Section J: Supplier Product Labeling and Packaging Requirements

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I. INTRODUCTION

SUBJECT
Requirements for packaging and labeling of product sent to Oshkosh Corporation.

SCOPE
This document details the minimum acceptable packaging requirements for purchased components shipped to Oshkosh Corporation facilities. Suppliers not conforming to any guideline in this document are at risk of being assigned a corrective action. Deviation from these requirements must be approved by an Oshkosh Packaging Engineer.

IMPORTANT DEFINITIONS

- In this document the word "shall" indicates a requirement and the word "should" indicates a recommendation.
- Unit load:
  - Any structure that holds the contents or packages shipping
  - Could hold either mixed or single part numbers
  - Is the outer most packaging that the mixed or master label is attached to
  - Shall have a packing list adhered to the outer most packaging
  - Examples include: a pallet with boxes, bulk bin containers, metal racks, wooden crates
- **AIAG** - Automotive Industry Action Group
- **BURST STRENGTH** - The strength of the material, such as corrugated fiberboard, expressed in pounds per square inch.
- **DUNNAGE** - Materials used to support and protect the item(s) during shipment.
- **ISPM** - International Standards for Phytosanitary Measures
- **STANDARD QUANTITY PACK** - A standardized shipping quantity specified by Oshkosh and communicated on the purchase order
- **OVERHANG** - The portion of a container or unit load that exceeds the length or width of a pallet
- **UNDERHANG** - Product shipping on a pallet with significant amount of room yet available on the pallet
- **PHYTOSANITARY** - Concerning the health of plants; especially the freedom from pests requiring quarantine
- **RETURNABLE PACKAGING** - Container and/or dunnage that is used to ship multiple times
- **STRINGER** - The longitudinal portion of the pallet that supports the top and bottom decks.
- **TAG** - A label that is hung from an object, usually with a wire placed through a reinforced eyelet in the label/tag
- **TIER 2** - A company that is outside of providing a service related to the final completion and delivery of a purchased part
II. PACKAGING

QUOTING
Suppliers should quote part cost using both expendable and returnable packaging and record the container size and density assumptions made. If a returnable container alternative is not defined, then the price quoted would simply be the item cost minus the expendable packaging. If multiple parts are intended to be sold as a kit from an aftermarket location, then the individual components of the kit cannot be sent in separate bulk packaging. All components must be pre-kitted into one package and quoted to do so.

- All packaging modifications or new proposals require authorization using the Oshkosh Corporation Packaging Data Sheet. Submit these during quoting to your Oshkosh Purchasing Representative. See example, Attachment 3

- Supplier can use the Test Packaging Hold Form to inform Oshkosh Contact of new packaging arriving for an inspection. See example, Attachment 1

SUPPLIER SHIPPING RESPONSIBILITIES
It is the shipper's responsibility to ensure:

1. Packaging complies with all applicable laws and regulations
2. Shipments are packaged such that the containers and their contents arrive at the destination free from damage
3. Shipments are economically packaged in a manner that minimizes adverse effects on the environment and solid waste
4. Packaged products meet or surpass the minimum Oshkosh Corporation requirements outlined in this document
5. ASN number shall appear on each packing list
6. BOL shall accompany each shipment
7. Invoice line items shall reference Oshkosh Corporation part numbers to be paid
8. Packing lists are:
   a. Attached to every unit load shipped
   b. Attached to every box that is shipped as a single container
   c. Including Oshkosh part number, part description, part revision, total quantity, PO #, PO line #, ship date, supplier name, supplier number. Lot number, pieces per box, # of boxes, and total weight is optional
   d. Accurately identifying all contents of shipping unit
   e. Housed in a durable plastic pouch adhered to the outside of the container
RETURNABLE PACKAGING REQUIREMENTS

The following conditions always exist when returnable packaging is utilized:

- Oshkosh owned returnable packaging shall NOT be used for the shipment or storage of non-Oshkosh owned parts. Disposition of Oshkosh returnable packaging materials is prohibited.

- A supplier shall only ship in a returnable when authorized to do so by Oshkosh Corporation. The returnable containers shall only ship to Oshkosh locations that are designated by the Packaging Engineer or Purchasing Representative.

- An established minimum number of containers are available at the supplier’s location.

- Whenever back-up packaging is used, your Oshkosh Corporation Packaging Engineering or Purchasing Representative shall be notified prior to shipping with an explanation.

