

North America Packaging Manual

(Returnable and Expendable Standards Combined)

Revised September 2024

Revision Notes

In order to eliminate confusion the previous "Returnable Packaging NA Supplier Packaging Standards 19" and "Expendable Packaging NA Supplier Packaging Standards 19" have been combined into this manual. In combining these two manuals much duplicate information was eliminated both within and between the two standards. Along with these changes, language has been updated to add clarity. The below list are some of the major changes although not exhaustive.

Suppliers are encouraged to read through the entire manual to familiarize themselves with its requirements.

Major changes:

- Section 2: Table updates: Added packaging purchase for returnable packaging and reworded "Mass Production Review" to "Confirm Mass Production Condition"
- Section 5: Returnable Container Standards Eliminated information related to returnable packaging design (DENSO responsibility)
- Section 7: Supplier Packaging Cleaning Expectations Clarified that packaging cleaning includes old labels / kanban cards.
- Section 10: Expendable Box Standards Eliminated restriction on RSC boxes at DENSO Thermal plants (DENSO TAC)
- Section 13: Labeling Requirements Updated to reference NAIL guidelines
- Section 14: Packaging Specifications Additional instructions added on when and how packaging specs should be submitted, including the addition of Specright as the preferred method for creating and submitting packaging specs.
- Appendices 2, 3, 4, 5, 6 and 7 have been eliminated from the Returnable Standards.
- Appendices 1 and 2 have been eliminated from the Expendable Standards.
- Appendix 2 has been added outlining the Deviation processes that can be used for suppliers to obtain payment for backup expendable packaging

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Section 1: Goals & Objectives

Goal:

Outline the packaging requirements for production parts shipped to DENSO North American Group Companies and to define the required communication timeline for packaging development and approval.

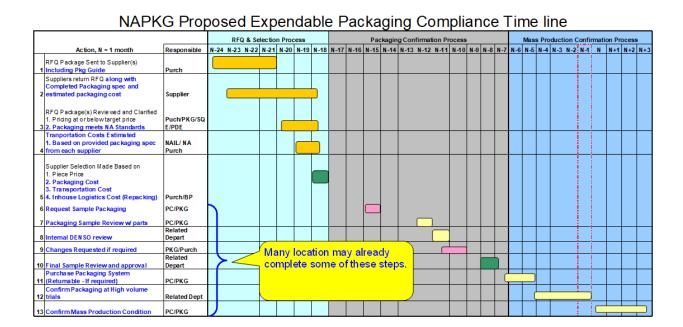
Objective:

- A. Ensure Safety
- B. Guarantee Part Quality
- C. Approved Packaging is available to support mass production
- D. Packaging Standardization
- E. Clearly Identified Returnable Packaging Cleaning Expectations
- F. Identify Expendable Backup Packaging Requirements
- G. Minimize Packaging, Transportation and Logistics Costs
- H. Design for sustainability, minimizing landfill waste

Note:

In addition to standard DENSO supplier packaging guidelines, each DENSO plant location may have its own unique requirements that must be followed. Supplier is responsible to check the appendix for specific DENSO plant requirements.

Section 2: Packaging Development and Quoting Timeline



Section 3: Supplier Responsibilities:

- 1. Submit Preliminary Packaging Specification and Preliminary Packaging Cost Estimates along with Purchasing-required RFQ paperwork.
- 2. Submit new specs for parts that have design changes, lot size changes, or any other packaging changes.
- 3. Establish a packaging communication contact within supplier's company through which DENSO plant staff will work.
- 4. DENSO depends upon the supplier to be the expert for the parts being supplied and to deliver a quality part to our manufacturing location(s).
- 5. Meet the standards contained within the DENSO North American Supplier Packaging Guide unless the specific DENSO plant location requests otherwise or a deviation is authorized by that plant.
- 6. Submit sample packaging and perform testing when necessary at supplier cost. Testing may include part evaluation and providing data after pack testing. Test shipments sent to DENSO are to be labeled to the attention of responsible associate.
- 7. Utilize approved packaging for mass production, including standard 45x48 pallet.
- 8. Utilize pallets and boxes that are strong enough to survive the normal delivery route, include full trailer height stacking of pallets.
- 9. DENSO plant Packaging or Production Control staff will approve the workability of the packaging (size, weight, etc); not part/packaging quality.
- 10. If expendable is used only as a back up to returnable packaging, it must be the same size, hold the same number of parts, and perform the same as the returnable packaging.
- 11. DENSO will not supply returnable packaging for a build ahead or large safety stock carrying at the supplier.
- 12. If returnable packaging arrives prior to shipment the supplier must repack into it for shipping
- 13. Notify DENSO of returnable packaging shortages within 24 hrs prior to shipping in expendable packaging to request approval for backup use.
- 14. DENSO encourages suppliers to look for packaging improvements including pack efficiency, cubing improvements, part orientation in pack, and cost savings. Submit improvements ideas to DENSO. They will be reviewed and feedback given to the supplier.
- 15. Inspect and reject damaged returnable packaging. Contact Production Control personnel for repair if a damaged container or pallet is detected. Remove damaged unit immediately from the system.

