

Schedule of Pricing and Terms - Birch Poles

Agreement ID:

Period: July 1, 2022 – December 31, 2022

Delivery Site: Penobsquis or Berwick

Contract Pricing beyond Dec 31 2021 renews under these terms until a new Schedule of Pricing and Terms is issued.

Price:

New markets are being opened which will require sustained wood supply on a year-round basis but this added volume requires our average cost per pole to be more competitive.

We can improve our terms this year on a year round basis and through averaging an early price with the later price to yield a year round program without dated payment required anymore.

Price / Wood Supply Timing / Volume Targets

July 1 to December 31, 2022

13' \$2.65 10.5' \$2.10 8.5' \$1.55

***Note: Suppliers >25,000 poles/yr who meet targets: \$0.15 bonus/13' pole equivalent*

Payment Terms:

Payment Schedule:

- Deliveries to each month-end. Paid by 25th of month following
- Bonus, if applicable, is calculated on total volume to January 1, 2022 to December 31, 2022 and is due January 25, 2023.

***Note: A weekly payment option is available on deliveries after July 31 in return for a 2% discount on the payment.*

Receiving Size Specifications:

Diameter at Butt:

- *Maximum Butt size 2.5"*
- *Minimum Butt size 2.0"*

Diameter at Top:

- *Minimum Top size 1.25"*

***Note: Pole quantity and size will be adjusted on processing receipt based on this size grade range.*