- Backup expendable packaging shall be maintained to meet shipments and shall simulate the returnable container, maintaining the same dimensions, function and pack quantity while complying with all expendable packaging requirements.

- Suppliers must notify Oshkosh if containers are returned to the supplier with damages, parts inside, without the full packaging component, or at a lower return than fill rate.

- Suppliers shall not mark directly on any Oshkosh returnable containers.

- The owner, shipper or receiver, is responsible for their own returnable containers. Security deposits are subject to agreement and are valid only with the approval of the appropriate delegated Oshkosh Buyer and the Materials Manager of the receiving location.

- All supplier owned returnable containers must be clearly labeled with the supplier’s name, return address and the supplier’s container identification number.

- Tags and labels should be affixed, and “placards” utilized so that they can be removed with minimal effort. Only the label for the most recent shipment shall remain on the packaging.

- Suppliers who have any obsolete dunnage or containers at their facility should contact their appropriate Purchasing Representative.

OSHKOSH STANDARD-RETURNABLE PACKAGING TYPES (NORTH AMERICA ONLY)

This list is not all-inclusive.

- Small Lot Bins
- Plastic Bulk Bins
- Plastic Corrugated
- Wooden Pallet Collars
- Wooden Crate
- Plastic Pallets
- Custom-Designed Metal Racks
- Wire/Mesh Bulk Bins
- Any Other Agreed Upon Design and Material
Oshkosh Corporation supplies our line side production for most parts in small lot bins. Small lot bins shall be shipped on a standard size pallet in a layer that completely fills the footprint of the pallet. Empty bins may be used to fill voids if needed.

### Small-lot Bins
**Maximum Weight: 35 lbs.**

<table>
<thead>
<tr>
<th>Description</th>
<th>C0001</th>
<th>C0002</th>
<th>C0003</th>
<th>C0004</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Chep120705</td>
<td>Chep121507</td>
<td>Chep241507</td>
<td>HHT 481507</td>
</tr>
<tr>
<td>Inside Length (in)</td>
<td>9.7</td>
<td>13.3</td>
<td>21.6</td>
<td>45.4</td>
</tr>
<tr>
<td>Inside Top Width (in)</td>
<td>5.5</td>
<td>9.5</td>
<td>13.3</td>
<td>13</td>
</tr>
<tr>
<td>Height (in)</td>
<td>4.2</td>
<td>6.3</td>
<td>6.3</td>
<td>6.3</td>
</tr>
</tbody>
</table>

Oshkosh Preferred Plastic Returnable Bulk Bins and Pallets

**Container Code Description: C0008**

**Container Code Description: C0006**

**Container Code Description: C0005**
EXPENDABLE PACKAGING

Expendable standard box sizes or pallets should be utilized if possible (Standard Pallet Sizes listed on Page 8; Standard Box Sizes listed on Page 10).

PALLET SPECIFICATIONS AND CONSTRUCTION

PREFERRED PALLET STYLES

| STRINGER STYLE  40” x 48” (U.S.-based) | EURO STYLE 1200mm x 800mm (EU-based) |

Acceptable pallet unitization requires evenly distributed weight of product(s)
Pallet Specifications:
- Pallet shipments should allow for double stacking in trailers
- Pallet must be built to withstand the weight of parts
- Deck boards are required on bottom of pallets
- 90% of the pallet surface should be used and no overhang of boxes
- Spacing between top deck boards must be enough to adequately hold product on the pallet
- Adequate space is required for forklift placement
- Height from top of stacked material to floor (to include pallet) is not to exceed 53” (1346.2 mm)
- 4-way entry pallets/crates are required
- All pallets shall be assembled with 2 ¼ “(57.15 mm) long screws or shanked nails
- Block Style pallets are also acceptable
- Stringers and deck boards shall be made of dense hardwood or pine
- Deck boards and stringers shall be free of large cracks, splinters and loose nails, edges shall be flush
- If assistance is needed in constructing a compliant standard pallet, a drawing is available. See Attachment 2

Standard Specified Pallet Dimensions for Oshkosh Corporation:

<table>
<thead>
<tr>
<th>North America (Inches)</th>
<th>Europe (mm)</th>
</tr>
</thead>
<tbody>
<tr>
<td>E0007 40 x 48</td>
<td>(DIN 15141-part 4) 1200 x 1000</td>
</tr>
<tr>
<td>E0008 30 x 32</td>
<td>(DIN 15141-part 2) 1200 x 800</td>
</tr>
<tr>
<td>E0009 40 x 32</td>
<td></td>
</tr>
<tr>
<td>E0010 40 x 62</td>
<td></td>
</tr>
<tr>
<td>E0011 72 x 48</td>
<td></td>
</tr>
<tr>
<td>E0012 96 x 48</td>
<td></td>
</tr>
</tbody>
</table>

ISPM 15 SOLID-WOOD PACKING REQUIREMENTS (SWPM)

Shipments from international origins (except between U.S. and Canada) shall comply with the International Standards for Phytosanitary Measures (ISPM) 15 if they contain any solid-wood packaging located.


