Logistics Manual for Suppliers
Transport and Packaging Guidelines for the Supply of Production Materials

Wolfsburg, December 2017 – Version 1.2
Preface

In order to meet the ever increasing challenges of global value chains within the automotive industry, Central Logistics Management (CLM) at Sumitomo Electric Bordnetze SE (henceforth: SEBN) is committed to make an essential contribution to the elimination of supply chain waste potentials and environmental sustainability while simultaneously ensuring the corporate competitiveness.

The product-related variation in production materials and suppliers, complex storage and transport networks in an international environment, as well as the constantly increasing time and costs pressure is resulting compellingly in the definition of requirements for the packaging and transport of raw materials.

SEBN strives to maintain a long-term, successful and partnership-based cooperation with the production material suppliers. For this purpose, however, clear and binding regulations must be taken in order to ensure smooth processes for the own production supply. Accordingly, this directive should be understood as a central part of the contractual relationship.

In the interest of continuous improvement, SEBN reserves the right to demand changes in the supplier’s processes as well as to update respective specifications and requirements.

We would like to thank you for your cooperation.

Wolfsburg, December 2017

signed Uwe Miess
Head of Central Logistics Management
Transport and Packaging Guidelines for Production Material Suppliers

Central Logistics Management | Version 1.2 | Date: 05.12.2017

## Protocol of amendment

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List of abbreviations

ABD       Export accompanying document (Ausfuhrbegleitdokument)
CLM       Central Logistics Management
CPU       Central Purchasing
EXW       Ex Works
FCA       Free Carrier
GLT       Large load carrier (Großladungsträger)
KLT       Small load carrier (Kleinladungsträger)
Idm       Loading meter
LSP       Logistics Service Provider
MOQ       Minimum Order Quantity
MRN       Moving Reference Number
SEBN      Sumitomo Electric Bordnetze
VDA       Association of Automotive Industry (Verband der Automobilindustrie)
VPE       Packaging Unit (Verpackungseinheit)

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1 General

1.1 Purpose and background
This letter serves as a specification sheet of SEBN Central Logistics Management concerning the delivery and packaging of production materials. Thus, it is intended to provide certain framework conditions and standardized guidelines to suppliers. Therefore, the suppliers are called upon to comply with the directives laid down in this manual, to implement them in the operational logistics processes and, in addition, to communicate any deviations at an early stage.

As a matter of principle, the packaging for each purchased part must already be agreed at the time of the nomination or respectively the contract agreement between SEBN and the supplier in order to meet the standards and requirements for packaging as part of the delivery process. Ideally, the packaging unit (VPE) should be based on standardized quantity calls and binding minimum order quantities (MOQ) with SEBN in terms of dimensioning, quantity and weight.

Primarily, these guidelines refer to the most common form of one-way packaging. In principle, the implementation of procurement processes by means of reusable packaging is desired; but subject to individual coordination with the suppliers with regard to the provision and defined circulation and stock quantity of containers. Suppliers packaging, which exhibit material-related deviations to the underlying specifications (e.g. cable drums) and thus, are not completely compatible with the requirements, are again subject to individual coordination with Central Logistics Management. The described instructions and requirements for packaging and loading units should be understood independent of the respective INCOTERM regulation or transport type.

SEBN Central Logistics Management will not accept any other customary agreement with individual reception plants beyond the content of these guidelines. Inquiries about points of this kind as well as general questions, remarks or requests for packaging and transport topics are needed to be addressed to the SEBN Central Logistics Management department via supplier.packaging@sebn.com.
1.2 Scope of application

The transport and packaging guidelines are applicable to the following locations of the SEBN Group that are relevant in terms of direct raw materials supply:

**SE Bordnetze Polska Sp. z o.o.**
Walczaka 25
66-400 Gorzów Wlkp.
Poland

**SE Bordnetze - Slovakia s.r.o.**
Na Priehon 50
94905 Nitra
Slovakia

**SE Bordnetze - Bulgaria E00D**
Industrialna Zona 18
8400 Karnobat
Bulgaria

**SE Bordnetze - Bulgaria E00D**
Brusnensko Chaussee 13
3100 Mezdra
Bulgaria

**SE Bordnetze s.r.l.**
Lunca Grofului, DN6
327055 Buchin
Romania

**SE Bordnetze - Ukraine T0V**
15 Kvitnya 7, Baykivtci
47711 Ternopil
Ukraine

**SE Bordnetze - Morocco S.A.R.L.**
Lot 32 - Zone Franche de Tanger
90090 Tanger
Morocco

**SE Bordnetze - Tunisia S.A.R.L.**
Zone Industrielle de El Itryah
8117 El Itryah
Tunisia

**SE Bordnetze - Mexico S.A. de C.V**
Via corta Santa Ana Chiutempan-Puebla
90860 Acuamanala, Tlaxcala
Mexico
1.3 Definition of terms