- 16. Load production parts into clean undamaged containers ONLY.
- 17. Load packaging into transportation equipment in a manner that maintains part quality.
- 18. Designate a packaging contact to resolve packaging related issues.
- 19. Support packaging cycle counts upon request.
- 20. Provide packaging cost analysis to DENSO purchasing.
- 21. Submit new specification when:
 - Part has design change (ECI)
 - Package changes
 - Lot size changes request in Specright or submit revised SPS form (see specifications section)
 - Upon request from Packaging Engineering
 - When new business is awarded
- 22. Orders must be shipped in mass production packaging once lot size is established, packaging received, and packaging specification approved. NPI shipments continue in expendable until mass lot size orders are required.
- 23. Supplier Owned Returnables: must be approved by DENSO Packaging Department; must meet AIAG standards; must be cleaned and maintained by the supplier; and must monitor / maintain system requirements.
- 24. Part orientation in tote should be simple, consistent, avoiding excessive reach, and not exceeding the tote nesting line.
- 25. Immediately update work instructions to reflect DENSO's approved spec for packaging, lot sizes and effective date. Distribute DENSO packaging specifications internally to respective departments.
- 26. As soon as DENSO conveys packaging requirements all shipments must be repacked into the correct container and lot size to reflect the effective date.
- 27. Upon end of mass production supplier is responsible switch packaging to an expendable only option including submitting a packaging spec and abiding by the expendable box standards found in this manual.

Section 4: General Container Requirements

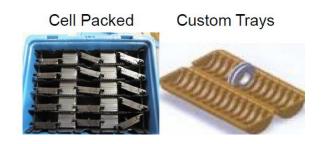
- 1. Maximum container weight allowed = 30 lbs / 13.6 kgs
- 2. Packaging must protect the parts during the normal storage and transit environment.
- 3. Packaging must allow ease of removal of the parts to support production picking.
- 4. Part specific requirements
 - a. Rust prevention if required DENSO should be informed at time of request for quote (RFQ).
 - b. Visible / Class A parts should be noted at RFQ so that special packaging can be agreed upon.
- Individual parts should not be bagged or wrapped unless request by DENSO
- 6. Standard container sizes (if not directed by DENSO):
 - Standard Size Injection molded box that cubes a 48 x 45 pallet backup / expendable packaging should also mirror this.
 - Custom sizes must be approved by DENSO

Standard Container Sizes:	Oversized Containers:
12 x 15 x H*	32 x 15 x H
24 x 15 x H	45 x 16 x 9
24 x 22 x H	45 x 16 x 14
	45 x 16 x 20

^{*}Height of container to be determined by part size for best fit Standard Heights: 4,5,7,9,11,14 inches

- 7. Suppliers must alert DENSO if dunnage is required and work with specific packaging engineers. Recyclability is preferred.
- 8. Part nesting, if applicable, must be done in an orderly method that is maintained during shipping.
- 9. Layering of parts is to be avoided if possible.

Standard Dunnage Styles May Include







Section 5: Returnable Container Standards

- 1. Use only approved packaging (expendable packaging must be approved prior to shipping, see expendable standards section)
- 2. Tote must be labeled in accordance with the receiving plant's specific requirements
- 3. Additional packaging labels may be applied if approved by the receiving plant.

