

DENSO

NORTH AMERICA TRANSPORTATION GUIDE

***Revision 2.0
05/16/2016***

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TRANSPORTATION METHODS (MODES)

This table describes DENSO's common transportation methods (modes) and explains the usage concept of each type.

METHOD/MODE	USAGE CONCEPT
Courier/ Package	Used for small package shipments with an aggregate weight of less than 250 lbs. The individual carton sizes cannot exceed FedEx/UPS weight and dimension restrictions. Suppliers are responsible for ensuring that DENSO PO#'s appear on documentation.
L. T. L. (Less Than Truck Load)	Used for shipments which are too large for the Courier/Package mode and/or have an aggregate weight of greater than 250 lbs. The maximum shipment size for an LTL shipment is 12,000 lbs. or 1200 cu ft. Suppliers are responsible for ensuring that DENSO PO#'s appear on documentation.
F. T. L. (Full Truck Load)	Used for shipments which exceed the maximum LTL shipment size or require specialized/dedicated equipment. The maximum shipment size for FTL is 3200 cubic feet or 45,000 lbs. Suppliers are responsible for ensuring that DENSO PO#'s appear on documentation.
Expedited	Used for emergency and/or rush shipments that must be delivered to the RECIPIENT PLANT outside of the regular shipping/delivery cycles. Denso must be aware & approve all expedited shipments. The responsibility for arranging expedited shipments will belong to the party responsible for the cycle deviation. Suppliers are responsible for ensuring that DENSO PO#'s appear on documentation.
Denso Integrated Routing (N.A.I.L.)	Denso NAIL(North American Integrated Logistics) is a functional group that focuses on truck consolidation and dedicated routing for Denso Group Company freight in the United States, Canada, and Mexico. The integrated routing done by NAIL is used for designated suppliers' regular shipments. These "Milkrun" routes are established by Denso NAIL and pick up / delivery times are designated in a fixed Milkrun route schedule.
Integrated Intermodal (N.A.I.L.)	Used for high volume, long distance repetitive shipments, Integrated Intermodal refers to single bill of lading shipments that travel via a combination of truck and rail. Typical travel distance for Denso NAIL-managed intermodal routes is 500-700 miles minimum. These routes are established by Denso NAIL and pick up/delivery times are designated in a fixed route schedule.

TRANSPORTATION TERMS AND RESPONSIBILITIES

This table describes purchase terms which determine the control and responsibilities for transporting the parts/materials between the recipient and its suppliers.

MODE	TERMS	OWNERSHIP OF GOODS DURING TRANSPORTATION	PAYMENT OF FREIGHT CHARGES	SELECTION OF ROUTING AND CARRIER	DISCUSSIONS / EXPLANATION
TRUCK Courier LTL FTL Expedited Intermodal Milkrun (N.A.I.L.)	A. F.O.B. Shipper Freight Collect	Receiver	Receiver	Receiver	Receiver takes ownership of goods when the receiver's carrier picks up the shipments. Receiver will specify the shipping method and frequency for the deliveries. If the goods are damaged in transit, the recipient will negotiate settlement with its carrier.
	B. F.O.B. Receiver Freight Prepaid	Shipper	Shipper (Freight charges are included in piece price)	Shipper	Shipper owns goods until shipment is delivered to receiver. Shipper specifies the shipping method and carrier. Shipper is still required to comply with receiver's delivery due dates. Damages which occur in transit will be negotiated by the shipper and the shipper's carrier.
	C. F.O.B. Receiver Freight Prepaid and Add	Shipper	Shipper (Freight charges are separate from piece price and added to supplier's invoice for the goods)	Shipper	Same as B.

*DENSO is the receiver unless stated otherwise.

Note: In the case of spot P.O., the terms and method of shipment are decided by negotiation between DENSO Purchasing and the quoted supplier. Agreement is then confirmed in Purchase Order Instruction Statement (see pages 6-7 and 6-8).