Within the scope of the present transport and packaging guidelines, the following conceptions are needed be defined:

**Packaging unit**
- a single package that compiles parts of a SEBN article number (e.g. cartons or containers); alternatively: charge carriers

**One-way packaging**
- packaging which is only used for a single delivery and is disposed of by the receiving factory

**Re-usable packaging**
- packaging which can be used several times and is thus regulated by an empties cycle

**Packaging aids**
- material that secures parts within a package and protects against quality degradation

**Loading unit**
- summary of several packaging units to form a transportable unit (for example cartons on Euro pallet)

**Transport securing**
- aids for securing one or more loading units during transport

**Stackability**
- possibility of stacking several packaging and / or loading units without damage on top of each other

**Packaging data sheet**
- agreement and approval for the use of supplier packaging

**Packaging quantity**
- the optimum quantity of each article, determined per packaging unit and delivery unit
2 Packaging units

2.1 Packaging functions

The production materials to be delivered to SEBN must be packed in a single-use packaging, which has been pre-defined and SEBN-approved, as long as no further special regulations are laid down. The adjusted, optimal filling quantity of the articles per packing unit must be observed. Over- and under-deliveries at the packaging unit level can only be carried out under an explicit coordination with the respective receiving plant. In addition, the supplier packaging must fulfill the following functions:

- **Protective function**: The packaging must guarantee a delivery of the parts without any loss in quality, i.e. protection against physical damage must be ensured during the transport process (with sufficient stability for a maximized stack height) or against environmental damage.

- **Storage function**: The packaging must ensure an optimum use of the storage space by means of standardized dimensions and ensuring adequate stacking capacity. For this purpose, an optimized conformity of the packaging units with the corresponding loading units (pallets) must be provided as well.

- **Transport function**: The packaging must ensure optimal use of the transport space by means of standardized dimensions and ensuring adequate stacking capacity. For this purpose, an optimized conformity of the packaging units with the corresponding loading units (pallets) must also be provided as well.

- **Manipulation function**: The packaging must facilitate the combination of individual packages as well as the handling at delivery for separate SEBN locations.

- **Information function**: The packaging must be characterized in terms of order compilation and processing (by labels) as well as the identification of transport-relevant factors (e.g. fragility or load-bearing force).

Concrete – non-agreed – deviations with regard to the packaging functionality pre-defined by SEBN lead to a cost acceptance or invoicing of an appropriate proportion of any additional costs incurred by the supplier.
2.2 Packaging requirements

The statutory provisions on occupational safety and environmental protection apply to all suppliers’ packaging types. This results in the need for recyclability (i.e. no composites) for the one-way packaging. The respective disposal will be carried out by the recipient plant of SEBN. The supplier is obliged to design his packaging units in conformity with the recognized rules of technology in order to be able to secure a corresponding load securing according to § 22 (1) Cargo StVO of the freight forwarder. Furthermore, packaging, especially with regard to long-distance and sea-freight transports, should be optimally prepared for potential transport complications. Accordingly, SEBN insists on equipping the used packaging with adequate securing aids, such as edge protection angles or stretch films, as required.

The packaging must be sufficiently stable to ensure the protection of the material. If this requirement is not met, the supplier is encouraged to produce quality reports (e.g. 8D) at the request of SEBN in order to offer optimized solutions and implement these in accordance with a new agreement. SEBN will record these incidents as logistical complaints in the internal supplier assessment and, if necessary, check the implementation of the optimization measures as part of supplier audits.

