

DENSO	Production Control Supplier Manual POLICIES AND GUIDELINES	DATE ISSUED 03/02/99	Control Number ORD-001
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LEVEL/SECTION ORDERING	TITLE DWOS OVERVIEW
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PURPOSE

To describe DMMI's Domestic Weekly Ordering System (DWOS) for components and a-parts.

KEY ITEMS:

ITEM	DETAIL/TIMING
Order Issue Frequency	Weekly
Term (time period)	16 Weeks, see below
Transmission of order	EDI, Fax
Tracking of order	Manifest Numbers

Week	Firm	FC	FC	FC	FC	FC	FC	FC	FC	FC	FC	FC	FC	FC	FC	FC
W	W+1	W+2	W+3	W+4	W+5	W+6	W+7	W+8	W+9	W+10	W+11	W+12	W+13	W+14	W+15	W+16

FC = Forecast

DEFINITION OF DWOS TERMS

Material Release

A document that communicates firm orders and forecasts for component and a-parts.

Manifest

A document that communicates firm orders by truckload for component and a-parts.

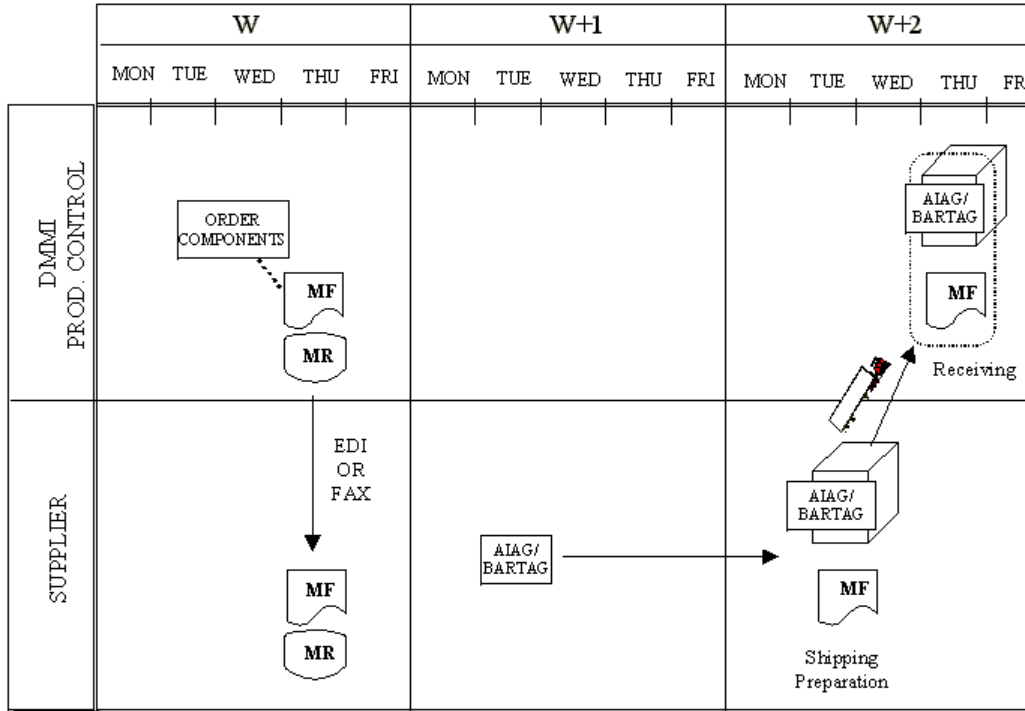
Firm Order

The DMMI product requirement, as indicated on the manifest. The firm order can only be changed with a supplement. The firm order period can range from one to three weeks (signified above as week W+1).

Forecast

An estimated DMMI future order based on projected customer requirements. Forecasts may change weekly (signified above as W+2 - W+16).

NORMAL OPERATION SUMMARY



EXAMPLE	
Order cycle: Weekly	Fin. Release: Thursday (W)
Fin. period: 2 weeks	Delivery schedule: Thursdays
Forecast: 15 weeks	