INSTRUCTION COMPLIANCE FAILURES

Excess costs (including Direct & Consequential) which are incurred by DENSO as a result of the following deviations may **result in the supplier being charged back for the excess cost.****

DEVIATION		EXPLANATION
A	Mis-Routings	Failure to comply with all instructions specified on DENSO SRIL or Purchase Order routing statement.
B	Partial Shipments	Making multiple shipments against a single Delivery Order quantity or Purchase Order (i.e., back-ordered shipments).
C	Mis-Shipments	Failure to ship the correct part numbers and quantities specified on DENSO Delivery Order or Purchase Order.
D	Mis-Deliveries	Failure to ship according to the specified ship dates, delivery due dates, and/or to an address not shown on DENSO's Delivery Order or Purchase Order.
E	Mis-Labeling	<ol style="list-style-type: none">1. Failure to use Kanbans / Replacement Kanbans2. Incorrect DENSO Plant delivery address on carton / box labels.3. Failure to label Hazardous Materials properly.4. Failure to use special labels as required by DENSO (E.C.I. labels, skid labels)
F	Documentation	<ol style="list-style-type: none">1. Failure to provide the completed DWOS paperwork (i.e., Delivery Order, Supplement Delivery Order)2. Failure to send the ASN as required.3. Failure to provide MSDS as required for hazmat.4. Failure to include DENSO Purchase Order #'s and required information.
G	Expedited Transportation	Unauthorized use of expedited transportation.
H	Import/Export	Border-crossing delays due to documentation errors by the supplier may result in chargebacks to the supplier. For example, Commercial Invoice quantities MUST match actual quantities shipped. Returnable packaging MUST be declared properly .
I	N.A.I.L.	<ol style="list-style-type: none">1. Freight must be ready and available at the beginning of time window.2. Delays may result in excess transportation costs.

SUPPLIER ROUTING INSTRUCTION LETTER

<p><u>PURPOSE</u></p>	<p>To inform suppliers of the preferred transportation methods and carriers for shipping DENSO's mass production (weekly) orders.</p> <p>*Compliance with SRIL is mandatory.</p>
<p><u>TIMING</u></p>	<p>Issued after ISIR approval (See Part II: Section #12 in Denso Supplier Quality Assurance Manual) but prior to beginning of mass production shipping.</p> <p>*Updated annually or as needed when changes occur.</p>
<p><u>CREATED BY</u></p>	<p>DENSO Transportation Section. See sample on page 6-6.</p>
<p><u>ROUTING</u></p> <p>DENSO</p> <hr style="border-top: 1px dashed black;"/> <p>SUPPLIER</p>	<pre> graph TD subgraph DENSO A[Supplier Routing Instruction Letter] B[Signed Supplier Routing Instruction Letter Acknowledgement] end subgraph SUPPLIER C[Supplier Routing Instruction Letter] D[Signed Supplier Routing Instruction Letter Acknowledgement] end A -- "E-mail" --> C C -- "E-mail/Fax" --> D D -- "E-mail/Fax" --> B </pre>

SUPPLIER ROUTING INSTRUCTION LETTER cont.



ABC Company
Anystreet
Anywhere, USA 12345

DENSO MANUFACTURING
1234 Denso Road
Denso, USA 12345-1234

ATTN: Jane Doe or Shipping Manager
RE: Routing Instructions

DENSO Authorization: John Doe

Below are the routing instructions for shipments from your facility to DENSO. Please review these instructions and sign at the bottom of this form to acknowledge your receipt and acceptance of these instructions. When completed, mail to the DENSO Transportation Section at the address listed above, fax to (800) 888-8888, or scan and return by email. Thank you.

3 Issue Date: 1/1/2014	5 Supplier Name: ABC Company 2 Shipping Address: Anystreet Anywhere, USA 12345 7 Supplier Code: AB9999 7 BPO#: AB-123456	6 Ship To: DENSO Manufacturing Plant #1 1234 Denso Road Denso, USA 12345
4 Expire Date: Expires upon receipt of next issue		

8 Weight	9 Dimensions	10 Service Type	11 Preferred Carriers	12 Phone	13 Trans. Time
8a 1 lb. - 100/250 lbs.	9a Max. 130"	10 Courier (primary) Courier (secondary)	11 Federal Express Ground UPS	12 (800) 999-9999 (800) 888-8888	13 1 days 1 days
8b 250 lbs. - 12,000 lbs.	9b Max. 1200 cu. ft.	10 LTL (primary) LTL (secondary)	11 USF Holland Vitran Express	12 (800) 888-9999 (800) 777-8888	13 1 1
8c 12,000 lbs. - 45,000	9c 1200 - 3200 cu. ft.	10 FTL	11 Contact DENSO Transportation	12 (800) 777-7777	13 3 days

14 GENERAL INSTRUCTIONS

Courier shipments: Ship via Courier's "Collect" program. Aggregate shipment weight must not exceed 250 lbs.

