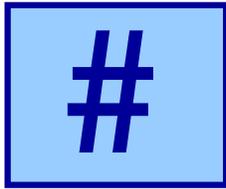


We have looked at labeling and containerization for material shipped to Delphi Electronics & Safety, now let's review how to correctly transport it to us.

DELPHI

Transportation Goal

- ◆ To deliver quality products in the most cost effective manner possible
- ◆ In turn, the distribution of material must be provided in the required quantity at the required place and time



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Supplier Training

These are the three major goals for transportation. Delphi-E&S expects to:

- Receive the required quantity
- Receive the material at the required location
- Receive the material at the required time

DELPHI

Transportation Characteristics

- ◆ Support required shipment frequencies
- ◆ Emphasize total cost focus
- ◆ Implement scheduled pickup and scheduled delivery windows
 - Supplier is responsible for:
 - » establishing a pickup window with a Delphi-E&S designated carrier
 - » ensuring that required materials are available for pickup at the prescheduled time
- ◆ Ensure carrier picks up and delivers according to prescheduled windows
- ◆ Optimize transit time
- ◆ Simplify paper work, audit, and payment process

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Supplier Training

These are the transportation characteristics. Ensure that you understand the supplier's responsibilities concerning pick-ups and deliveries.

DELPHI

Transportation Requirements

- ◆ Delphi-E&S Transportation determines carrier
 - Supplier must use this carrier every time
 - If shipping premium, see expedited shipments on page 6
 - Delphi E&S Transportation uses Ryder Logistics as our 3PL to analyze and issue routings.
- ◆ If shipping weight changes significantly, contact the Delphi-E&S Transportation Specialist to re-route normal carrier
- ◆ All shipments for the same DMS Location (DLOC on label) should be tendered as a single shipment with one carrier freight bill number
- ◆ If multiple Bills of Lading are necessary, create a Master Bill of Lading
- ◆ May combine shipments for the same DMS Location (DLOC on label) on a pallet

4

Supplier Training

If the shipment is 150 lbs or under, use the preferred small package carrier. If the shipment is over 150 lbs, use the preferred ground carrier.

If the shipping weight changes, this may change transportation mode, frequency, and may increase cost; therefore, suppliers must contact the Delphi-E&S Transportation Specialist before shipping.

DELPHI

Expedited Shipments

- ◆ Expedited shipments on behalf of Supplier
 - Supplier may determine carrier
 - » Carrier must be reliable and must meet the required delivery date and time
 - » Supplier must pre-pay freight charges for material for which they are responsible

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Supplier Training

There are two types of expedited shipments. The first type is expedited shipments on behalf of the supplier. In this case, the supplier may determine the carrier following the guidelines given above.

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Expedited Shipments

- ◆ Expedited shipments on behalf of Delphi-E&S
 - Delphi-E&S Transportation determines carrier
 - Material must be shipped freight collect to Delphi-E&S
 - Production Control Contact will provide to the supplier a Premium authorization number (PTA) and the appropriate carrier and mode. If the supplier ships premium freight without this number the supplier is responsible for paying for the premium.

PTA document

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Supplier Training

The second type of expedited shipment is on behalf of Delphi-E&S. In this case, the guidelines above will be followed.

DELPHI

Premium Transportation Authorization

- ◆ Delphi-E&S Production Control Contact assigns PTA Number to shipment
- ◆ Supplier requests PTA Number from Production Control Contact, on shipments that are collect to Delphi
 - If no PTA Number is given or received, Supplier will be charged back for shipment
 - We use a Premium Manager but supplier must go through us to get the PTA

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Supplier Training

The information above explains the process for assigning PTA numbers.

DELPHI

Premium Transportation Instructions

- ◆ Origin
 - Company name
 - Street address
 - City, State, Zip Code
 - Contact name and phone number
 - Dock Hours
- ◆ Destination
 - Contact name and phone number
 - SAP Plant Code and PBU
- ◆ Hazardous Material Designation
- ◆ Reason Premium is Needed

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Supplier Training

The information shown above must be determined on premium transportation shipments.

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Premium Transportation Instructions

- ◆ Number of:
 - Pieces, Boxes or Containers
 - Total weight
 - Dimensions
- ◆ Availability Time
 - At origin
- ◆ Need Time
 - At destination
- ◆ PTA Number
- ◆ Carrier's Name and PRO Number or Tracking Number

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Supplier Training

The information shown above must be determined on premium transportation shipments.

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Transportation Requirements

- ◆ All shipments for the same DMS Location (DLOC on label) should be tendered as a single shipment with one carrier freight bill number
- ◆ If multiple Bills of Lading are necessary, create a Master Bill of Lading
- ◆ May combine shipments for the same DMS Location (DLOC on label) on a pallet

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Supplier Training

If possible, a Master Bill of Lading should be created for multiple Bills of Lading.

DELPHI

Domestic Routing Document

- ◆ A specific routing document will be provided to each supplier shipping into a Delphi facility that identifies the carrier assigned.
 - Contact Scott Marschand or Greg Warnock for routings.
 - » Scott Marschand
scott.e.marschand@delphi.com
+1 765 451 3502
 - » Greg Warnock
greg.w.warnock@delphi.com
+1 765 451 3527

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Supplier Training

This is an example of the Routed Carrier Matrix for domestic shipments. This matrix is used to determine the correct carrier. A copy of this matrix is included in the *Appendix* section of this training.

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**International
Routed Carrier Matrix**

International Carrier Routings Delphi Automotive Freight Forwarders	
Lanes	Carrier
USA from/to Europe	Panalpina
USA from/to South America	Panalpina
USA from/to Asia Pacific	DHL Danzas Air & Ocean*
* DHL Express can be used for all (international only) shipments of 70 pounds or less to/from all locations	

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Supplier Training

This is the Routed Carrier Matrix for International shipments. Refer to the Routed Carrier Matrix letter in the *Forms and Information* section of the *Appendix* for contact information.

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Questions and Answers

If you have additional questions regarding SAP after the training session, please contact the Delphi Electronics & Safety SAP Support Team:
delco.vega.support.kokomo@delphi.com

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Supplier Training