Visit [https://ispm15.com/](https://ispm15.com/) for additional information.

All pallets shipped to an Oshkosh Aftermarket location are required to follow ISPM 15 for both international and domestic shipments.

All imported solid wood packing material shall depict an IPPC mark.
Section J: Supplier Product Labeling and Packaging Requirements

A statement shall be present on the commercial invoice or bill of lading/air waybill that the shipment contains either no solid wood packing materials or it complies with ISPM 15 requirements. Some countries have very stringent requirements such as:

- European Union countries - SWPM cannot contain any bark
- Chile - SWPM cannot contain any bark
- New Zealand - SWPM cannot contain any bark
- Indonesia - SWPM cannot contain any bark or soil. Additionally, the shipment must be accompanied by a packing declaration and a valid copy of the manufacturer’s fumigation certificate
- Australia - All shipments, whether they contain SWPM, must have a completed Packing Declaration
- China - ISPM Stamp must be in black ink

**Note that the list above is neither all-inclusive, nor exhaustive and the import requirements of a country should be checked periodically.**

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

In accordance with IPSM 15, the below International Plant Protection Convention (IPPC) mark must be indelibly affixed on at least two sides of each SWPM article.

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.

**BOX SELECTION**

Corrugated packaging material must have strength to adequately withstand transportation and handling rigors from the supplier to Oshkosh.

Factors in Selecting Box Size:
- Part Dimensions: best fit box to part
- Part Weight: ergonomic limit for handheld boxes is 35 lbs. / 15.87572 kg and any parcel single box shipment.
- Part Quality: partition cells, wrap, and/or cushion material as required

**BOX STRENGTH**

- All cartons should be made from at least single-wall corrugated; double-wall for heavy parts
- Corrugated boxes shall be tested by either the Mullen Burst or Edge Crush Test methods
- Handheld boxes shall have a minimum ECT performance of 32 ECT or Mullen Burst of 200 lbs.
- Non-handheld corrugated boxes used shall have an ECT or Mullen performance # that corresponds to the carton content’s weight
- The flute direction of the outer carton should always run vertically
- Containers shipped must have a visible Box Maker’s certificate on them as the sample shown below:

**OSHKOSH STANDARD CORRUGATED BOXES**

Any printed copies of this document are uncontrolled copies and may be outdated. It is the responsibility of the Oshkosh Corporation Supplier to verify that they are in compliance with the latest revision of this document as posted on the Oshkosh Procurement Website www.osn.oshkoshcorp.com
These are the preferred corrugated box sizes of Oshkosh Corporation. Some suppliers may see these on their purchase orders and will be required to ship in the corresponding box size to the box description.

<table>
<thead>
<tr>
<th>Oshkosh Standard Corrugated Box Description</th>
<th>E0001</th>
<th>E0002</th>
<th>E0003</th>
<th>E0004</th>
<th>E0005</th>
<th>E0006</th>
</tr>
</thead>
<tbody>
<tr>
<td>Inside Length</td>
<td>9 in. / 228.6 mm</td>
<td>12 in. / 304.8 mm</td>
<td>20 in. / 508 mm</td>
<td>36 in. / 914.4 mm</td>
<td>30 in. / 762 mm</td>
<td>48 in. / 1219.2 mm</td>
</tr>
<tr>
<td>Inside Top Width</td>
<td>5 in. / 127 mm</td>
<td>10 in. / 381 mm</td>
<td>12 in. / 304.8 mm</td>
<td>14 in. / 355.6 mm</td>
<td>30 in. / 762 mm</td>
<td>40 in. / 1016 mm</td>
</tr>
<tr>
<td>Height</td>
<td>5 in. / 127 mm</td>
<td>6 in. / 152.4 mm</td>
<td>8 in. / 203.2 mm</td>
<td>10 in. / 254 mm</td>
<td>16 in. / 406.4 mm</td>
<td>36 in. / 914.4 mm</td>
</tr>
</tbody>
</table>

Handheld Corrugated Boxes (RSC Preferred) 35 lbs. weight limit for E0001-E0004. E0005-E0006 shall ship on a pallet.

