

# Splice Program

## Pricing & Shipping Guidelines

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Effective June 1<sup>st</sup>, 2006

### **Pricing:**

Splice Materials and Kits will be sold at list price (a copy can be found on the splice CD). A discount from the noted list price may be earned if the buyer hits the price break levels as outlined below.

### **Customers will fall into five levels of discounts:**

1.	List	No Discount (Bulk, Kits & Schools)	0 to \$24,999 yr (US\$)
2.	Preferred	10% off List (Bulk, Kits & Schools)	\$25,000 to \$49,999 yr (US\$)
3.	Silver	15% off List (Bulk, Kits & Schools)	\$50,000 to \$74,999 yr (US\$)
4.	Gold	20% off List (Bulk, Kits & Schools)	\$75,000 to \$99,999 yr (US\$)
5.	Elite	25% off List (Bulk, Kits & Schools)	\$100,000+ yr (US\$)

- Note that all splice material discounts are based on US\$ sales.
- OEM's can buy splice kits at the Silver discount level with belt.
- Yearly sales numbers for splice program discounts will be based ONLY on splice materials, kits & schools (on-site & in-house).
- The list of customers that fall into the above discount levels can only come from the Splice Manager. The Splice Manager will review customer sales and update this list every six months (no back credits will be given to customers that hit the "clip" level before the next review date).
- All tie gum, cover stock, and fabrics will ONLY be available in the noted price list increments.
- These products, part numbers, and prices will go into effect June 1, 2006 and will remain in force until noted otherwise.

***General Shipping:***

Splice Material & Kits orders will be shipped from our Toledo, OH plant. A shipping lead time should be allowed to the end point of shipment also allow for the order preparation time based on the grouping matrix and order preparation chart.

We will ship splice materials & kits into Canada from Toledo, OH by truck (common carrier - freight collect) and prepaid & add to Canada (PPD & ADD).

We will ship within the continental US by truck but if the customer wants to pay a special shipping charge of \$100.00 per each \$1,000 of order total we can package the order for air shipment. Fenner Dunlop cannot be held accountable for air shipments returned to the Toledo plant.

For order in Hawaii and Alaska the customer will be charged for all shipping and order packaging costs.

Fenner Dunlop Toledo will process, bill and ship the order directly to the customer/distributor with any freight, duty, etc. charges to be billed directly to the customer/distributor. There will be a \$100.00 minimum order amount.

***Expedited & After Hours Shipping:***

If faster order preparation times are needed please ask when placing the order.

For orders requiring Same Day shipping we can offer an expedited service for a special fee (fee is not discounted) of \$100 per \$1,000 of order (i.e. - a \$700 splice kit would require a \$100 fee). Limited to compound availability.

For after hours service we can open the plant and call in people to fill a order and ship by special "hot shot" driver service. This is a fee of \$1,000 and is based on availability of plant people (also please note there is no discounts of any type allowed for this service - i.e. materials and services are sold at full list price no discounts apply)

Also please allow extra time for large orders (i.e. - orders over \$15,000 or colored materials or MTO items) and orders with special packaging and paperwork needs.

**Special Shipping Issues:**

***SHIPMENTS TO THE US, CANADA AND MEXICO:***

- 1) If Fenner Dunlop receives an order for a belt and a splice kit (and the splice kit is of the same type as the belt on the order), we are to get a firm ship date on the belt first, then use that same date for the splice kit. The splice kit portion of the order is to be transferred to Toledo for entry into their system. The splice kit order is to be noted with Freight Allowed if the kit would have gone freight allowed with the belt had they had been shipped together. Toledo will process, bill and ship the order directly to the customer/distributor to arrive by the date or within a week before the date on the order. (This way the customer will be receiving the kit at approximately the same time as the belt, no later).
- 2) If Fenner Dunlop receives an order for a belt and a splice kit (and the splice kit is **not** of the same type as the belt on the order) the splice kit portion of the order is to be transferred to Toledo for entry into their system. Toledo will process, bill and ship the order directly to the customer/distributor with the standard lead times for splice kits. The customer/distributor will be responsible for freight and duty charges on these orders.

***INTERNATIONAL SHIPMENTS OTHER THAN CANADA AND MEXICO:***

- 1) If an order for only a splice kit is placed, it is to be handled as a general order.
- 2) If an order for a belt and a splice kit (regardless if splice kit “fits” with belt or not), the order is to be entered for the belt and splice kit on the same order for the FDA plant. The FDA customer service personnel are then responsible for ordering the splice kit from Toledo as an inter-company order/transaction to be shipped to their FDA plant, timed so that the kit will arrive at the appropriate FDA plant in order to be shipped with the belt.

NOTE: It is assumed that all shipments from Toledo are based on our using standard carriers. If the customer/distributor requests special routing (i.e. air freight, etc.) then they will be expected to pay all freight charges and any special packaging costs.

If special wooden boxes or pallets are required that cost will be added to the customers order.

On some types of orders for ocean freight were special packing and paperwork is needed an outside company may be called in and that cost will be added the order.