



October 5, 2017

RE: United States Import Requirements

Dear Oshkosh Corporation Supplier,

Oshkosh Corporation, and its wholly owned subsidiaries (herein referred to as Oshkosh Corporation) require that their foreign suppliers (inclusive of Canada and Mexico) abide by the rules and regulations of the United States Customs and Border Protection (USCBP) to ensure our continued compliance. As such; this letter outlines the baseline requirements, you, as a supplier to Oshkosh Corporation, must institute to ensure penalties will not be assessed to Oshkosh Corporation and that the merchandise you are shipping to our US locations does not get seized by USCBP.

**Please Note:** *If you need direction on how you should ship product to the US, please reference our [International Routing Guide](#).*

### Commercial Invoice Requirements

All commercial invoices that accompany international shipments must have the following datasets in **English** within its contents

- Name and address of the shipper
- Name and address of the “Sold to” party/purchaser
- Name and address of the “Ship to” party/consignee
- Detailed description of the merchandise
- Oshkosh Corporation part numbers
- Oshkosh Corporation purchase order number
- Invoice number that is identical to the billing invoice number
- Marks and numbers of the packages
- Quantity
- Weight (or an accompanying packing list)
- Value
- Currency
- Country of Origin per line item, if different
- Terms of sale (Incoterm)
- Reason for shipment (sale, return for credit, damage, etc.)
- Packing costs (if not already built into the cost of goods sold)
- Discounts
- ISPM 15 certification statement

### Country of Origin

All goods imported in to the United States must be permanently, indelibly, and legibly marked with their respective country of origin. The mark must be the country’s complete name in the English language (19 CFR Part 134). Oshkosh Corporation has two scenarios relative to this marking requirement.

- Goods that are to be used by Oshkosh Corporation in manufacturing operations
  - The foreign supplier must mark the outermost shipping container with its content’s country of origin
- Goods that are imported exclusively for aftermarket sale
  - The foreign supplier must either mark the article itself or the individual saleable package containing the article



To determine which of the above requirements pertains to the shipments you are shipping to the United States, the following general rule of thumb can be utilized. Any shipment destined to Oshkosh Corporation's service or distribution centers should be considered "exclusively for aftermarket sale." As such all imported items shipped to these locations must either be marked with its country of origin on the part itself or on its saleable package.

### **ISPM 15 Solid-Wood Packing Requirements (SWPM)**

Pursuant to 7 CFR § 319.40-3, all shipments from international origins must comply with the International Standards for Phytosanitary Measures (ISPM) 15 if they contain any non-exempt, solid-wood packaging material. Specific regulations concerning the requirements can be found in **Attachment A**.

Any noncompliance with ISPM 15 standards involves USCBP. Starting November 1, 2017, USCBP may issue penalties under Title 19 United States Code (USC) § 1595a (b) or under 19 USC § 1592 to responsible parties who are in receipt of a documented Wood Packing Material violation. Any penalties received from USCBP by Oshkosh Corporation will be immediately billed back to the responsible supplier.

### **10+2 / Importer Security Filing (ISF) Compliance**

As of July 9<sup>th</sup>, 2013, USCBP requires that all importers of merchandise via ocean vessels must submit an ISF at least 24 hours **PRIOR** to lading of the goods onto the export vessel. This filing requires importers to submit 10 different data elements according to the above pre-defined timeframe otherwise they will be subject to a \$5,000 penalty and at risk of not receiving their goods in time for production. This being the case, compliance with this mandate both in accuracy and timeliness is an absolute must considering the rippling effects it can have on Oshkosh. In order to comply with this requirement, please complete the [ISF Guide](#) at least **5 business days prior to the vessel sailing**.

