



Reel Policy

Updated 12-1-2010

Reel Delivery

Draka reels may be delivered by flatbed trailer or LTL box truck.

The lowest cost freight option for the customer is to purchase in quantities representative of a fully loaded flatbed trailer. Depending on the size of the reel, 12 to 22 reels can fit onto a single flatbed trailer. Reels placed on flatbed trailers are not placed on pallets. A forklift and driver must be provided by the customer to properly unload reels from a flatbed trailer. This unloading service is not provided by Draka.

If the customer orders in smaller reel quantities (example 2-10 reels), Draka will place the reels on pallets and ship via LTL box truck. Upon request of the customer, Draka can request the freight carrier to deliver the reels on trucks with lift gate service. The customer is responsible for the cost of the lift gate service, which typically costs approximately \$100 per delivery.

Freight carriers are capable of delivering fiber cable to urban or remote locations as specified by the customer. The freight company will expect the customer to be prepared to unload the reels at time of arrival to the job site.

Reel Return

Draka normally ships fiber cable on non-returnable wooden reels.

Draka offers returnable reel options, both steel reels and polyfiber reels, as listed below.

Reel return – steel reels or polyfiber reels

Upon request, Draka will provide fiber cables on returnable steel reels in accordance with the following policy. Unreturned or damaged reels will be invoiced at the replacement value listed in Table A.

- 1. Steel reels or PolyFiber reels:** Draka supports the shipment of fiber cables on returnable steel or polyfiber reels at no additional charge. Steel / polyfiber reels will be marked in a durable manner using a number system that uniquely identifies reels owned by Draka.
- 2. Usage Period:** Draka customers may retain use of steel / polyfiber reels for a period of six (6) months from the date of shipment.
- 3. Replacement Fee:** If at the end of this period the customer has not returned the reels back to Draka's factory, Draka shall notify the customer that reels need to be returned within 30 days. If reels have not been returned to Draka by the return deadline, the customer will be billed for the replacement value of each reel not returned. Table A / B summarizes the cost to be billed for reels not returned.
- 4. Transportation:** When using steel reels, the customer agrees to pay and arrange for the transportation costs associated with the return of reels. We encourage the customer to group 10-20 reels together into a single return shipment on a flatbed trailer.

NOTICE

CONFIDENTIAL - Not for use or disclosure outside Draka except by written agreement.



5. Reel Condition: Reels must be returned in usable condition. "Usable" shall be defined as structurally sound, with all flanges and ridges in place, no bends or major deformation. Draka shall only be required to clean, refinish, or paint the reel to return it to service. If a reel is returned damaged, Draka will photograph the damage and notify our customer, in writing, of the claim. For claims where the Customer is at fault, the customer shall reimburse Draka the then-current replacement value of the reel as outlined in Table A / B.

Table A: Replacement Value for Steel Reels			
Reel Size	TCIF Code	Reel Size (inches)	Replacement Value
413	EEG	48"	\$630
414	EHG	50"	\$672
415	GHG	56"	\$722
416	IHI	67"	\$882
417	KHK	78"	\$1,133
419	KJK	78"	\$1,148
420	LMK	83"	\$1,488
487	OOK	96"	\$2,126

Table B: Replacement Value for Polyfiber reels	
Reel Size	Replacement Value
30 inch	\$50
35 inch	\$65
42 inch	\$75

6. Default reels: Should Draka not have steel / polyfiber reels in stock at time of order, Draka will default to use of wood reels.

Returnable Wood Reels

Draka works with Sunoco to offer a wood reel recycle program. Wood reels, in good condition, may be recycled in select regions of the USA. Contact Pam Ward at Sunoco (800-633-3962, extension 5040) for details.