2.2.1 Packaging materials

With regard to the selection of the packaging materials, the following criteria or permissible materials per packaging type must be observed:

- **Paper/cardboard**
  - marking with RESY symbol
  - (for further quality requirements, cf. section 2.2.2)

- **Plastic**
  - generally: PE, PP, PS, PET
  - foil: PE; foam: PE, PP, PS

- **Strapping tapes**
  - PP, PET

- **Corrosion protection**
  - VCI paper (usable with regular paper)

- **Wood**
  - Solid, ply and compressed wood (ensuring the application of the regulation (EU) no. 995/2010)

- **Pallets**
  - IPPC standard ISPM 15 for export in third countries
2.2.2 Packaging quality
In the case of corrugated one-way packaging, care must be taken to use an at least double-wall construction of the cardboard. There are the following distinguishing features, which must be considered:

- Single-wall: E-wave (2 mm carton width), B-wave (3 mm), C-wave (4 mm)
- Double-wall: e.g. BE-wave (5 mm carton width) oder BC-wave (7 mm)
- Triple-wall: e.g. CAA-wave (14 mm carton width)

![Wave concepts for cardboard packages](image)

2.2.3 Packaging dimensions
In order to guarantee continuous standardization across different material groups, the packaging units must be in compatibility with the basic dimensions of 1200 x 800 mm of the standard loading unit of a euro pallet. Therefore, only the use of following packaging dimension bases (including cartons with the basic dimensions of 1200 x 800 mm with a tolerance of max. -5%) are permitted:

- **800 x 600 mm** (2x per pallet layer) with a tolerance of -40 and -30 mm
- **600 x 400 mm** (4x per pallet layer) with a tolerance of -30 and -20 mm
- **400 x 300 mm** (8x per pallet layer) with a tolerance of -20 and -15 mm
- **300 x 200 mm** (per pallet layer) with a tolerance of -15 and -10 mm

Material- and / or load-unit-related deviations are only permitted as subject to an explicit agreement with the SEBN headquarter (Purchasing and Logistics). In these cases, the supplier is encouraged to produce a packaging data sheet for the plausibility check of the packaging used and to send it to SEBN immediately after receiving the transport and packaging guidelines. Regarding the packaging unit height, a rational and volume-optimized compatibility with the maximum height limitation of the total charging unit (cf. section 3.2) of 1.20m must be guaranteed.
A further particularity is linked to the packaging of goods delivered to the overseas destination in Mexico (SEBN MX) by sea-freight transport. Here, SEBN recommends an adjustment of the loading means or pallets to the more restrictive width limits of 20’, 40’ or 45’ HC ISO containers (inner dimension: approx. 2.35m), provided that the respective packaging units are fitted with a corresponding double compatibility in order to ensure simultaneous use on the euro and container pallet within the limits of the packaging units tolerances.

As an optimized solution for the use of container pallets, INKA pallets of type F76 (basic dimensions: 1140 x 760 mm, dynamic load capacity of approx. 1,250kg) are recommended. SEBN declares its willingness to cover the handling of the additional expenses on the supplier's supply side by means of a partial cost transfer after a corresponding bilateral agreement.

2.2.4 Packaging weight
The maximum weight per packaging unit is 30kg. Charging units or pallets must not exceed a total weight of 1,200kg.

2.2.5 Packaging labelling
Packing units must be labeled with individual VDA labels (as of 4902 version 4). The labels should be clearly visible from the outside on the front or the longitudinal side, whereby the outer contour of the packaging must not be exceeded. The quality condition of the label against environmental influences and transport stress is to be selected in such a way that the goods hanger is machine-readable at the delivery point. In addition, labeling of the corresponding packaging features according to ISO 7000 is necessary.

Figure 2: Correct affixing of VDA labels
2.3 Packaging change

In the case of a packaging change, which is either prescribed by SEBN or initiated by the supplier, the data must be recorded and mutually approved in a packaging data sheet. A request for a packaging change must be addressed to supplier.packaging@sebn.com.

The rough procedure for a packaging change process as well as the necessary interaction steps between central and plant logistics, central purchasing and supplier are outlined below. In the case of a packaging change request initiated by the supplier, the first two process steps can be ignored.

Depending on the individual case, the process sequence can be individually varied. The Central Logistics Management (CLM) contacts naturally declare their willingness to support the suppliers in the context of the change process with experience reports, analysis exchanges and logistical workshops.
3 Loading units

3.1 Stackability
The load and stacking capacity must be visible on the packaging. In principle, the total bundles or loading units must be at least two-times stackable (staple factor of 1+1) and thus, be designed according to their quality, shape and volume. Basically, the total height of the loading unit or pallet can vary but may only have a maximum height of 1.20m. If a stacking factor of 1+2 (triple stacking) can be ensured, a maximum total height of 0.95m per pallet is desired.

