



Logistics Agreement

(valid for planned material supplies and single orders)

agreed upon
 between
 (following "customer")
 and

 (following "supplier")

Version: 2013-03-01

Nr.	Element	Description	Resp.	Parameter	Unit	Comment
1	Capacity / Flexibility	Agreed Range of Capacity	Standard	Year ± Quarter ± Month ±		
2	Forecast on supply quantity	Forecast Timeframe Revision Forecast Forwarding by Customer Order confirmation/deadline Objection period/deadline Advanced Shipping Notice (ASN)	Standard		Month Calendar day Medium h h y / n	
3	Division of scheduling agreement	Timeframe of scheduling agreement Smallest possible order/delivery quantity Forwarding of scheduling when agreement how	Plant		Month Calendar day Medium	
4	Delivery dates	Daily dates Information Obligation if Quantity/Time Deviations Permissibility of Advance Delivery Delivery Cycle	Plant		Calendar day Calendar day Calendar day Calendar day	
5	Quantity consistency	Permitted Quantity Deviations by Supplier	Standard		%	
6	Changes to orders and scheduled delivery quantities (Definition of materials in accordance with appendix ___ of logistics agreement)	A-Materials	Plant			Based on ABC/XYZ-Analysis an appropriate way of supply has to be defined for each material cluster
		B-Materials				
		C-Materials				
		Cluster Materials ¹				
		Materials with Useful Raw Material Structure ²				
		New Production				
Special Material						
7	Delivery Performance	Date Reliability (LZ1) Quantity Reliability (LZ2) Logistics complaints (LZ3)	Standard		% % no.	



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Nr.	Element	Description	Resp.	Parameter	Unit	Comment
8	Inventory Management	Consignment Warehouse Minimum Stock of Supplier VMI (vendor managed inventory)	Standard			
9	Commitment	on minimum stock agreements on discontinued production at customer	Standard		Month Month	
10	Packaging and Transportation	Packaging Unit Material Identification Transportation	Standard			
11	Incoterms		Standard			according to general agreement
12	Organization and Contact Persons	Supplier Schaeffler Shipping Business hours incoming goods department (regulation by timeslots)	Plant			
13	Miscellaneous					

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 Date Signature

 Date Signature

Supplier

 Date Signature

 Date Signature

- 1. C-Materials, manufactured as variant of an A- or B-Material
- 2. C-Material, using raw materials of A- or B-Material