Oshkosh Standard Corrugated Boxes used for shipping can be within a tolerance of +/- 3” in length, width and height. It is the responsibility of the supplier to choose a container within these tolerances that will accommodate the Standard Pack Quantity designated on the Oshkosh Purchase Order.

**EXPENDABLE PACKAGING MATERIALS**

When expendable packaging must be used, these are the materials that are preferred and non-preferred by Oshkosh. This list is not all-inclusive and is not limited to only the listed materials.

**Preferred packaging materials:**
- Air cushioning bags
- Biodegradable bubble wrap
- Cellulosic paper
- Molded fiberboard/paperboard
- Polyethylene

**Preferred exterior packaging materials:**
- Banding - Plastic or non-metallic is preferred. Metal banding may be used heavy products, with approval. Cross banding is required for heavy parts shipping directly on a pallet
- Corrugated cartons
- Pallet (in standard sizes)
- Wooden crates

**Plastic Material Requirements**
- All plastic bags used for shipping must be clear. Tinted/Foil bags may be used only when damage from light may occur or for Electrostatic Discharge (ESD) protection. Parts may be requested to be bagged in specific quantities and bag sizes within a master carton, this information would show on the purchase order.
- Clear stretch or shrink wrap that is Plastic #4 LDPE (Low Density Polyethylene) shall be used. Tinted stretch or shrink wrap should only be used if the part requires a tinted material to sustain the product quality

**Unallowed packaging materials**
- Loose fill (packing peanuts)
- Foam-in-place (Allowed at Aftermarket locations only)
- Starch-based packaging materials
- Rice paper (yellow corrugated)
- VCI Materials
- Metal Clamps
- Staples
- Nails in wood crates, screws are preferred

Oshkosh does not require, and our Suppliers are completely free to choose where they procure their packaging.
materials. However, many Suppliers have asked Oshkosh for assistance in locating a list of vendors producing Oshkosh Packaging Specifications compliant materials. In order to address such questions, please see the information provided below as a courtesy. For reference, the following vendors are currently known as capable of providing Oshkosh Standard Corrugated Boxes and Pallets that meet Oshkosh Packaging Specifications. The vendor list may not be exhaustive and may be revised on an annual basis.

**Corrugated Box Suppliers**
- Great Northern Corporation
- Uline
- Shorr Packaging

**Pallet Suppliers**
- Uline
- Universal Forest Products
- Action Wood

**STANDARD PACK QUANTITIES**
Supplier’s shall pack per the Purchase Order requirements for Standard Pack Quantity and Container identified for each part number. If a supplier is shipping to an external party, such as a painter, Standard Pack Quantity and Container specifications shall be communicated to that party who is shipping the final product to Oshkosh.

**SAFETY AND ERGONOMICS**
Containers and packaging must be designed with consideration given to:
- Ergonomics
- Safety
- Ease of part removal
- Unit load height
- Weight restrictions (Items that are packaged, or product being shipped on the same pallet as part of a mixed load, with the intention to be manually lifted should not exceed 35 lbs.)
- Carton disassembly

**HAZARDOUS MATERIALS**
Suppliers and/or shippers are responsible to comply with all applicable international, national, federal, provincial, state or local laws and regulations for packaging hazardous materials (packing, marking, labeling, describing and certifying). U.S. Federal regulations including:

- Hazardous Materials Regs (CFR Parts 100-177)
- Hazardous Materials Regs (CFR Parts 178-199)

To see latest OSHA requirements, visit: [https://www.osha.gov/dsg/hazcom/](https://www.osha.gov/dsg/hazcom/)


Globally Harmonized System:
Once a country adopts the standard as the U.S. has and as other countries are doing, the GHS standard becomes legally binding. In the U.S., fines due to non-compliance can range from $100-500,000.
Suppliers should become familiar with the various resources on the United Nation’s GHS website:

[http://www.unece.org/trans/danger/publi/ghs/ghs_welcome_e.html](http://www.unece.org/trans/danger/publi/ghs/ghs_welcome_e.html)
III. LABELING SPECIFICATIONS

The Oshkosh label design is based on the Automotive Industry Action Group (AIAG) standard for shipping/parts identification (AIAG-B-10).