[include DENSO's purchase order number on all shipping documentation and declare the value of each box that exceeds \$100.

If the number of boxes in your shipment exceeds 15, do not use a small-package carrier. Use your specified LTL carrier.
 All material shipped on the same day to a single DENSO plant must be combined into one shipment on a single Bill of Lading. If the weight or dimensions exceed the maximum for the designated mode, contact DENSO Transportation Section (800) 999-9999 for instructions.
 If expedited shipments are necessary, contact DENSO transportation at (888) 888-8888.

15 SPECIAL INSTRUCTIONS

Federal Express Account Number 1234-1243-5 UPS Account Number 318-971

16 PLEASE PRINT OR TYPE **16a**
 I, _____ as an authorized representative of _____ (Company Name) acknowledge receipt of this DENSO Supplier Routing Instruction Letter and agree to ship according to the instructions specified herein. In the section provided below, I have noted any exceptions that may prevent compliance with the routing instructions and included my phone number for future discussion.

Signature 16c	Title 16d	Date 16e
----------------------	------------------	-----------------

EXCEPTIONS/COMMENTS: **16f**

This information should be forwarded to the person responsible for making shipments to DENSO.
*****FAILURE TO COMPLY WITH THESE INSTRUCTIONS WILL RESULT IN CHARGEBACK*****

DENSO

SUPPLIER ROUTING INSTRUCTION LETTER

SUPPLIER ROUTING INSTRUCTION LETTER cont.

<u>#</u>	<u>Item</u>	<u>Description</u>	<u>Completed By:</u>
1	Mailing addresses	Address to which S.R.I.L. is mailed	DENSO
2	DENSO Authorization	Person at DENSO issuing the S.R.I.L.	
3	Issue Date	Date S.R.I.L. is created	
4	Expire Date	Date S.R.I.L. expires	
5	Supplier Name, Shipping Address & Supplier Code	Name & address material is shipped from	
6	Ship To	Name & address material is shipped to	
7	BPO#	Blanket Purchase Order #	
8	Weight	Min. & max. weight limitations for each transportation mode:	
	8a	Courier shipments	
	8b	LTL shipments	
	8c	FTL shipments	
9	Dimensions	Min. & max. size limitations for each transportation mode:	
	9a	Courier shipments	
	9b	LTL shipments	
	9c	FTL shipments	
10	Service Type	Type of service used for each weight/dimension category	
11	Preferred Carriers	Preferred carrier for each mode of transportation.	
	First/Primary	DENSO's preferred carrier	
	Secondary	DENSO's back-up carrier	
12	Phone	Phone number for each carrier	
13	Trans. Time	Time-in-transit for each carrier	
14	General Instructions	Instructions which apply to all suppliers	
15	Special Instructions	Instructions which apply to specific suppliers	
16	Supplier Acknowledgment	Supplier	
	16a		Name of person acknowledging S.R.I.L.
	16b		Employer of person acknowledging S.R.I.L.
	16c		Signature of person acknowledging S.R.I.L.
	16d		Title of person acknowledging S.R.I.L.
	16e		Date S.R.I.L. is acknowledged
	16f	Exceptions/Comments	

DENSO

PURCHASE ORDER ROUTING INSTRUCTION STATEMENT

PURCHASE ORDER ROUTING INSTRUCTION STATEMENT

PURPOSE	<p>To inform DENSO's suppliers of the preferred transportation methods and carriers for shipping spot or non-production orders (ISIRs / pre-mass production trials / dies & tooling). FOB terms are also confirmed in this document.</p> <p>*Compliance with purchase order routing instructions is <u>mandatory</u>.</p>
TIMING	<p>Issued when recipient issues a purchase order. Applicable to only the designated purchase order.</p>
CREATED BY	<p>Recipient's Purchasing Department (specified in the P.O. itself) See sample on page 6-8.</p>
<p>ROUTING</p> <p>DENSO</p>	<pre> graph TD A[DENSO_Purchase Order] -- E-mail --> B[DENSO_Purchase Order] </pre>
<p>SUPPLIER</p>	

