



## North America Reinforcement Materials Commercial Policies

### Cabot Corporation

1. ORDER LEAD TIME & ORDER CHANGES: Standard lead time is 14 calendar days from order to shipment date. Expedited service may be available for \$75/order for orders placed between 7 and 14 calendar days prior to shipment date. Rush service may be available for \$500/order for orders placed between 1 and 6 calendar days from shipment date. Above lead time policy shall be applied to order changes.
2. CANCELLATIONS: Cancellations must be made 10 calendar days in advance of the shipment date. Cancellations made less than 10 calendar days before shipment shall incur a 7% fee of order value.
3. MINIMUM ORDER QUANTITIES: Orders must be made in quantities of at least 1 pallet.
4. INVOICING; PAYMENT TERMS: Invoices will be issued to the Customer upon each shipment of Products. Payment terms shall be net 30 days. Payments not received by the due date will accrue interest at the rate of 2% per month. Cabot may withhold shipment for customers with past due balances.
5. INCO-TERM: Unless otherwise stated, all shipments are Ex Works, Cabot facility. Other available terms for US and Canada shipments are FCA, CPT and CIP.
6. RAILCAR SHIPMENT: Customer will have 20 calendar days to unload a Railcar and return it to Cabot's control. This time period will start once a railcar is constructively placed or actively placed at a customer's facility, whichever occurs first. After 20 calendar days the customer will be charged a demurrage fee of \$75 per calendar day until the car is returned. Cabot reserves the right to postpone future shipments until railcars placed greater than 20 calendar days are released empty to the railroad.
7. TRUCK SHIPMENTS: Shipments made in Bulk Truck require a truck to be at the Cabot facility within the plants scheduled loading window. Trucks that fail to arrive within that window will be assessed a "No Show" Fee of \$500 per incident. Loaded trucks held for greater than 24 hours will be assessed a \$250 fee per calendar day.

8. STANDARD PACKAGING, TRANSPORTATION AND WAREHOUSE PREMIUMS:

Standard Premiums are as follows:

1) Small Bag Premium	\$0.0550 per pound <sup>1</sup>
2) FOB Warehouse	\$0.1050 per pound
3) IBC Premiums	
60 cu. ft. and below	\$0.0550 per pound
Above 60 cu. ft.	\$0.0450 per pound
4) Plastic Pallet Premium	\$0.020 per pound
5) Hopper Car Premium	\$0.020 per pound
6) Independent Carrier Hopper Truck	\$0.010 per pound
7) Hopper Car Demurrage Charge	\$75.00 per day for cars held more than 20 calendar days
8) Restocking Fee	15% of product value <sup>2</sup>

<sup>1</sup>There will be an additional charge of \$0.030 per pound for non-standard size bags. The standard size bag will be determined by manufacturing location.

<sup>2</sup>Restocking is at Cabot's discretion, material must be in re-sellable condition