Kanban Card Holder Location:

- Card holders should be placed on adjacent sides when possible.
- Most 4" and 5" tall standard boxes do not have card holder location on adjacent sides, card holders on opposite sides is allowed
- Taping or sticking kanbans/labels onto returnable boxes is not allowed. The supplier will be required to remove them prior to using the tote again. Side-load cardholders are prohibited.
- Returnable packaging is designed for inside use only. Suppliers shall store
 containers in a manner which allows ease of inventories, maintains cleanliness, and
 protects containers from excessive environmental exposure. Supplier assumes cost
 of repair, replacement or cleaning if returnable containers are kept outside.

No taping or sticking labels to boxes



Section 6: Returnable Pallet & Lid Standards

Standard Pallet Requirements:

- 1. Standard Size: 48" x 45"
- 2. Pallets must be 4 way entry
- 3. Pallets should allow moving by pallet jack
- 4. Pallets must have a top lip to stop boxes from sliding off
- 5. Seatbelts for securing loads must be approved by the DENSO Plant
- 6. Flat bottom pallets should be used for heavy weight product for better weight transfer
- 7. Vac-tray style pallets must be designed to support the weight of the product.









Standard Lid Requirements:

- 1. Standard Size: 48" x 45"
- 2. Lids must lock and stop pallet above from sliding
- 3. Use the lid designed to match/interlock with the selected pallet
- 4. Lids should have a lip to stop box below from sliding out from under the lid

Section 7: Supplier Packaging Cleaning Expectations:

Standard Expectations:

- 1. Clean returnable containers. Include removing dirt, water, debris, residue, old labels / kanban cards, worn expendable dunnage, etc.. as required.
- 2. Routine checks should be made and regular cleaning must occur as needed to ensure part quality and cleanliness during the life of the container.
- 3. Repetitive contamination should be reported to DENSO for corrective action

Special Expectations:

Any special cleaning requirements will be communicated to during the RFQ process. May Include:

- 1. Air blow off to remove foreign matter from dunnage for trim (Class A Surface) parts prior to each use
- 2. Washing of dunnage between uses to remove oil, residue, shavings

Cleaning/Inspection Method Confirmation:

Some DENSO Plants may require the supplier to complete a cleaning/inspection method form to ensure that the supplier is meeting the minimum cleaning requirements. See appendix 1 for an example

Supplier Responsibility:

To inform DENSO at RFQ timing if the supplier believes that a cleaning should be required between each use.

Section 8: System Days Allocation

Standard Allocation methods:

- 1. DENSO will work with the supplier to determine the correct amount of returnable packaging needed to support standard shipping
- 2. The following items will be considered to calculate the amount of packaging needed:
 - a. Peak Shipping Volume
 - b. Order Lot Size
 - c. Shipping Frequency
 - d. Travel Time, back and forth
 - e. DENSO desired inventory levels, empty and full
 - f. Supplier standard inventory levels empty and full
 - g. If special cleaning required, inventory for that process
 - h. Expected fallout during the life of a program
- 3. If the supplier requires more packaging for supplier internal requirements, the supplier will be required to purchase the packaging at the supplier's cost.

Goal is to minimize DENSO and supplier packaging inventories and maximize turns.

Special Requirements:

- 1. Any additional returnable packaging needed will be negotiated:
 - a. DENSO required inventory banks
 - b. If the supplier is batch running parts, (weekly, monthly, etc). Should be requested at time of RFQ or DENSO will not supply returnable packaging for that part of your inventory. Supplier will be expected to repack into the returnable packaging prior to shipping

Section 9: Use of Backup Packaging

Supplier Responsibility:

- 1. Backup expendable packaging must be available and used as the last option
- 2. Supplier should have expendable packaging quickly available in case of a shortage.
- 3. Supplier must communicate to DENSO Production Control and Packaging 24 hours prior to shipping in expendable packaging.

