



Cummins Inc.

AFTERMARKET SUPPLIER POLICY



November 2025 Edition 1.0



Cummins Aftermarket Supplier Policy

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Section 1.0 Introduction and Non-Compliance Actions

Each Cummins Aftermarket Part must be packaged and shipped according to specific criteria for the part, as defined in Cummins Aftermarket New & Recon Parts Packaging Standards Guidelines. The specific packaging criteria was developed and approved by the Cummins Site Packaging Representative, with the purpose of meeting customer needs regarding functionality, image and efficiency.

The Cummins Aftermarket Supplier Policy is in addition to and aligned with the Cummins Aftermarket New & Recon Parts Packaging Standards Guidelines.

Cummins reserves the right to conduct random inspections of incoming packaging to verify compliance with these standards. If non-compliance is identified, Cummins may take the following actions, in accordance with Supplier Accountability for Material Nonconformance Disruptions Process: Issue a Material Non-Conformance (MNC) to document the non-conformance to notify the supplier of corrective action required.

- Issue a Supplier Corrective Action Report (SCAR) to document and drive corrective action through a Supplier Quality Improvement Engineer (SQIE) led 7-Step process.
- Reject and request a Return Material Authorization (RMA) to return any shipment(s) received that are improperly packaged and/or labeled at supplier's expense.
- Charge supplier a non-conformance fee ranging from \$310 to \$960 per infraction of the Supplier Requirements. Fee amount depends on severity and customer impact of non-conformance (non-conformance identified at receiving vs. non-conformance identified by customer)
- Charge supplier for any cost associated with the material and/or labor for any sorting, repackaging, rework, or replacement of damaged parts

Packaging and Shipping Requirements for Cummins Aftermarket Parts

Each Cummins Aftermarket Part must be packaged and shipped in accordance with the specific criteria defined in the Cummins Aftermarket New & Recon Parts Packaging Standards Guidelines. These packaging specifications are developed and approved by the Cummins Site Packaging Representative, with the goal of meeting customer expectations for functionality, brand image, and operational efficiency.

Packaging Data Sheet (PDS)

The Aftermarket Supplier Policy complements and aligns with the broader Cummins Supplier Handbook Requirements. The starting point for Cummins Aftermarket Parts are Packaging Data

Sheets (PDS) that review critical regulations and compliance as it relates to the Cummins Aftermarket New & Recon Parts Packaging Standards Guidelines. This includes safety, quality as well as legal requirements and it is the responsibility of the supplier to ensure that these critical elements are included in the design or the packaging and the selection of the materials. All Suppliers must complete a Packaging Data Sheet for each part that is supplied to the Cummins Aftermarket. Packaging Data Sheets will ensure clear communication between Cummins Aftermarket Packaging Representatives and Suppliers.



Section 2.0 Packaging

The most important function of a service part's package is to protect it from damage during warehousing and distribution. Supplier is responsible for packaging quality to assure proper component protection while in shipment from point of origin through point of use with consideration of all carrier modes used to transport freight.

2.1 Approved Packaging

Site Packaging Representatives are responsible for establishing their specific receiving site packaging parameters for the Supplier. For example:

- Approved packaging styles
- Packaging design and material selection
- Interior cushioning and dunnage
- Corrugated strength, determination and approval
- Footprint restrictions
- Weight & Height limitations

- Quantity per container limits
- Special Quality requirements

Suppliers shall contact the Packaging Representative from each specific Cummins receiving site to inquire about specific site-related packaging parameters. A limited number of Cummins receiving sites have identified and documented their site-specific packaging requirements that shall be included in Supplier’s packaging proposal(s). Suppliers may find the Cummins Site Specific Packaging Requirements document published in the Cummins Supplier Portal. For any questions regarding site-specific requirements, please contact the site Packaging Representative.

Each receiving site shall review the Suppliers proposed packaging from the Packaging Data Sheets and route internally for approval.

Only packaging with the approved printed Cummins logo and Genuine Parts banner applied, or no branding are acceptable. Supplier branded packaging is not permissible.