**LABEL SIZE**
The minimum label size should be 4.0” (101.60 mm) high by 6.0” (152.4 mm) wide. (Label examples shown in this document are not labels that are to exact scale). Parts in a container such as a bag or package smaller than a 4” x 6” size, must include a human readable label identifying part number, purchase order number and quantity.

Building block height shall be 1.0 inch +/-0.2 inch.

**LABEL COLOR**
The label shall be white in color with black printing.

**LABEL PROTECTION**
Label shall be affixed in a fashion in that it:
- Arrives affixed to the package
- Allows the ability to easily read and access label
- Will withstand the elements up to 12 months

**QUIET ZONES**
Bar code-reading equipment must have areas called quiet zones. Bar code symbols shall have leading and trailing quiet zones with a minimum width of 0.25” (6.35 mm) each.

**BAR CODE SPECIFICATIONS**
- Bar codes shall be type 3-of-9 (Code 39)
- Code Configuration: The following characters shall not be used: $ / + %
- Check digits shall not be used
- Code Density and Dimensions: The bar code height should be at least .5” (12.7 mm). The average width of the narrow elements shall be between .013 (0.3302 mm) and .017 (0.4318 mm) inch. The ratio of the average width of the wide elements to the average width of the narrow elements shall be between 2.8:1 and 3.2:1
- These requirements are excerpted from AIAG Standard B-10 “Trading Partner Labels Implementation Guideline” The printed bar code shall meet these requirements. Additional information can be found here: https://www.aiag.org/supply-chain-management/packaging-and-labeling/labeling-standards

**LABEL PLACEMENT**
Label shall be:
- Parallel to the base of the package on any container
- 20” (508.00 mm) from the bottom of the package on large containers
- No closer than 1.25” (31.75 mm) from the edge
**CONTAINER LABEL**

The Oshkosh Standard Container Label shall be applied to every container shipped. The Container Label shall be used when a single container holds identical part numbers. Kanban ID and Location Fields are required for JLG only. For all other segments, these areas should be left blank or may be used for other information. See required format and instructions below:

<table>
<thead>
<tr>
<th>Block Title</th>
<th>Data Description</th>
<th>Max Length</th>
<th>DI Chars</th>
<th>Text Size</th>
<th>EDI Loc Example</th>
</tr>
</thead>
<tbody>
<tr>
<td>Part Number</td>
<td>Oshkosh Corporation assigned part number</td>
<td>16</td>
<td>1</td>
<td>2 LPB-Min. 0.5” high</td>
<td>PO1</td>
</tr>
<tr>
<td>Quantity</td>
<td>The amount of parts in container</td>
<td>6</td>
<td>1</td>
<td>2 LPB-Min. 0.5” high</td>
<td>SCH</td>
</tr>
<tr>
<td>Purchase Order Number</td>
<td>Oshkosh Corporation assigned PO #</td>
<td>9</td>
<td>1</td>
<td>3 LPB-Min. 0.2” high</td>
<td>BEG</td>
</tr>
<tr>
<td>Location (JLG ONLY)</td>
<td>Internal Plant location of the part assigned by JLG</td>
<td>9</td>
<td>1</td>
<td>3 LPB-Min. 0.2” high</td>
<td>N9</td>
</tr>
<tr>
<td>Kanban ID (JLG ONLY)</td>
<td>ID # assigned by JLG</td>
<td>9</td>
<td>1</td>
<td>3 LPB-Min. 0.2” high</td>
<td>N9</td>
</tr>
<tr>
<td>Country of Origin</td>
<td>Country product was made in</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revision</td>
<td>Oshkosh assigned part revision</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Container Code</td>
<td>Oshkosh assigned container ID on purchase order</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Please Save This Space On The Labels For a Future Oshkosh Initiative
**MASTER LABEL**

The Oshkosh Standard Barcoded Master Label shall be applied to every unit load shipped that consists of the same part number. The Master Label is used to receive total parts at the unit load level. The quantity on the Master Label sums the total number of like parts on the entire unit load.

A Container Label is still applied to each container on the unit load and will reflect the quantity in the individual container.

