ELEKTROSKANDIA'S TERMS OF DELIVERY AND PAYMENT 06/17/2016

Replaces terms with earlier dates.

TERMS OF DELIVERY

Freight

Within Sweden

CIP (customer's destination address) Incoterms 2010.

The buyer will be charged for freight and any crane truck costs. As regards non-stocked goods, the buyer is always charged for freight and any crane truck costs.

For export

FCA (Elektroskandia Örebro, Sweden) Incoterms 2010.

Express orders

Upon express orders, the buyer is charged for freight costs for express dispatch or express goods.

Upon express dispatch regular mode of transport is used, but the order is given priority and the buyer is charged for freight and order supplements.

Upon express orders, the fastest possible mode of transport is used, the order is processed immediately and the buyer is charged for freight, monitoring costs and double order supplements.

Packaging

Pallets and rims, and drums including staving are charged at applicable daily price, see further in the terms.

Price rounding

Invoice price for material is calculated per order line with discount per type at unit =1 and is thereafter rounded up or down to be multiplied with the present number of units.

Small order fee

For each order for a value below SEK 500 net exclusive of VAT, a SEK 150 fee will be charged.

This fee will not be charged on orders collected at any of our stores.

Payment terms

30 days from the date of invoice. Prices apply net exclusive of VAT. A penalty interest will be charged after the due date by 2% per month, plus the fees regulated in law.

Complaints against invoices shall be made in writing no later than twelve days from the date of invoice to faktura@elektroskandia.se or to Elektroskandia Sverige AB, Faktura, 191 83 Sollentuna, Sweden. Please state the invoice number and the reason for complaint.

Currency and raw material clause

The prices are based on currency rates and raw material prices as of today. Upon changes to the current exchange rates and raw material prices, we reserve the right to make corresponding changes to the price. The prices set forth for engines in chapter 35 are exclusive of copper supplements.

Electrical appliance returns

Articles which are covered by product liability for spent electrical and electronic products are marked with a \$-symbol in our price list. We are affiliated with El-kretsen. (See: www.el-kretsen.se)

Hazardous materials

Articles which are classified as hazardous material is marked with a #-symbol in our price list.

Invoice fee

A SEK 39 fee is charged for paper invoices. In order to avoid this fee, invoices can be sent as PDF files via email.

Distribution fee

A 3.0% distribution fee is charged on white goods excluding accessories and spare parts.

A SEK 600 fee is charged for delivery directly to consumers.

Returns

Processing and return deduction are made in accordance with each delivery provision. Upon returns, the buyer shall provide information regarding number and dates on the seller's invoice or shipping note. In order for returns, not caused by us, to be approved the following apply:

- agreement with our seller who shall state a return number
- the return delivery parcel(s) shall be marked with this return number in such a way that it does not damage the goods or original packaging
- the good shall be unused, in as new condition and be packaged in the undamaged original packaging
- the good shall be packaged in such a way that transport damage is prevented

A SEK 195 return fee per return is charged, and to that a return deduction, if any, is added in accordance with the Terms of Delivery.

Returns with an order value below SEK 500 are not accepted. Cable ordered in custom length cannot be returned.

Returns of non-stocked goods are made after agreement with the seller and subject to a return deduction which is based on the actual return costs.

Deviations from technical data

We make reservations for deviations regarding measurements or appearance from the brochure specifications. Should there be any deviations, they will be insignificant and generally be due to the rapid technical advances in the industry.

Elektroskandia's terms of delivery has priority over the terms of delivery set forth below.

TERMS OF DELIVERY

Electrical material:

SEG general delivery terms for electrical material (ALEM 09).

Cable:

NL09 and KL10.

Electrical home appliances:

Sales to retailers: ALH 2005

Sales to companies the construction and real estate industry: EHL Bygg 2007

Consumer electronics:

Sales to retailers: CEAL 2005

Tools, equipment, clothes and safety gear: NL09

IT products, software and related services:

Avtal 90

Export:

Orgalime S 2000

For non-stock items, the supplier's/manufacturer's terms of delivery applies.

In the event of procurements where the supplier does not have an agreement with Elektroskandia, other delivery terms may apply under which Elektroskandia's liability for faults is limited to 5% of the agreed price for the goods.

A = other terms of delivery

```
J = ALEM 09
```

N = the article does not have an extended liability period in accordance with ALEM 09, section 38, second paragraph.

Explanation of signs

All prices in the price list refer to price per unit. Blank column in standard packaging refers to quantity 1. Article, Article numbers which are not found in the price list are no longer in stock.

Type codes

The last figure (7th figure) in the order number for cables in lists 00–05, 48–49 refers to the delivery length.*

mm = millimetre	kg = kilogram				
cm = centimetre	fp = packaging	Last figure	Length/pack.	Last figure	Length/pack.
dm = decimetre	I = litre	0	Cut length from drum	5	500m drum
m = metre	ld =length	1	50m ring	6	1000m drum
$m^2 = square metre$	pr = couple	2	100m ring	7	(reserve)
hg = hectogram	st = piece	3	Bobbin	8	Coil
		4	250m drum	9	(reserve)

*With the exception of HO7WH2-F, NO7BBH2-F, EKU, FKUB, EKUB, UKUB-B, RKUB.

Prices for debiting and repurchase of cable drums

. ..

Elektroskandia provides repurchases of cable drums from any manufacturer in accordance with the terms below.

Reservation of retrieval is done via Elektroskandia's website: www.elektroskandia.se/ReturEmballage.