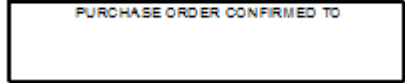
PURCHASE ORDER ROUTING INSTRUCTION STATEMENT

DENSO

DENSO MANUFACTURING TENNESSEE, INC.
 1720 Robert C. Jackson Drive TEL (865) 982-7000
 Maryville, TN 37801-3748 FAX(865) 981-5250

DMTN PURCHASE ORDER
123456-A

ABOVE ORDER NO. MUST APPEAR ON ALL
PAPERS AND PACKAGES RELATIVE TO THIS ORDER
PURCHASE ORDER CONFIRMED TO



S U P P L I E R	ABC SUPPLIER 1500 WEST ST. CITYNAME, IL 54321 PHONE: (123) 456-7890 FAX: (978) 654-3210
--------------------------------------	---

S h i p T O	DENSO MANUFACTURING PLANT XXX 1234 Denso Road PLANTCITY, ST 12345
--------------------------------	--

SUPPLIER NO. X14	DATE ENTERED 03/17/14	DATE PROMISED 03/17/14	TERMS NET 30	TAXABLE YES <input type="checkbox"/> NO <input type="checkbox"/>	REQUISITION NO 999999	PAGE 1
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1 SHIP VIA SEE ROUTING INSTRUCTIONS	F.O.B. ORIGIN - FREIGHT 2 COLLECT	MARK FOR ATTENTION OF JOHN DOE
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ITEM NO.	QTY ORDERED	DESCRIPTION	DEPT NO	ACCT NO	UNIT PRICE	AMOUNT																					
1	100	WIDGETS - TYPE A	156	8005	1.00	100.00																					
2	200	WIDGETS - TYPE B	156	8005	1.00	200.00																					
<table style="width: 100%; border: none;"> <tr> <td style="width: 5%; text-align: center; vertical-align: middle;">3</td> <td>FOR SHIPMENTS FROM STATE **ROUTING INSTRUCTIONS**** 1#-</td> </tr> <tr> <td style="text-align: center; vertical-align: middle;">3a</td> <td>250#-FedEx Ground Collect</td> </tr> <tr> <td style="text-align: center; vertical-align: middle;">3b</td> <td>251#-12,000#-Ship via LTL</td> </tr> <tr> <td style="text-align: center; vertical-align: middle;">3c</td> <td>1)USF Holland 2)R+L Carriers >12,000#-Call DMTN Transportation for routing. (865)379-5630</td> </tr> <tr> <td colspan="2" style="text-align: center;">*****</td> </tr> <tr> <td style="text-align: center; vertical-align: middle;">4</td> <td>*Deviations from these instructions may result in chargebacks.</td> </tr> <tr> <td style="text-align: center; vertical-align: middle;">5</td> <td>MARK ALL BOXES WITH DMTN P.O. NUMBER. ONLY ONE P.O. PER CARTON. IF DROP SHIPPED INFORM SHIPPER OF ABOVE INSTRUCTIONS. CONFIRMING ORDER--DO NOT DUPLICATE</td> </tr> <tr> <td colspan="6"></td> <td style="text-align: right; vertical-align: bottom; font-weight: bold;">\$300.00</td> </tr> </table>							3	FOR SHIPMENTS FROM STATE **ROUTING INSTRUCTIONS**** 1#-	3a	250#-FedEx Ground Collect	3b	251#-12,000#-Ship via LTL	3c	1)USF Holland 2)R+L Carriers >12,000#-Call DMTN Transportation for routing. (865)379-5630	*****		4	*Deviations from these instructions may result in chargebacks.	5	MARK ALL BOXES WITH DMTN P.O. NUMBER. ONLY ONE P.O. PER CARTON. IF DROP SHIPPED INFORM SHIPPER OF ABOVE INSTRUCTIONS. CONFIRMING ORDER--DO NOT DUPLICATE							\$300.00
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						\$300.00																					

<input type="checkbox"/> (MSDS) MATERIAL SAFETY DATA SHEETS MUST ACCOMPANY ANY SHIPMENT IF CHECKED. SHIPMENT WILL BE REFUSED IF MSDS IS NOT SENT
--

DENSO MANUFACTURING
TENNESSEE, INC.

