



RAPID CYCLE TIME[®] - Basic Explanation

Rapid Cycle Time is the premier service program Hendrix-Kerite Power Cable provides to our key customers. The RCT program offers extremely short, **consistent** leadtimes. Plant loading will not impact these lead-times. The outline below defines the benefits and basics of the program.

Program Benefits:

- Forecasts are not required
- No cap on quantity or order frequency for RCT items
- 24/7 Real time entry of orders with immediate email confirmation of order
- Enables the customer to react to dramatic increase/decrease in demand
- Price firm at time of order i.e., metals are escalated/de-escalated at time of order, not shipment

Program Basics:

- Guaranteed leadtime is from time of order entry, to time of shipment. This cycle time will not change over the contract period.
- Orders can be entered via EDI or on the Marmon Utility LLC secured web site (customers preference). Web orders can be placed at any time. The web-ordering process is simple, but critical to providing the short leadtime. *A partner page on the website can be set-up within one week.*
- Orders should be in cost-efficient shipping quantities i.e., truckload. Releases should be in increments of this amount. However, mixed item loads are also acceptable. Multiple drop-offs can also be accommodated.
- A Price Adjustment Worksheet will be forwarded on the first business day that shows the metals impact to the established base price. The unit pricing on the customer's partner web page will be updated at the same time. **Order unit price and invoice unit price will always be the same.**
- This Adjusted price will remain firm for all orders entered during the month.