See required format and instructions below:

![Master Label Image]

**Part Number**

Block Title: PART NUMBER (P)

Data: Oshkosh Corporation assigned part number

Max Length: 16 characters

DI Chars: 1

Text Size: 2 LPB-Min. 0.5” high

EDI Loc Example: `PO1|1|20|EA|0.01||BP|9999999~`

**Quantity**

Block Title: QUANTITY (Q)

Data: Total quantity on pallet or truck

Max Length: 6 characters

DI Chars: 1

Text Size: 2 LPB-Min. 0.5” high

Unit of Measure shall always be included and placed directly to the right of quantity

Min. 0.2” high- Unit of Measure not to be barcoded

EDI Loc Example: `SCH|20|EA|ST|JLN|002|20201105||010|20201104|||1~`

**Ship To Code (If Provided on P.O.):**

Block Title: Ship To Code

Data: Shipping Location Provided on Oshkosh PO

Max Length: 10 characters

Text Size: 3 LPB-Min. 0.2” high

EDI Loc Example: `N1|ST|JLG INDUSTRIES, INC.|92|21_999~`

The fields listed below shall appear in text only in the locations shown on the sample container label using min text size-8 LPB

**Supplier Name City/State/Zip**

**Oshkosh Location Name City/State/Zip**

**Master Label**
**MIXED LABEL**

The Oshkosh Mixed Label shall be applied to every unit load shipped that consists of containers that hold multiple part numbers or unlike items. There is not a field for Part Number or Quantity on the Mixed Label as it is not used for an aggregate count of items.

An individual Container Label is still applied to each container on the unit load.

See required format and instructions below:

**Oshkosh Mixed Label Required Information:**

- **Ship To Code (If Provided on P.O.):**
  - Block Title: Ship To Code
  - Data: Shipping Location Provided on Oshkosh PO
  - Max Length: 10 characters
  - Text Size: 3 LPB-Min. 0.2" high
  - EDI Loc Example: N1|ST|JLG INDUSTRIES, INC.|92|21_999~

The fields listed below shall appear in the locations shown on the sample container label (Figure 10) using min text size-8 LPB:

- **Supplier Name City/State/Zip**
- **Oshkosh Location Name City/State/Zip**
- **Mixed Label**

---

**LABEL PLACEMENT AND USE**

ANY PRINTED COPIES OF THIS DOCUMENT ARE UNCONTROLLED COPIES AND MAY BE OUTDATED. IT IS THE RESPONSIBILITY OF THE OSHKOSH CORPORATION SUPPLIER TO VERIFY THAT THEY ARE IN COMPLIANCE WITH THE LATEST REVISION OF THIS DOCUMENT AS POSTED ON THE OSHKOSH PROCUREMENT WEBSITE WWW.OSN.OSHKOSHCORP.COM
The Oshkosh Standard Container Label shall be applied to every container shipped. The Container Label shall be used when a single container holds identical part numbers.

The Oshkosh Master Label shall be applied to every unit load shipped that consists of the same part number. The Master Label is used to receive total parts at the unit load level. The quantity on the Master Label reflects the total number of like parts on the entire unit load. Two identical Master Labels shall be used on adjacent sides of the unit load.

The Oshkosh Mixed Label shall be applied to every unit load shipped that consists of multiple part numbers or unlike items. Two identical Mixed Labels shall be used on adjacent sides of the unit load.
Sample label placement on multiple types of packaging shown below. If a label cannot be used a tag is also acceptable.

<table>
<thead>
<tr>
<th>TUBING AND BARS</th>
<th>ROLL</th>
<th>RACK</th>
</tr>
</thead>
<tbody>
<tr>
<td><img src="image1" alt="Label Placement" /></td>
<td><img src="image2" alt="Label Placement" /></td>
<td><img src="image3" alt="Label Placement" /></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>BAG</th>
<th>SHEETS/CUT LENGTHS/BLANKS</th>
<th>CARTONS ON PALLET</th>
</tr>
</thead>
<tbody>
<tr>
<td><img src="image4" alt="Label Placement" /></td>
<td><img src="image5" alt="Label Placement" /></td>
<td><img src="image6" alt="Label Placement" /></td>
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<thead>
<tr>
<th>SLIT COILS</th>
<th>TELESCOPE/SET-UP CONTAINERS</th>
<th>OPEN METAL BIN OR TUB</th>
</tr>
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<tbody>
<tr>
<td><img src="image7" alt="Label Placement" /></td>
<td><img src="image8" alt="Label Placement" /></td>
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<tr>
<th>BALE</th>
<th>DRUM/BARREL/CYLINDRICAL CONTAINER</th>
<th>BOX OR CARTON</th>
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<tr>
<td><img src="image10" alt="Label Placement" /></td>
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<tr>
<th>SINGLE COIL</th>
<th>PALLET BOX</th>
<th>BASKET, WIRE MESH CONTAINER</th>
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<tr>
<td><img src="image13" alt="Label Placement" /></td>
<td><img src="image14" alt="Label Placement" /></td>
<td><img src="image15" alt="Label Placement" /></td>
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OSHKOSH CORPORATION SPECIFIED CONTAINER ID CODES

