27
12-1-260	120/208/240 208/240/480 600	$429.00	$471.90
12-1-475	120/208/240 208/240/480 600	$588.00	$646.80
12-1-600	120/208/240 208/240/480 600	$661.00	$727.10
12-1-750	120/208/240 208/240/480 600	$798.00	$877.80
12-1-865	120/208/240 208/240/480 600	$798.00	$877.80
12-1-965	120/208/240 208/240/480 600	$1,007.24	$1,107.97
18-1-260	120/208/240 208/240/480 600	~~$905.86~~ 879.86	$996.44
18-1-475	120/208/240 208/240/480 600	$795.01	$874.51
18-1-600	120/208/240 208/240/480 600	$738.00	$811.80
18-1-750	120/208/240 208/240/480 600	$834.00	$917.40
18-1-865	120/208/240 208/240/480 600	$834.00	$917.40
24-1-260	120/208/240 208/240/480 600	$905.86	$996.44
24-1-475	120/208/240 208/240/480 600	$1,013.31	$1,114.64
24-1-600	120/208/240 208/240/480 600	$1,134.58	$1,248.04

1/ Cabinet Savings Included in pricing
2/ For models not yet designed a flat fee of $500 USD is applied to the first order
3/ Australia, 3 Phase, Chargers have Input fuse assemblies designed for 415Vac only, resulting in reduced oasis for some mode
4/ Australia, 1 phase chargers are set for 240 Vac, 50Hz only
5/ 50 Hz SCR100 prices are calculated by adding 10% to SCRFLX 60Hz pricing
6/ CHARGERS WILL HAVE CSA ONLY

6/8/99

6/7/99