![Figure 4: Proper stacking of pallets](image)

In individual cases, material-related deviations with regard to stackability can be accepted. However, these must be communicated to the SEBN Head Office (Purchasing and Logistics) immediately upon receipt of the transport and packaging guidelines, with the request for release.

3.2 Transport securing
For the transport protection and stabilization of the pallets, edge protection angles and re-strapping tapes (made of plastic) should be used as well as the packaging units and pallets should be secured using stretch film or shrink sleeves.

Furthermore, it is possible to use consolidation packages in the form of pallet containers (cf. section 4.1 and figure 5), which combine several small consignments. This charging unit form can, in certain cases, be carried out in consultation with SEBN and can be implemented via an appropriate cost acceptance by the receiving unit.
3.3 Layer formation

Generally, SEBN is enforcing its suppliers to load exclusively fully accomplished layers on a pallet which is aligned with the respective edges. If this is not possible due to the dimensioning of the packaging unit, the supplier is requested to use edge protection angles at the edges or close the space between the packaging units with filling material. Accordingly, the packaging requirements with regard to dimensioning (cf. section 2.2) must be strictly followed. Individual packing units above the finished layers of a pallet are prohibited, as this does not ensure the stackability of the pallets. Packaging which is not stackable due to the material nature must be explicitly marked.

If the uppermost pallet layer can’t be loaded flush or unloaded due to missing packaging units, SEBN asks the supplier to undertake an appropriate communication with the receiving plant for the purpose of matching a potential quantity completion. If this can’t be ensured, empty packaging units should be used to fully utilize the pallet layer in certain cases (if a pre-coordinated minimum utilization of the pallet position is already present). These cartons should be appropriately labeled (e.g. as "empty"). However, a use of empty cartons requires, first a clarification of the cost acceptance and release of the appropriate receiving plant. Mixed pallets with different items per pallet are also needed to be clearly marked (e.g. as "mixed"). Pallets, on which deliveries with different receivers of SEBN are packed, are not accepted.
In order to ensure a more smooth process for automated generation of fully utilized pallet layers, it is advisable to implement a largely standardized order behavior. For this purpose, the SEBN Central Logistics department needs the specific information on the number of pieces per package and the number of pieces per layer (based on the respective number of packages per fully utilized layer). On the basis of these data, it is possible to fix the binding order quantities of the receivers for specifically selected articles ("runners") on the basis of layer-equivalent quantities. This data is queried at controlled intervals at the supplier in order to guarantee continuous data correctness.

3.4 Labelling of loading units
In addition to the actual packaging labeling with VDA labels (cf. section 2.2.5), an explicit identification of the loading units with shipping labels at the delivery level is required as well. For this purpose, SEBN provides the concrete statement that these labels must be generated automatically in the shipment notification process in the transport management tool “Perform” of the current transport service provider Meyer & Meyer. In this case, the transport label is needed to be visible from the outside and has to be mounted on a corresponding outer side of the loading unit without any damage. In this case, consignments comprising a plurality of loading units or pallets are in any case defined by the notification process with the corresponding identification (as "Colli 1/x").

The actual instructions for dispatch notification and label production can be found in the current "Suppliers Manual" (in the currently valid version, available as a download via www.performpaket.de) for the transport management tool "Perform" by the freight forwarder Meyer & Meyer.
4 Alternative packaging concepts

4.1 Consolidation packaging

Temporary unbalanced orders of a SEBN plant, which can be owed to external factors such as production fluctuations, often result in unbalanced picking and delivery of ready-to-ship items at the supplier. This in turn leads to wastes in the volume utilization (both in the storage and transport processes of the materials). In order to counteract this effect, SEBN asks suppliers to use consolidation or outer packaging (for example in the form of pallet containers with a maximum height of 1.20m) and to collect individual packages therein.