Types of Packaging Codes Visible on Purchase Orders:

Oshkosh Owned Returnable Containers: A#### Codes
- Oshkosh owns, manages and returns containers to supplier

Supplier Owned Returnable Containers: B#### Codes
- Shall be labeled with RETURN TO AND "SUPPLIER'S NAME"
- Reach out to your Oshkosh Purchasing Representative to retrieve a B code upon purchase of returnable

Chep Returnable Containers: C#### Codes (Example of this code type on purchase order and portal shown below)
- Standard Returnable Container Sizes (sizes and codes are listed in the Returnable Section)
- Managed by 3rd Party for delivery and return of containers
- Used on high volume parts

Standard Expendable Containers: E#### Codes
- Oshkosh preferred container sizes
- One-time use packaging (corrugated box and pallet sizes and codes are listed in Expendable Section)

Non-Standard Expendable Containers: N#### Codes
- One-time use packaging
- For unique sized parts or part using special protective dunnage
- Reach out to an Oshkosh Representative to retrieve a N code for part
- Secondary packaging such as bundles or interior boxes (these will show in the secondary container field on purchase order).

HOW CONTAINER CODE IS COMMUNICATED ON PRINTED PURCHASE ORDERS.

![Image of how container code is communicated on printed purchase orders]

HOW CONTAINER CODE IS COMMUNICATED ON THE PORTAL:

![Image of how container code is communicated on the portal]
COUNTRY OF ORIGIN

1.0 Introduction
Oshkosh Corporation either purchases or receives goods for one of five reasons: production, aftermarket, sample validation, test or prototype. These scenarios present different requirements for country of origin labeling that are explained below. If you have any questions regarding these instructions, contact your respective buyer or the person requesting the goods prior to making the shipment.

2.0 Country of Origin Marking
Articles produced, procured, or repaired by or for Oshkosh Corporation, including "no charge" items provided or returned to Oshkosh Corporation, must be marked with the appropriate country of origin. This includes finished products, replacement units free, purchased or under warranty, sub-assemblies, parts, media recorded with software programs, manuals, accessories, materials and supply items. Each article must have the full English name of its country of origin marked on the article itself and/or the packaging in which it is received.

For all articles, the country or countries of origin marking requirements are as follows:
- Conspicuous (can be easily seen with normal handling of the article or container).
- Legible (can be easily read by a person with normal eyesight).
- Indelible (resists fading).
- Permanent (survives normal distribution and handling).
- Indicating to the ultimate purchaser the full English name of the article’s country of origin.

-or-

- On the immediate container (the innermost level of packaging in which the articles will be received – this is further defined below).

2.1 Wording of the Country of Origin Marking
The following wording should be used for country of origin marking. Any modification to this wording must be approved by Oshkosh Corporation.

Articles Manufactured in the US:
Articles which are produced from contents, components, and raw materials of mixed national origin and where the US is determined to be the country of origin must be marked

- Assembled in the US of US and Non-US Components (Allowable for assembled articles only); or
- Produced in the US of US and Non-US Components (Allowable for non-assembly articles only); or
- Printed in USA (Allowable for printed material and publications only)

Articles Manufactured outside the US:
Articles which are made or finally assembled outside of the US and are determined to have undergone a substantial transformation must be marked:

- Made in xxx (where xxx is the full English name of the country of origin)
- Printed in xxx (where xxx is the full English name of the country where the material was printed. Allowable for printed material and publications only)

No abbreviations, except for UK for United Kingdom and US or USA for the United States of America, are acceptable. The 2-character International Organization for Standardization (ISO) codes are not acceptable for marking articles or immediate containers.

2.2 Container Marking
An immediate container is defined as the innermost level of packaging in which the articles will arrive at the ultimate purchaser. The immediate container must be marked with the full English name of the country of origin of the articles contained within it, using the same wording as the marking on the articles (see above for acceptable wording). Further definition below:
- **Aftermarket** – container the customer will receive the goods in
- **Production, Sample Validation, Test or Prototype** – container Oshkosh will receive the goods in

Some immediate containers contain merchandise of different origins. In such an instance, each article within the immediate container must be marked with its country of origin and the immediate container must include a marking statement which summarizes the countries of origin of the articles in the immediate container. The country of origin summary statement begins: "Contains merchandise from the following countries: ... " and is followed by a list of the full English names of the countries of origin of the articles in the immediate container.

