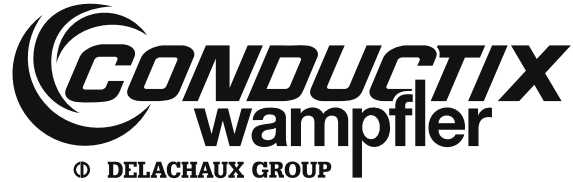


# Terms of Delivery and Payment for shipments ex Weil am Rhein



Effective from 2009-11-01

With this issue all former issues will no longer be valid!

**Terms of Delivery:** **FHG (Ex Works - Prepaid and Added) / Handling Costs for Packing and Freight**  
Prices are without value added tax (T & M basis = on a time and material basis)

**Shipments within Germany:**

|                |        |        |         |         |            |
|----------------|--------|--------|---------|---------|------------|
| Weight [kg]    | bis 25 | bis 50 | bis 200 | bis 500 | > 500      |
| Lump-sum [EUR] | 20,-   | 30,-   | 40,-    | 60,-    | T& M basis |

**Shipments to Austria:**

|                |        |        |         |         |            |
|----------------|--------|--------|---------|---------|------------|
| Weight [kg]    | bis 25 | bis 50 | bis 200 | bis 500 | > 500      |
| Lump-sum [EUR] | 30,-   | 55,-   | 95,-    | 170,-   | T& M basis |

**Shipments to Sweden:**

|                |        |         |         |         |         |         |            |
|----------------|--------|---------|---------|---------|---------|---------|------------|
| Weight [kg]    | bis 25 | bis 100 | bis 200 | bis 300 | bis 400 | bis 500 | > 500      |
| Lump-sum [EUR] | 23,25  | 65,-    | 105,-   | 145,-   | 190,-   | 230,-   | T& M basis |

**Shipments to Spain:**

|                |        |        |         |         |         |         |         |            |
|----------------|--------|--------|---------|---------|---------|---------|---------|------------|
| Weight [kg]    | bis 25 | bis 50 | bis 100 | bis 200 | bis 300 | bis 400 | bis 500 | > 500      |
| Lump-sum [EUR] | 40,-   | 83,-   | 114,-   | 165,-   | 242,-   | 305,-   | 366,-   | T& M basis |

**EX WORKS / Handling Costs for Packing**

|                |        |        |         |         |            |
|----------------|--------|--------|---------|---------|------------|
| Weight [kg]    | bis 25 | bis 50 | bis 200 | bis 500 | > 500      |
| Lump-sum [EUR] | 10,-   | 20,-   | 30,-    | 40,-    | T& M basis |

For goods that are longer than 2 m the prices of the next higher weight category will be charged. Special packing (due to the geometry of the goods, e.g. cable reels, conductor rails etc) and packing for bulky shipments (e.g. heavy duty cable trolleys, motor cable reels etc.) respectively packing that must comply with certain demands (e.g. seafreight) will be charged at cost price.

**Small Quantities:** For an order net value of less than EUR 100,- we charge a surcharge of EUR 10,- for small-volume purchases.

**Surcharge for cutting to length:** For cutting to length we charge a surcharge that is calculated as follows (EUR/piece):

|                 |      |
|-----------------|------|
| Cables (< 50 m) | 12,- |
| Profile tube    | 14,- |
| C-rail          | 2,-  |

**Express Shipment:** Generally ex works

**Conditions of Payment:** 30 days net.  
Any costs incurred for legalising documents and bank charges outside the Federal Republic of Germany shall be charged to the purchaser.  
In case of payment by letter of credit or bank collection the prices are net without any discount.

**Price Correction:** In case of a strong price increase for raw material, which will considerably increase our primary material, we reserve the right to apply a general price increase without sending new price lists beforehand.

**Copper Base:** The prices are based on a copper rate of EUR 150 / 100 kg. The prices will be adjusted to the DEL rate applicable on the day of the order confirmation, plus 1% handling charge.

**Terms and Conditions:** As a supplement to the above mentioned our General Terms and Conditions will be valid according to their respective version.