Approved by:

 Ron Doe
 Sr. Manager Purchasing

DENSO

PURCHASE ORDER ROUTING INSTRUCTION STATEMENT

PURCHASE ORDER ROUTING INSTRUCTION STATEMENT cont.

<u>#</u>	<u>Item</u>	<u>Description</u>	<u>Completed By:</u>
1	Ship via	Field which contains routing or refers to instructions within body of P.O.	DENSO (when P.O. is created)
2	F.O.B.	Field which contains ownership transfer terms and freight terms	
3	For shipment from (state)	Routing instructions are determined by the origin point (state). If the shipment does not originate in the specified state, the instructions will be invalid.	
3a	1# - 250# . . .	For shipments weighing between 1 lb. and 250 lbs., the supplier should ship via FedEx/UPS Collect using DENSO's FedEx/UPS account number.	
3b	251# - 12000# . . .	For shipments weighing between 251lbs. and 12000 lbs., suppliers should ship via one of the designated LTL carriers.	
3c	>12000# . . .	For shipments weighing greater than 12000 lbs., supplier must call the recipient transportation for routing instructions.	
4	Deviations . . .	Unauthorized deviations from these instructions will result in the supplier being charged back for any excess freight charges which are incurred.	
5	Mark all boxes with DENSO P.O. number . . .	All cartons must be labeled with DENSO 's P.O. number. The contents of a box should be the item from a single P.O. (Do not combine items from several P.O.'s in a single box.) If the P.O. is issued to any party other than the shipper, the shipper must be informed by the agent of Denso's routing instructions. The agent will be held responsible if the shipper fails to comply.	

REQUIRED DOCUMENTS BY SHIPMENT TYPE

Shipping Document	Within USA						Cross Border					
	Courier / Small Pkg	LTL <i>Less Than Truckload</i>	FTL <i>Full Truckload</i>	Expedited	NAIL <i>Milkrun DENSO Integrated Routing</i>	NAIL <i>Intermodal DENSO Integrated Routing</i>	Courier / Small Pkg	LTL <i>Less Than Truckload</i>	FTL <i>Full Truckload</i>	Expedited	NAIL <i>Milkrun DENSO Integrated Routing</i>	NAIL <i>Intermodal DENSO Integrated Routing</i>
Delivery Order (DO)												
Bill of Lading (BOL)												
Advanced Shipping Notice (ASN) <i>within 30 minutes of shipping</i>												
Carrier-specific doc such as <i>Fedex Airbill or UPS Ground Shipper</i>	✓						✓					
Authorization/Approval of Expedited Shipment				✓					✓			
Cross Dock Skid Sheets					✓		✓	✓	✓	✓	✓	✓
Commercial Invoice (CI)							✓	✓	✓	✓	✓	✓
Misc. Country-Specific Certifications* <i>such as Fumigation Certificate or Heat-Treat Certification for Wood Pallets, Proforma doc for XYZ, etc.</i>							✓	✓	✓	✓	✓	✓
Hazardous Materials req'd docs such as <i>Material Safety Data Sheet (MSDS) at minimum*</i>	✓ <i>if applicable</i>	✓ <i>if applicable</i>	✓ <i>if applicable</i>	✓ <i>if applicable</i>	<--- hazmat not allowed --->	<--- hazmat not allowed --->	✓ <i>if applicable</i>	✓ <i>if applicable</i>	✓ <i>if applicable</i>	✓ <i>if applicable</i>	<--- hazmat not allowed --->	<--- hazmat not allowed --->

*Contact Receiving Location for specific requirements.

DENSO

NAIL SHIPMENT REQUIREMENTS

NAIL CROSSDOCK SKID SHEETS

All shipments that move on DENSO NAIL milk run trucks MUST have a Cross Dock Skid sheet on every pallet.

Purpose:	To identify final delivery destination of each pallet that passes through a crossdock.
Timing:	Created and attached to the pallet at the time of shipment.
Created by:	Shipper (The required dimensions for a Skid Sheet is 8 ½ by 11 inches.)