2.2 Preservation (Parts and Engines)

Certain parts require preservation from destructive elements in the atmosphere. Cummins parts and engines are sold worldwide and must be preserved and packaged to maintain part quality in all customers’ environments. Preservation of the components and engines must be capable of protecting the part from corrosion for a minimum of 18 months (unless otherwise specified) from the time Cummins takes possession of the components. Therefore, the packaging for these parts and engines must meet these preservation requirements to ensure long term protection from corrosion.

The most common cause of corrosion is contamination. Parts that are contaminated will corrode no matter what type of inhibitors or VCI materials are used. Causes of contamination can be attributed to:

- Part not being cleaned.
- Bacteria in manufacturing process (coolant).
- Parts not being neutralized after acid bath.
- Water filters not changed enough (chlorine in system).
- Chemicals not changed enough.
- Soap from cleaning process not thoroughly removed.
- Operators handling parts without gloves.
- Placing hot parts in a bag before the part cools.

It is extremely important that the manufacturer has strict quality measures in place that ensure the part is clean and free of contamination prior to packaging

Recommended Aftermarket Corrosion Prevention Method:

- a) Parts are free of soil containment.
- b) Parts are coated via dip or spray at the recommended dilution rate with an approved liquid rust preventative (RP) recommended by the RP manufacturer that guarantee's corrosion protection for 18 months.
- c) Parts are then properly packaged, corrosion free in a sealed (Heat, Tape, Zip tie, Zip lock or Staple) environment, with a 4 mil VCI bag or mix of VCI bag and chips that allows adequate circulation of the VCI to prevent corrosion for a minimum of 18 months.
- d) Use of desiccants and/or VCI emitters to augment the corrosion protection is recommended as required.

When preserving a part, it is important that the correct inhibitors and VCI are used to ensure that all materials in the product are adequately protected. The most commonly used methods of corrosion prevention on metal parts include:

- Rust / Corrosion Inhibitors (long term) applied to parts.
- VCI Paper or Bubble Wrap
- VCI impregnated polyethylene bags / sheeting.
- VCI chips in sealed bags (without air holes).
- Special VCI coatings on pads and carton interiors

When using corrosion inhibiting lubricants, they should be a product that will protect the part long term, not require cleaning before using part, and must have a dry finish (sticky residue is OK).

Inhibitors that are absorbed by the packaging materials will degrade the package's strength and the corrosion protection.

Section 3.0 Labeling

The most basic form of identification is the labeling of the package containing the part. All Cummins Aftermarket parts must include the approved Cummins Aftermarket Part Label reference Section 2 of the Cummins Aftermarket New & ReCon Parts Packaging Standards.

3.1 Primary Label/Pre-pack Label

The standard label size is 3.85” by 3.0”, and bears the graphic as pictured below. Part description must be in English, Spanish, French, and Portuguese. The primary/pre-pack label must include the following information:

- Part number
- Bar code of the part number – 11 or 13 digit alphanumeric format
- Quantity in package – “QTY/QTE/CANT’ abbreviation should be used
- Barcode of quantity in package – 3 digit numeric format
- Description of part – readable in English, Spanish, French, and Portuguese
- Country of Origin – ISO Alpha-2 (two letter abbreviation)
- Total Package Weight (Part + Carton) – decimal weight to the nearest 0.1 LB and KG
- Date packaged – DD-MMM (Text abbreviation in English, Spanish, and French languages)-YYY format – for e.g. “14 – AUG/AOU/AGO – 2024”
- Packager – Supplier Number



The standard Cummins approved cartons will bear markings to indicate the correct placement of the pre-pack label. The standard placement follows these guidelines:

- Place the label in an open area of the panel that will be facing out when the package is stored in its natural storage orientation on a shelf. Do not cover existing preprinted graphics.

- Label barcoding must be scannable and not folded on one side.
- If the shape of the package prevents this, place the label in the most logical orientation possible.
- The label shall not be placed over any preprinted graphics on the package

3.2 Case Pack Label

The Case Pack Label is used to identify the individually packaged parts in a Cummins branded or plain kraft box. **Note in some instances, Cummins may specify the quantity of pre-packs required in the case pack.** Only the Case Pack label should be placed on the over-pack/case. No Red-Stripe Primary Labels should be applied to the over-pack/case. Only one Case Pack label is required on the over-pack/case. The Case Pack label must include the basic information below (variations can be approved by site Packaging Engineers).

