



Tenigal Commercial Service Offer

Date 1/1/2017

I. Lead time (GI/GA and Cold roll products)

- **Forecasted Orders:**
 1. Forecast has to include 6-month vision
 2. First 3 months of the forecast are fixed
- **Orders without forecast:**
 3. Without stock to apply, to be delivered in 5 months*
*Example January PO >>> June, for developed materials only, new developments depend on mill feasibility/schedule
 4. With confirmed stock to apply, to be delivered in 2 months*
*To confirm availability
- Cold roll product requires additional 1 week (due to annealing cycle)
- Slitting or Blanking service requires additional 2 weeks

		GI/GA Coils	Cold roll Coils	Slit/blank
Orders without purchase forecast	With confirmed stock	2.0 months	+1 week	+2 week
	Without stock	5.0 months	+1 week	+2 week

II. Order acceptance

- Order placement (without forecast):
 1. Before 15th of the present month to be delivered in standard leadtime
 2. After 15th of the present month to be delivered in standard leadtime +1 month
- Minimum quantity: 20 MT/item*
*For developments the volume might increase up to 300MT/item

III. Delivery allowance

- Orders are delivered with volume tolerance as defined in the following table

Product	Tolerance range per PO volume															
	<=25 MT		26-50 MT		51-75 MT		76-100 MT		101-250 MT		251-500 MT		501-1,000 MT		>1,000 MT	
	Tol(-)	Tol(+)	Tol(-)	Tol(+)	Tol(-)	Tol(+)	Tol(-)	Tol(+)	Tol(-)	Tol(+)	Tol(-)	Tol(+)	Tol(-)	Tol(+)	Tol(-)	Tol(+)
GA/GI	25%	100%	15%	55%	15%	40%	15%	30%	15%	20%	5%	10%	3%	6%	2%	5%

IV. Coil unit weight

- Maximum coil unit weight: ≤ 27 MT
- Minimum coil unit weight: 40% of the Maximum coil unit weight, with following conditions:

Min ≥ 5 MT	10% allowance to deliver smaller coils than minimum with notification
5 MT $>$ Min $>$ 3.0 MT	2% allowance to deliver smaller coils than minimum with notification
Min = 3.0 MT	Delivery per minimum unit weight