 (Ask for plant specific requirements)
- 4. Expendable packaging should be used for a build-ahead or safety stock greater than DENSO requirements. DENSO will not provide returnable packaging for supplier internal requirements. Any supplier directed build-ahead or safety stock parts must be repacked into returnable containers prior to shipping to DENSO.
- 5. Design and testing of expendable packaging to ensure part quality is maintained through the DENSO shipping network, the supplier is responsible for expendable packaging failure
- 6. Dunnage should be as similar as possible to approved returnable dunnage
- 7. Contact the plant Packaging/Production Control Group if you have questions

Section 10: Expendable Box Standards

- 1. Box Strength boxes must be able to support:
 - a. Trailer Stack height of 104 inches (dynamic)
 - b. Warehouse Stack height of 144 inches (static)
- 2. Material Single material is preferred for box and dunnage. If multiple materials are use they must be easily separated
- 3. No Printing allowed except for:
 - Small Font Box Part Number
 - Box Makers Certification Stamp
 - Country of Origin for parts contained within
- 4. Box Construction: No staples allowed in boxes or lids (Safety Concerns)
- 5. Backup Expendable Boxes:
 - Must be the same size as the returnable box. If lid is on the box the lid must match the outside dimension of the tote to prevent the layer of boxes to from overhanging the pallet.
 - Hold the same number of parts as the returnable box
 - When possible allow parts removal in the same method as the returnable packaging
 - DENSO is not responsible for dead stock or tooling costs for expendable back up packaging
- 6. Box sizes: Boxes must cube a 45" x 48" standard pallet

Note: When using a box smaller than 24"x15", a layer pad or layer lid must be used to add stability to the pallet

Kanban (Label) Location:

- Place kanban on the narrow end of the box.
- Kanban must be placed in a pouch, unsealed preferred
- Taping kanban to box is unacceptable.

Standard Styles:





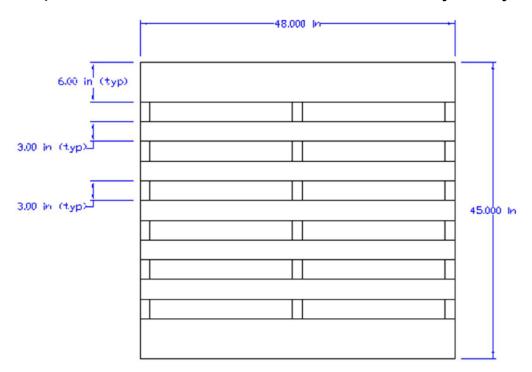


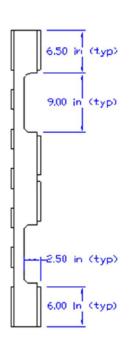
Note: Not all locations allow all three box styles

Section 11: Expendable Pallet Standards

Pallet Requirements:

Required Pallet Size: 45" x 48" x 5", 4 way entry







Bottom Board Importance:

The purpose of the bottom boards is to evenly transfer the weight when the pallets are stacked, if the pallet has less than 15" of width combined on the bottom.

Wing pallets are not allowed at DMMI. Block pallets must be full perimeter.

Pallet construction:

STYLE: Notched Stringer (4 way entry)

DECK: 7 boards (.5 thickness), min width 3"

BOTTOM: 4 boards (.5 thickness) min width 3" (Deck board width must add up to 15 or more inches combined)

STRINGERS: 3

Heat Treated: Required for wooden pallets crossing International Borders.

Heat Treating Requirement links:

[ISPM IPPC REQ LINK] [APHIS / USDA LINK]

Section 12: Palletization Standards

Palletizing Requirements:

- 1. Palletize containers per the packaging specification
- 2. Boxes must cube a 45" x 48" pallet.
- 3. Box corners should be supported by deck boards, if not a base pad should be used. No overhanging containers.
- 4. Maximum pallet height 52 inches to allow for trailer height stacking.
- 5. Transparent stretch wrap or plastic banding must be used to secure the load to the pallet. Red tie bands allowed at DMMI.
- 6. Do not wrap two or more pallets together unless requested by DENSO

Banding Requirements:

- 1. Only one-half inch $(\frac{1}{2})$ polypropylene or polyester banding is allowed.
- 2. No metal banding allowed, some exceptions are made for raw materials
- 3. Minimum of two bands always required.
- 4. Banding should run parallel to large fork openings

Stretch Wrap Requirements:

- 1. Wrap must prevent the load from sliding off of the pallet base
- 2. A minimum of two wraps at the base and the top of the pallet should be used
- 3. Wrap should overlap to secure all boxes from shifting

DENSO Plant Preferred Ordering Methods:

Option 1: Full pallets of identical product (volume and shipment frequency must be considered)