Alternatively, several consignments containing irregularly ordered articles (for example, classified as "exotics" within the framework of an ABC-XYZ analysis) can also be consolidated in a transport packaging. Furthermore, there is a need for consolidation or outer packaging in cases where an increased security is required for the stackability of the goods. For reasons of economic profitability and the environment safety, however, it is necessary to make a concrete regulation with the corresponding receiving facility or SEBN headquarters with regard to the minimum filling level of the consolidation packaging used.

Figure 7: Exemplary illustration of pallet containers

SEBN offers to provide already developed concepts (optional with loading flap and lid) and packaging manufacturers as well as to regulate the use of these outer packaging via order-related costs.
4.2 KLT carton

As an alternative concept for one-way packaging units of production materials, SEBN recommends corrugated cardboard boxes in the KLT standard. These are available in equivalence to the values of the known VDA-KLT and can be distinguished terminologically (with indication of the respective internal dimensions) as follows:

- **15 1740** (260 x 162 x 125 mm) in equivalence to R-KLT 3215 / RL-KLT 3147
- **15 1741** (360 x 260 x 125 mm) in equivalence to R-KLT 4315 / RL-KLT 4147
- **15 1742** (360 x 260 x 260 mm) in equivalence to R-KLT 4329 / RL-KLT 4280
- **15 1743** (560 x 360 x 260 mm) in equivalence to R-KLT 6429 / RL-KLT 6280
- **15 1744** (560 x 360 x 125 mm) in equivalence to R-KLT 6415 / RL-KLT 6147

The use of KLT cartons is approved by the OEM Volkswagen AG Group Logistics and is served primarily as an alternative type of alternative packaging in case of missing empties. By means of the relevant procedure instructions "Cardboard Totes: Directions for Purchasing and Application" (in the currently valid version) the certification is authorized in equivalence to the above-mentioned KLT standards and the quality of the packaging is assured.

Figure 8: Exemplary illustration of KLT cartboards

The implementation of a packaging change to KLT cartons as a primary delivery form is preferred by SEBN, as both dimensional and quality standards can be guaranteed. For the respective suppliers, a comprehensive packaging change has also proved successful in the long term due to the increased process, storage and transport security.
In the case of an individual packaging change to be coordinated with the respective supplier, the general packaging change approach (cf. section 2.3) needs to be followed. For an implementation of the packaging change, SEBN offers its suppliers to provide a contact to authorized packing manufacturers of KLT cartons by request to supplier.packaging@sebn.com.

4.3 Re-usable packaging

In the sense of continuous optimization of the logistics processes, SEBN is principally interested in obtaining production materials in reusable packaging. In this context, VDA-standard small (KLT) as well as large charge carriers (GLT) can be taken into account. Accordingly, it is possible at any time to include change projects with the suppliers. In turn, these are asked to support SEBN in re-structuring processes (e.g. in container selection or packing and transport tests).

In each case, in consultation with the respective responsible persons on the supply side, the respective circulation days and stock level of containers should be defined for each individual case, according to the following process steps:

- Empty stock in the delivery plant
- Production stock in the delivery plant
- Full stock in the delivery plant
- (Transport to LSP warehouse)
- (Re-transport to delivery plant)
- (Full stock in LSP warehouse)
- (Empty stock in LSP warehouse)
- Transport to SEBN recipient plant
- Re-transport of empties to delivery plant
- Full stock in SEBN recipient plant
5 Transport management

5.1 Notification of shipments

5.1.1 General
SEBN follows the approach of steering and managing all consignments through a holistic transport management tool. Suppliers who advice consignments based on the INCOTERMs of EXW or FCA to pick up are therefore obliged to comply with the respective conditions of the LSP Meyer & Meyer, which is used extensively. These requirements primarily relate to the proper use of the "Perform" transport management tool, which is the basis for the correct notification of the deliveries, the provision of the corresponding delivery documents and the additional labeling of the delivery. The suppliers are consequently requested to create standardized labels from “Perform” and to attach them visually per load unit or pallet (cf. section 3.4). The following information should be provided to create a transport request:

- Date and place of pick-up
- Reference (delivery note number)
- Receiver and unloading station
- Number of packages and loading units
- Weight and dimensions
- Information on stackability
- Information about possible hazardous goods
- If necessary: indication of the UN number and substance name according to ADR
- Pick-up reference of the supplier
- In case of export to a third country: exhibitor, export declaration, value of goods and MRN number or information on who is responsible for the export declaration
- Copy of the delivery note