Routing:

DENS0 NAIL SKID SHEET

Receiver

Del.Rte: **MN1-700**

Del.Date: 10/09/2015



**Denso Manufacturing
Michigan, Inc.**

Shipper

Caplugs

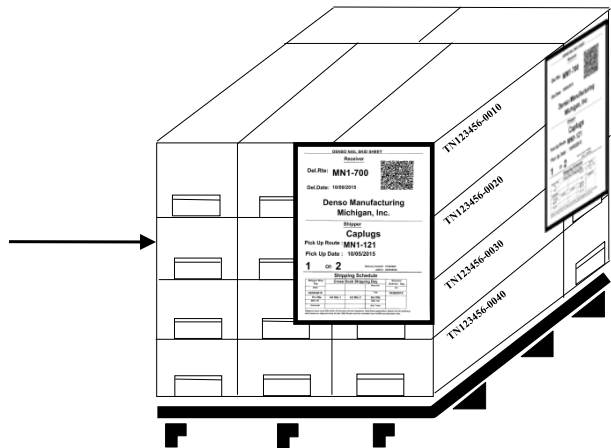
Pick Up Route : **MN1-121**

Pick Up Date : 10/05/2015

1 of: **2** Delivery Order# : 51000028
ASN # : 00090560

Shipping Schedule				
Shipper Ship Day	Cross Dock Shipping Day			Receiver Delivery Day
			Maryville	Fru
10/05/2015			THU	10/09/2015
PU Rte	Int Rte 1	Int Rte 2	Del Rte	
MN1-121			MN1-700	
Universal			Star Trans	

Shippers must send ASN within 30 minutes of truck departure. Skid Sheet application: Attach two (2) matching skid sheets on adjacent sides of skid. Skid Sheets must be viewable from forklift and side aisle view.



Shipper places 2 on each pallet – ADJACENT SIDES.

Must be visible to the drivers and crossdocks

NOTE A NAIL milkrun driver will not accept the shipments without the appropriate Skid Sheet attached to the pallet.

NAIL CROSSDOCK SKID SHEETS

DENSO NAIL SKID SHEET

Receiver

Del.Rte: **MN1-700**

Del.Date: 10/09/2015



**Denso Manufacturing
Michigan, Inc.**

Shipper

Caplugs

Pick Up Route : **MN1-121**

Pick Up Date : 10/05/2015

1 of: **2**

Delivery Order# : 51009028
ASN # : 000989560

Shipping Schedule

Shipper Ship Day	Cross Dock Shipping Day			Receiver Delivery Day
MON			Maryville	FRI
10/05/2015			THU	10/09/2015
PU Rte	Int Rte 1	Int Rte 2	Del Rte	
MN1-121			MN1-700	
Universal			Star Trans	

Shippers must send ASN within 30 minutes of truck departure. Skid Sheet application: Attach two (2) matching skid sheets on adjacent sides of skid. Skid Sheets must be viewable from forklift and side aisle view.

Skid Sheet Creation Process Change:

As of May 2016, automated Skid Sheets will be printed by suppliers as a result of shipping confirmation process in NASWeb, prior to ASN sending.

Key changes:

- (1) Data automatically populates & is UNIQUE to each SHIPMENT
- (2) QR code added.

Non-NASWeb user options:

- (1) Utilize NASWeb for skid sheets only (push 4 buttons) *recommended*
- (2) Develop this skid sheet to meet DENSO specs at supplier's cost

DENSO Skid Sheet Data Layout

#	Item	Description
1	Receiver Name	Final Destination
2	Delivery Route	Route to Final Destination
3	Delivery Date	Due Date on the Delivery Order
4	Shipper Name	Shipping Party
5	Pick-Up Route	Initial Shipment Route
6	Pick-up Date	Ship Date
7	Skid Number	Skid Number of Total Number
8	Skid Number	Total Number of Skids per Shipment
9	Delivery Order	Number on the Delivery Order
10	Supplier Ship Day	Day Supplier Ships
11	Crossdock Name	Crossdock name if applicable
12	Crossdock Ship	Day Crossdock Ships if applicable
13	Receiver Arrive	Day Shipment Delivers

Note: For shippers not using NASWeb, skid sheet specifications can be obtained from DENSO NAIL Planning Team by e-mail at NALP@denso-diam.com

Supplier must submit sample Skid sheet for approval and implementation by agreed upon date.