Option 2: Full layer with mixing* allowed

Option 3: By individual box with mixing* allowed

Note: Not all NAGCs allow mixing, supplier is responsible to confirm with specific ship to locations

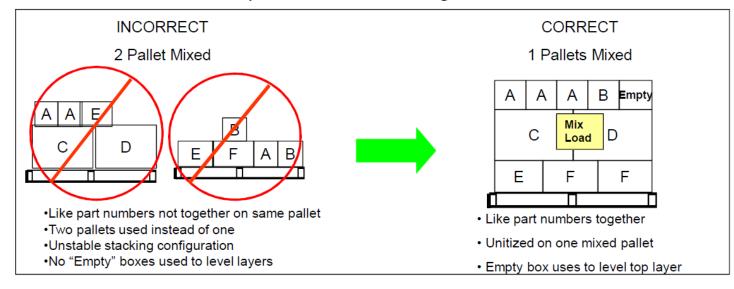
Pallet Stacking Rules:

- 1. When using returnable packaging returnable top and bottom pallets are required.
- 2. Unless requested by NAIL, returnable pallets should not be stacked on top of expendable pallets and vice versa.
- 3. Max weight/trailer stack = 2000 lbs unless requested by DENSO NAIL or the ship to plant location. (2000 lbs is only a guide for production shipped via NAIL routes)

Mix Loading Pallet Rules:

- 1. Mixed parts on a pallet allowed if the product is on the same Delivery Order.
- 2. "Like" part numbers must be mixed on the same pallet.
- 3. Filler "Empty" boxes should be used to level off a layer to allow stacking.
- 4. When an "Empty" boxes is used, it must say "EMPTY" on it.
- 5. A Mixed Pallet Sheets (2) must be used when shipping a mixed pallet (See Forms -00X)

Example: Pallet Mix Loading



Section 13: Labeling Requirements

Labeling Requirements:

- 1. DENSO required box kanban/label placed on the narrow end of the box.
- 2. Box kanban/label must be placed in a pouch or card holder, **do not tape or stick** the labels to the box.
- 3. Container labels should face the outside of the pallet.
- 4. Supplier must follow NAIL shipping requirements.

Box Label in Card Holder



Mixed Pallet Sheets



Skid Sheets



Box Label in Pouch



Mixed Pallet Sheets



Skid Sheets



Section 14: Packaging Specifications

NA Standard Pkg Specification:

- 1. During Request for Quote (RFQ)— supplier must make known their intent to use returnable or expendable to both Purchasing and the receiving site's Packaging team.
 - Note: If expendable is chosen a packaging piece price estimate must be provided.
- 2. Supplier must provide spec upon request and finalize the spec 24 weeks prior to SOP with the relevant plant packaging team
- Packaging specs must be submitted via Specright or the below form to request packaging approval prior to any change, see chart below for guidance on which process to follow.
 - a. For Specright you may request Specright access by contacting your local DENSO location when you do please include your full name and company
 - b. The packaging form "sps_forms_12_1_14.xlsx" shown below and found with this manual.

Instructions for how to fill out form on following page.

NA DENSO location	Specright	Spec Form
ASKY	0	
ASMX	0	
DMAR	0	
DMAT	0	
DMCN	0	
DMMI	0	
DMMI - Iowa		0
DMNC - Michigan		0
DMNC - Statesville	0	
DMTN	0	
DNMX – Apodaca		0
DNMX – Silao	0	

NA Standard Pkg Specification (Preliminary Spec)



Specification Instructions

- 1. Supplier Packaging Specification to be submitted along with all other required RFQ documents
- 2. Packaging Cost fields must be completed at the time of RFQ.
- 3. Blank fields allowed
- 4. DENSO will complete fields in yellow
- 5. Cells outlined in RED are self calculating. Do not type in these fields
- 6. No fractions allowed 8 1/2, use decimals 8.5
- 7. All information is in inches, pounds, and US Dollars
- 8. Like part numbers using the same packaging can be submitted on the "Preliminary" form.
- 9. Final Specifications must be completed for each part number
- 10. File Name to be "Supplier Name & DENSO Part Number.xls (ACME AA123456-7890.xls)
- 11. Comment boxes are indicated by a red triangle in the cell and contain a list of choices or pertinent information to complete that area –Place the cursor over the red triangle and a box will pop up for review
- 12. Digital Photos, computer drawings, or electronic sketches are acceptable
- 13. Photo files must be inserted into the document: Choose "Insert", "Picture", From File"
- 14. Do not copy/paste the photos into the document
- 15. Photo size must me less than 500Kbytes each (*.jpg format is recommended), total SPS must me be **2MB or less**
- 16. Enter part weight, & quantity DATA assuming a full (maximum height) pallet of each part being shipped, or up to 2000lbs/pallet
- 17. "Fill Ratio" field requires you to estimate the fullness of the box using the Criteria in the Comment box. Any spec with less than 85% full will be rejected
- 18. If you need to add additional information, please insert a text box at the bottom of the specification.
- 19. If you have any questions, please contact the packaging person for the plant(s) that you are shipping to (See Section 12)