The relevant detailed information can be found in the "Manual for Suppliers“ (available as a download via www.performpaket.de), which on request can also be sent to the supplier via supplier.packaging@sebn.com.
5.1.2 Packaging relevant specifications

In the context of a desired increased degree of automation and standardization for a quicker and more miscalculated handling of the operational transport logistics, the central transport management tool coordinates the shipment orders, route planning and loading area registration with regional freight forwarders based on the data input of the suppliers. Accordingly, a very conscientious and careful application or information provision of the transport order preparation is necessary in order to be able to guarantee a smooth process and the claim to the partnership-based cooperation in terms of cost and environmental pollution reduction.

Since a consignment can consist of several packs or loaders and thus, these can have a direct influence on the loading area to be advised, special packaging-specific characteristics must be considered at the time of the registration. The supplier is requested by the system to provide information on the weight, dimensions and stackability of the consignment. SEBN encourages suppliers to ensure that these data are entered correctly and checked for plausibility. With regard to the transmission of the message, particular attention must be paid here to the fact that consignments which have a plurality of identical loaders (in respect of dimensions, weight and stackability) must be consolidated and indicated with the total number of loaders or pallets. Accordingly, the system automatically calculates the loading area or halves it accordingly, if the consignment is declared as stackable.

![Diagram: Exemplary calculation of loading area reservation](image)

**Figure 9: Exemplary calculation of loading area reservation**
5.2 Shipping documents

5.2.1 Shipping order
The shipping order or freight note shall be completed in accordance with the VDA 4922 standard. In the context of the shipment notification, however, an upload of the forwarding order is optional and falls under the category of "others".

5.2.2 Delivery note
A delivery note is compulsorily required for the collection of the supplier materials in the goods receipt of the respective SEBN receiving plant, since this clearly describes the shipment reference. The suppliers are needed to consider the following:

A) In the case of dispatch via parcel service, the delivery note must be delivered in duplicate in corresponding cases on the outside of the associated parcels.

B) In the case of shipment via freight forwarder, the delivery note must be handed over to the carrier with the freight documents. It must, of course, be ensured that each pack piece is nevertheless clearly identifiable from the outside with SEBN article and order number and content volume as well as with an additional delivery note. The delivery license at the package should be replaced by a VDA product trailer.

According to DIN 4991, at least the following must be stated on the delivery notes:

- Order number as reference to which the delivery note refers
- Delivery note number and date
- Sender and recipient

Depending on the delivery note position, details of the SEBN article number, delivery quantity with unit of measure, net weight of the delivered quantity as well as number of packages should be made.

The delivery note is compulsory to be uploaded within the scope of the shipment notification and serves as a concrete reference for the physical collection on the spot using the number.
5.2.3 Export accompanying document

An export declaration is necessary for consignments to third countries. This requires an export accompanying document (ABD), which must be uploaded together with the commercial invoice in the transport portal. The Moving Reference Number (MRN) of the corresponding export declaration must also be entered with the goods value.

Based on the desired partnership, SEBN asks suppliers to issue or upload export documentation for shipments with a value of less than €1,000, even if the legal provision does not provide for such cases. This often leads to a subsequent document creation which proves to be very time-consuming and cost-intensive and possibly leads to a return transport of the goods. If the supplier does not have the option to implement this requirement, the document preparation is to be arranged by the freight forwarder Meyer & Meyer within the framework of the sender notification.

5.3 Load securing

Pursuant to Section 22 of the Road Traffic Regulations and Section 412 HGB, all persons (drivers, shippers, consignors, freight carriers) involved in loading, both directly or indirectly, are responsible for ensuring proper load securing. In addition to the legal requirements, the VDI guideline 2700 is to be observed with indications for the safe handling of traffic on road vehicles.
6 Deviations

The guidelines described in this guideline apply in principle. Deviations must be submitted to the approval at an early stage and agreed with SEBN. If this guideline is not complied with, or if deviations are not released, the supplier is given a logistical complaint asking him to take corrective actions. Complaints are included in the supplier assessments.

In the case of gross deviations, the acceptance of goods may be refused. The supplier (e.g. additional transport, re-packaging, handling, waste disposal, quality degradation due to inadequate or contaminated packaging) will bear the costs of additional expenses for unauthorized deviations.

7 Contacts

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