NAIL CROSSDOCK SKID SHEETS

Denso Skid Sheet Troubleshooting:

Trouble Condition:	Recommended Action(s):
Bad print quality/ or damaged skid sheet(s)	<ol style="list-style-type: none"> 1. <u>Damaged</u> - reprint PDF skid sheet file. 2. <u>Bad print quality</u> - Check all print settings (see pg 10), reprint Skid Sheet PDF file. If issues persist after working with supplier IT group, contact NAIL.
Wrong skid count(s) example: keyed in/printed "3" skid sheets and later revised to "4"	<ol style="list-style-type: none"> 1. ASN has not been "SENT" (➔ still appears under "Send ASN" heading on ASN Status screen (see pg 14)) - "EDIT" the ASN again, by revising the number(s) of pallets (see items in purple circles in section 3 of pg 13), and re-"Save". Re-saving automatically takes you out to the previous screen where you can click "View Skid Sheets" again. Corrections should be reflected based on the revisions. 2. <u>ASN has been "SENT"</u>, cancel the ASN (see pg 20). Then create new ASN as usual, revising the number(s) of pallets (of Parts or of Empty Pkg), and re-"Save". Click "View Skid Sheets" again. Corrections should be reflected based on the revisions.
Wrong delivery & pick-up dates (showing old dates)	<ol style="list-style-type: none"> 1. Meaning: The original delivery date for this order is < current date. * Translation: Either full order is shipping late or partial order is shipping late. Note: If some portion of DO was shipped on time, the unshipped portion of the DO will be shown with 10 digits DO# instead of the standard 8 digits when viewed in the ASN Status screen (see pg 14). The 10 digits are comprised of the original 8 digit # with 01, 02, 03, etc added to the end to indicate consecutive shipments on same original DO. 2. Use back-up manual skid sheet available in DOWNLOAD section of NASWEB site. Instructions are included in the file. Contact NAIL Planning (NALP@denso-diam.com) for assistance if needed.
Error message1: Zero Product and Zero Empty Selected	<ol style="list-style-type: none"> 1. Meaning: No values were keyed in for # of Pallets of Parts or # of Pallets of Empty Pkg on ASN create screen. (Note: # of Pallets of Parts must be > 0, # of Pallets of Empty Pkg can be 0) 2. Close "View Skid Sheet" window, "Edit" ASN pallet # values. Re-"Save", and "View Skid Sheets" again. Corrections should be reflected based on your revisions.
Error message2: Routing Mismatch: Contact NAIL @ 1.865.738.2300	<ol style="list-style-type: none"> 1. Meaning: The delivery date for this order does not match any existing routing in NAIL system. ** and *** 2. Use back-up manual skid sheet available in DOWNLOAD section of NASWEB site. Follow instructions included there, and contact NALP@denso-diam.com if further assistance is needed to complete the sheets. 3. IMPORTANT: E-mail a copy of the Error Msg skid sheet to your DENSO Production Control contact, c.c: NAIL Planning team (NALP@denso-diam.com). Be sure to specify the date you used for pick-up/delivery & the destination DENSO plant. DENSO PC & NAIL will work to resolve the data issue.

** If shipping supplement order and stated "required" delivery date results in Error Msg 2, contact DENSO PC to ask if shipping on Regular pick-up date is OK and contact NAIL Operations team to be sure space is available. If yes, use manual skid sheet described in step 2 with approved ship/delivery dates. If not OK, DENSO PC should arrange LTL or expedite and Skid Sheets are not required.

* If shipping backorder, original order due date will be in the past, so, as long as delivery day of week is still valid, the Skid Sheets will print, but with OLD DATES. Shipping in full on correct shipping dates to meet original due date is highly recommended.

*** If shipment is not a supplement order, root cause of Error Msg 2 is likely DENSO Master Data error. Strong supplier cooperation is appreciated to help DENSO identify and eliminate these errors. These should be very infrequent and lessening over time.

DENSO

EXPEDITED SHIPMENTS

EXPEDITED SHIPMENTS

The table below has been established to communicate the responsibility for expedited shipments and the resultant excess costs.