Appendix

Appendix 1: Packaging Cleaning Operation Standards



Appendix 2: Deviation Process

A deviation may be submitted for any part within an approved returnable spec. Where the returnable is not available and meets the following criteria:

- 1. Packed out parts on Hand (DOH) is not over agreed upon quantity
- 2. Packaging is not being used for build ahead or safety stock
- 3. Notification 24 hr prior has been given, allowing ship to plant to reduce or provide pkg
- 4. Packaging is only being used to ship per packaging specification

DENSO reserves the right to deny deviation/payment requests for the above reasons or failure to provide information in a timely fashion.

Deviations may be submitted using one of the following methods:

- 1. Specright online packaging spec (Required if available)
- 2. Manual spreadsheet (with prior authorization only)

SPECRIGHT DEVIATIONS

Specright can be accessed via the following website: https://specright-general-169ca0c893-16cb1762054.force.com/denso

For instructions on how to complete a deviation see the "Resources Linked" on the first page once you login to Specright.

Work Instructions for Daily tracking of Expendable shipments:

- Complete daily tracking and submit within 24 hours of shipment (Or will be denied)
- Email to: <u>na-dmmi-deviation-request@na.denso.com</u>
- DENSO will approve / Reject with comments
- Provide counts when requested same day or next day to ensure reimbursement
- Supplier will "Save" file and continue to submit any new deviations using most recent file (for same month)
- For the next month, Clear quantities, change dates and save for submission.

^{*}Access can be requested through DENSO packaging contact*

- *Do not skew the formulas*
- *Important to keep updated costs*

Packaging Deviation Summary Form

- Transfer tracking to Monthly Summary form tab
- Email to: na-dmmi-deviation-request@na.denso.com
- *Submit by the 15th of the following month to ensure reimbursement*
- Submit Supplier cardboard/ wood pallet invoices for verification
 Must include all part numbers on summary form All invoices on 1 single attachment cannot have multiple attachments*
- Invoice must match billed cost & identify DMMI pack conde on invoice (submit pallet & box cost on single attachment)
- Purchase Order notification will be sent by DENSO Purchasing.
- Submit invoice to Accounting with PO #.

Completing TAC's Deviation Request

Supplier completes the following:

Supplier: Supplier (company) name

Supplier Contact Name: Name of person requesting deviation

Request Date: When request is e-mailed to DENSO, 24 hours prior to shipping.

Ship Date: Date product will be shipped from supplier.

Part Number: DENSO part number

Pkg. Code: Alpha-numeric code given by DENSO to all DENSO-owned

returnable packaging. (Example: SPC-GT4I)

• Qty. (pcs) in Expendable: Number of pieces requested to ship in expendable packaging.

DENSO completes the following:

Approve or Reject: If is acceptable, DENSO will approve. If not, DENSO will reject.
 TAC Response: TAC PCL will indicate the appropriate box if the product needs to

be repacked when received by TAC.

Comments: Include any pertinent items if necessary.

TAC PCL Signature: Specialist responsible for the requested deviation.

TAC's Monthly Deviation Tracking Sheet

Monthly Deviation Tracking Sheet

SupplierInfo Date 2-Jul 3-Jul 4-Jul 5-Jul 6-Jul 9-Jul 10-Jul 11-Jul 12-Jul 13-Jul 16-Jul 19-Jul 19-Jul 20-Jul 23-Jul 24-Jul 25-Jul 26-Jul 27-Jul 30-Jul 30-Jul 10-Jul 10-J																											
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