Questions about the service and bookings are answered by Elektroskandia's Support on telephone +46 (0) 771-39 10 00

Article	Article debiting price SEK/ piece	Return price (SEK) 100%	Return price (SEK) 80%	Return price (SEK) 60%
K5	121	_	-	-
K6	144	77	-	46
K7	186	99	-	59
K8	238	136	-	82
K9	309	176	_	106
K10	451	258	-	155
K11	516	295	-	177
K12	869	498	398	299
K14	1042	622	498	374
K16	1594	952	761	572
K18	1956	1168	934	701
K20	2679	1600	1280	960
K22	3476	2076	1661	1246
K24	4056	2489	1991	1493
K26	8979	5583	4466	3350
K28	10428	6486	5189	3892
K30	11733	7300	5840	4380

Rules for classification of used return drums.

Upon receipt, all cable drums are sorted and classified as *faultless*, *repairable* or *to be discarded*. The drum recipient reserves the right to discard cable drums which are deemed impossible to repair or which have other defects.

100% The drum is faultless (only nuts tightening is needed, replacement of name tag)

80% Only one fault, e.g. edging is missing, a crushed piece of heartwood, a bolt is missing. (Not applied to drums up to K11.)

60% Drums up to and including K11 with two faults and larger drums with three faults. E.g. three pieces of edging is missing on the gables, three crushed pieces of heartwood or three bolts are missing.

Drums up to and including K11 are only classified as 100% or 60%, i.e. drums with one fault are classified as 60%.

Rot damaged drums are classified as above without regard as rot. Exceptions are drums which are obviously mistreated and will not meet the strength requirements.

Drums which must be discarded are the following:

- Drums with cracked drum gables/gable edges
- Drums which do not meet Swedish or Norwegian standard

- Drums which are covered in paint, oil or which are smeary
- Drums with sharp and/or hard objects in the drum core

• Drums where the centre hole and hub are damaged/deformed

A destruction fee will be charged for discarded drums.

K6–9 SEK 80

K10-14 SEK 180

K16-20 SEK 450

K22-24 SEK 580

K28-30 SEK 1 080

Save on unnecessary freight costs and discard your drums yourself. Shipping to Örebro is charged to the customer according to the actual shipping cost, which is deducted from the total credit for all returned drums.

We make reservations for changes due to the on-going product development and/or any norm amendments.

Length tolerance cable drums

Chapter 00–05: Standard lengths are delivered with a tolerance of +3% to -2%.

Chapter 48–49: Standard lengths are delivered with a tolerance of +/-5%.

Addresses for returns of empty drums

Cable drums can also be returned to respective cable manufacturer.

Draka Kabel Sverige AB:

Vallgatan 5, Nässjö, www.draka.se

Svensson Wire and Cable Packaging AB:

Hamnvägen 1, Falkenberg, www.svenssongroup.se

Vida Packaging Logistics Falun:

Källviksvägen 18, Falun, www.vida.se

Nexans Sweden:

Kabelvägen 1D, Grimsås, www.nexans.se

Norrköpings Handelsagentur AB:

Alholmsgatan 19A/Slottshagen, Norrköping, www.nhaab.se

PROVISIONS repurchase and return transport of cable drums and bobbins

General

Undamaged cable drums are repurchased in accordance with a special repurchase list from each cable manufacturer upon return to the manufacturer with paid freight.

Credit

When the drums have been checked, the repurchase value is paid directly to the sender.

Notes on the waybill

- The sender issues a waybill as usual. A return reference is stated if desired.
- The number of drums per size is specified on the waybill. E.g. 8 K9, 7 K14.
- The weight is noted on the waybill in accordance with a separate weight and volume list. One of the following principles shall be applied:
- 1. The drums real weight. Applies to entire carriage loads railroad.
- 2. The drums volume weight. As a rule, drums which are sent as cargo are freight calculated based on the volume if they weigh less than the cargo companies' volume weight limits. Currently the agreement set forth above applies in which the volume weight limit is 200 kg/ m³. The word "Volume weight" shall be noted in the weight column.

Addressing of return transports

Cargo goods. On each drum it shall be stated who the sender is (identical to the sender in the freight document).

Carriage loads. Upon returns of entire carriage loads from one sender, no sender details are required on each drum.

Receiving address is not required on return drums.

Freight payment

Freight payment is made on the shipping location.

Car and railroad

As regards cargo goods it shall be stated on the waybill under payment provision "free including haulage".

As regards entire railway carriage only the word "Free" is stated.

Return marking

If our reception control has remarks against the return, e.g. the wrong number or damaged drums, this is regulated through notification and reduction upon payment. The value of damaged drums is reduced by the repair costs.

PRICE LISE Debiting of EURpall and pallet rims

EURpall and pallet rims are debited at applicable daily prices.

Order number	Designation	Net price per piece
E01 996 00	EURpall	SEK 75
E01 996 10	Pallet rim	SEK 60
E01 996 31	Plastic lid	SEK 212

COPPER SUPPLEMENT For engines

Upon a copper price exceeding SEK 1000 per 100 kg, the following percentage supplements are added to the customer net prices:

Copper price per 100kg SEK	Copper price supplement in % on customer net price	Copper price SEK per 100kg	Copper price supplement in % on customer net price
1001-1100	1.5	1501-1600	9.0
1101-1200	3.0	1601-1700	10.5
1201-1300	4.5	1701-1800	12.0
1301-1400	6.0	1801-1900	13.5
1401-1500	7.5	etc.	

The copper price is based on the "crash"-price for "wire-bars" on the London metal exchange, which are published in the periodical "Metal Bulletin".

Current material group list can be found at www.elektroskandia.se.

See our website for the latest update.