CONDITION		SPECIFY / ARRANGE EXPEDITED CARRIER	PAY FOR EXPEDITED SHIPMENT
1	Receiver's carrier fails to make scheduled delivery and/or damages the parts & materials.	Receiver	Receiver
2	Delays resulting from circumstances beyond the control of Receiver, the carriers & the supplier (e.g. weather, acts of government, unusual traffic situations).	Receiver	Receiver
3	Shipper adjusts original delivery due date(s).	Shipper*	Shipper*
4	Shipper fails to ship the required parts & quantities as shown on the Delivery Order or Purchase Order.	Shipper*	Shipper*
5	Shipper fails to allow standard shipping lead time to meet Receiver's delivery due date(s).	Shipper*	Shipper*
6	Shipper fails to comply with Receiver's routing instructions.	Shipper*	Shipper*
7	Shipper materials or parts are rejected by Receiver Quality Control.	Shipper*	Shipper*
* NOTE	When the supplier arranges and pays for expedited shipments, the supplier is responsible for the shipment until it is delivered to the recipient.		

**DENSO is the receiver unless stated otherwise.

HOLIDAY PROCEDURE

The table below has been established to communicate the procedures for moving shipments around DENSO NAIL holidays, and to outline instructions on how to inform DENSO of a non-matching Shipper/Receiver holiday.

Activity	Description
DENSO NAIL Holiday Calendar	<ul style="list-style-type: none"> • Each January, DENSO NAIL will distribute the annual holiday calendar in order to inform all shippers and receivers of non-operating days throughout the year. • Shippers and receivers include both DENSO plant locations as well as DENSO suppliers.
Notification of Shipper Holiday Mismatches	<ul style="list-style-type: none"> • All shippers and receivers are responsible to review the NAIL Holiday calendar and notify DENSO NAIL of a holiday that is not mutually shared <u>at least 60 days</u> beforehand to insure delivery. • Email NAIL Operations team <ul style="list-style-type: none"> ○ Joe_Morgan@denso-diam.com ○ Jennifer_Marrison@denso-diam.com ○ Ronda_Winn@denso-diam.com ○ Justin_Shirk@denso-diam.com
DENSO NAIL Holiday Notification	<ul style="list-style-type: none"> • When each holiday's route plan is complete, NAIL will distribute adjusted Holiday Schedule to DENSO shippers/receivers 3 weeks prior to holiday. Same notifications will be sent to suppliers on the Monday (2 weeks) prior. • All Shippers/receivers must review holiday schedule and respond with comments. If adjusted schedule is not acceptable to the shipping/receiver party, <u>written communication is required</u>. • NAIL will attempt to accommodate requests, but not all can be granted. • <u>No response</u> is considered acceptance and any failure to comply that results in expedites will become the shipper's responsibility. • If a requested change cannot be granted, it is the shipper's responsibility to insure on-time delivery is made. Options include, but are not limited to: <ul style="list-style-type: none"> ○ Arrange with receiving location to accept early and then request to NAIL for earlier pick-up date. (Earlier pick-up date by NAIL is not guaranteed until confirmed by NAIL operations. If NAIL cannot grant request, try other option.) ○ Arrange an LTL or Expedite shipment at shipper's expense.

CLAIMS REQUIREMENTS

Shipper Requirement	Details
Provide Witness Space	Shipper must provide a space for the driver to inspect shipment and observe loading. Inspection can include pallet count vs. documentation (Bill of Lading, Delivery Order, Commercial Invoice where applicable). Once loaded, driver must be allowed to inspect load and secure shipment using straps, load bars, etc.
Sign for Damage	Upon delivery, receiver must note damage and sign BOL noting damage.
Overweight Charges	<ul style="list-style-type: none"> • Overweight charges that occur at crossdocks are the responsibility of the crossdock. • Should overweight charges occur at the supplier, the driver is responsible for allocations and for weight on the trailer. • If Gross Weight declared on Delivery Order is found to be incorrect by the receiving plant or NAIL cross dock, supplier may be liable for overweight penalty incurred by the driver.
Accurate Pallet Counts	Shipper must provide accurate number of pallets on a truck.
Accurate Bill of Lading (BOL)	Shipper must verify that all information on the Bill of Lading accurately corresponds to the actual shipment.
Photographic Documentation	Shipper must be willing to capture photographs of a shipment upon request.