Containers designed for or capable of reuse must be individually marked to indicate the country of origin of the container. Use the following marking on containers suitable for reuse: "Container made in xxx", where "xxx" is the full English name of the country of origin of the reusable container. If the reusable container is not empty, and the reusable container is the immediate container, the reusable container must also be marked "Contents made in xxx" (where xxx is the full English name of the country of origin of the contents).

In all instances, the country of origin marking on an immediate container must be in close proximity to any label which designates a US address or the name of a foreign country which is not the country of origin.

Additionally, immediate containers that depict the manufacturer's or supplier's logo should never be used. Instead, immediate packaging should either be void of any logo or else contain the logo of the Oshkosh entity purchasing the goods.

**Examples:**

**Immediate Containers for Aftermarket Parts**

(States Made in USA on product below)
## Revision History

<table>
<thead>
<tr>
<th>Revision Date</th>
<th>Revision Level</th>
<th>Approval</th>
<th>Nature of Revision</th>
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<tr>
<td>6/21/11</td>
<td>A</td>
<td>Lee Dreas</td>
<td>Initial Release</td>
</tr>
<tr>
<td>3/28/12</td>
<td>B</td>
<td>Lee Dreas</td>
<td>This document was fully revised and additional sections were added. Readers should overlook the entire document. Most specifically there are changes and additions in General Information, Quoting, Supplier Responsibilities, Implementing Returnable Packaging, Returnable Packaging, Post Implementation of Returnable Packaging, Security Deposits and Labeling, Back Up Packaging, Obsolete Containers, Preferred Small Lot Bins, Expendable Packaging, Pallet Specifications, SWPM, Box Specifications, Standard Pack Quantity, Part Protection and Interior Dunnage, Safety and Ergonomics, Hazardous Materials and Labels. These sections have been fully or partially reworked.</td>
</tr>
<tr>
<td>12/5/2012</td>
<td>C</td>
<td>Lee Dreas</td>
<td>Areas of the document that were updated; Table of Contents, General Information, (Attachment 3), Supplier Responsibilities, (Attachment 3), Security Deposits and Labeling (Labeling), Pallet Specifications (Deck Board Spacing), Expendable Packaging Materials (Non Preferred Materials), Safety and Ergonomics (Mixed Pallets Weight Restrictions), (ASN) Advanced Shipping Notice. These sections have been partially reworked.</td>
</tr>
<tr>
<td>5/23/2013</td>
<td>D</td>
<td>Lee Dreas</td>
<td>Areas of the document that were updated; Table of Contents and Country of Origin (requirements added). These sections have been partially reworked.</td>
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<td>1/12/15</td>
<td>E</td>
<td>Lee Dreas</td>
<td>Areas of this document were updated; Introduction-Important Instructions, Oshkosh Standard-Returnable Packaging Types (North America Only), Pallets, Pallet Specifications, Oshkosh Corporation Preferred Corrugated Boxes, Label Specifications, and Packaging Data Sheet (Attachment 3). These sections have been partially reworked.</td>
</tr>
<tr>
<td>5/13/16</td>
<td>F</td>
<td>Lee Dreas</td>
<td>Areas of this document that were updated; Pallet Specifications, Wood Packing Requirements, Box Strength, Expendable Packaging Materials and Labeling Specifications. These sections have been partially reworked.</td>
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<td>4/17/17</td>
<td>G</td>
<td>Lee Dreas</td>
<td>Areas of this document that were updated: Labeling, Container Label, Master Label, Mixed Label, Serialized Codes Oshkosh, Label Placement and Use, Container ID Codes, Important Instructions, Expendable Packaging Materials.</td>
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<tr>
<td>3/12/18</td>
<td>H</td>
<td>Lee Dreas</td>
<td>Areas of this document that were updated: Pallets, Labels, Standard Expendable Boxes, Implementing Returnable Packaging, Important Instructions, Oshkosh Corporation Container ID Codes, Hazardous Materials, ISPM 15 Requirements, Plastic Materials Requirements, SPQ.</td>
</tr>
<tr>
<td>9/9/19</td>
<td>J</td>
<td>Tim Jones</td>
<td>Labeling, Expendable Packaging Materials, Returnable Containers</td>
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