### **Notify Party Requirement**

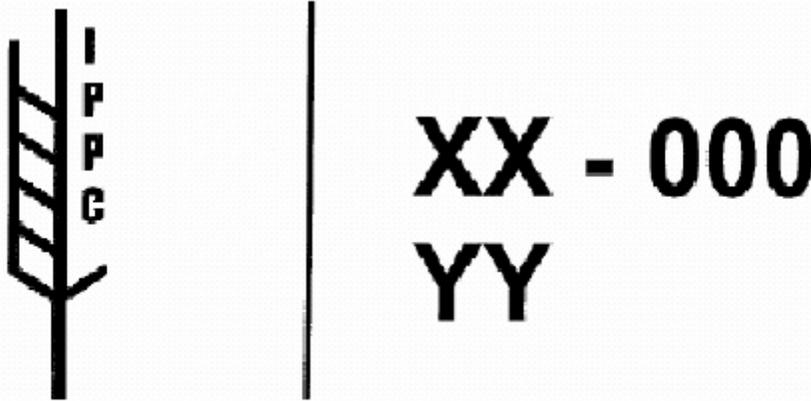
Please reference the International Routing Guide.

Oshkosh Corporation thanks you for your commitment to ensuring our success by implementing the above requirements. If you have any questions about how they affect your business, please do not hesitate to contact our Import Compliance Team via email at [import@oshkoshcorp.com](mailto:import@oshkoshcorp.com).

## Attachment A

### Requirements:

All goods imported into the United States as of September 16, 2005, Animal and Plant Health Inspection Service (APHIS) and U.S. Customs and Border Protection will require compliance with the International Standards for Phytosanitary Measures (ISPM) 15. Oshkosh Corporation requires all indirect and direct suppliers that ship goods in or on solid wood packing materials (SWPM), to be compliant with ISPM 15 standards. These materials include pallets, crates, boxes, and dunnage. In accordance with ISPM 15, the below International Plant Protection Convention (IPPC) mark must be indelibly affixed on **at least two sides** of each SWPM article.



**XX** represents the ISO country code.

**000** represents the unique number assigned by the national plant protection organization.

**YY** represents either HT for heat treatment or MB for methyl bromide fumigation.

SWPM must be marked with the IPPC logo and the two letter ISO code for the country that treated the SWPM. The marking must also include the unique number assigned by the national plant protection organization to the company responsible for ensuring the SWPM was properly treated, and either the abbreviation HT (heat treatment) or MB (methyl bromide – fumigation).

## **Attachment A Cont'd**

Oshkosh Corporation is also requiring each supplier or exporter to make a statement on the commercial invoice or bill of lading/air waybill to the effect that the shipment contains either no solid wood packing materials or that it complies with all ISPM 15 requirements. If the statement certifies that it complies with all ISPM 15 requirements, it must state by what method of treatment it was subject to.

### **Exemptions:**

SWPM made entirely of manufactured wood material (e.g. particle board, plywood, oriented strand board) or SWPM made entirely of thin pieces of wood (6mm or less) is exempted from the treatment and marking requirements.

SWPM arriving directly from Canada will be allowed to enter the United States without the IPPC mark, although it will be inspected for pests. For purposes of enforcement of this exception and absent any acceptable proof to the contrary, US Customs and Border Protection will consider the country of origin of merchandise coming from Canada to be the country of origin of the accompanying wood packing material.

### **General Rule of Thumb:**

If the country of origin of the imported merchandise is anything other than the U.S. or Canada, the wood packing material must depict an IPPC mark. Additionally, a statement must be present on the commercial invoice or bill of lading/air waybill to the effect that the shipment contains either no solid wood packing materials or that it complies with all ISPM 15 requirements.

### **References:**

APHIS factsheet –

[http://www.aphis.usda.gov/publications/plant\\_health/content/printable\\_version/wpmregs12.pdf](http://www.aphis.usda.gov/publications/plant_health/content/printable_version/wpmregs12.pdf)

ISPM 15 Manual - <http://www.ispm15.com/IPPC%20ISPM15%20draft%20Apr%202013.pdf>