- White label with black text
- Title – Case Pack in all caps
- Part Number
- Bar Code of part number – 11 digit alphanumeric format
- Part Description
- Part Quantity
- Bar code of quantity – 3 digit numeric format



The Case Pack Label may be placed on any side of the over-pack/case and must be visible when stacked on a pallet/unit load. Do not place the Case Pack Label on the bottom or top of the case.

3.3 Master Label

A Master Label shall be used when the total contents of a multiple or common item pack shall be identified. Master Label must be on at least one side of the pallet/unit load. At the top of this label, the heading “MASTER LABEL” shall be printed in bold using 1.0-inch (25.4 mm) letters.

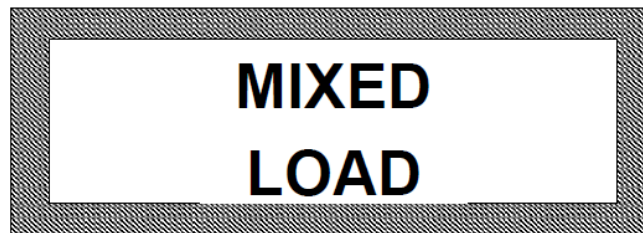
The quantity on the master label should be the total quantity of the pieces on the pallet/unit load.

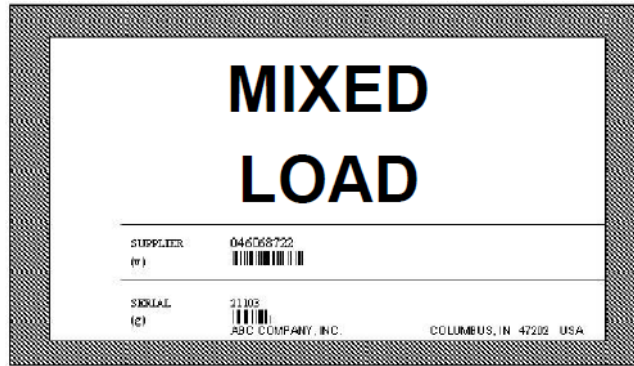
Purchase Order Number is a **required** field by Cummins Inc. for “MASTER LABEL”.

The human readable purchase order number **shall** be a minimum of 0.2 in. (5 mm) high. The bar code symbol of the purchase order number **shall** be directly below the human readable characters and **shall** be a minimum of 0.5 mm (13 mm) high. The maximum length anticipated for the purchase order number is six (6) characters plus the data identifier (K).

MASTER LABEL	
PART NO. (P) 202667B 	
QUANTITY (Q) 8 	P.O.NO. (K) LB4547 
SUPPLIER (V) N560B 	Country of Origin: USA

Mixed Item loads **must** have a label with the words “Mixed Load” in bold 1.0 in. (25.4 mm) letters attached in a noticeable location on **2 adjacent sides** of the pallet/unit load. Two alternative label designs are specified below.





Master Labels should be attached to banding, stretch wrap, or shrink wrap. **Do not place a Master Label directly on the primary packaging as this will damage the box when removed.**

Refer to the **Cummins Aftermarket New & Recon Parts Packaging Standards Guidelines** for detailed labeling requirements.

Section 4.0 Pallet Size and Composition

To improve warehousing utilization, our PDC's require that product be delivered on pallets that can be used in the operation and the delivery chain. The preferred pallets size of 48"x40" (L x W) is suggested. Note that some parts will not fit this profile. Approval will be made on specific needs by contacting the receiving PDC and through the Packaging Data Sheets (PDS). Cummins will not accept pallets with any damage or defects. Pallets should be new or in near new condition and must remain intact and properly functioning throughout their intended lifespan, which may include delivery to a dealer. Suppliers are responsible for failure of their pallets while in transit to the Parts Distribution Center unless they can show that the failure was caused by carrier mishandling.

4.1 Acceptable Pallet Styles

- Block Style: Block style pallets shall have a minimum of 9 block risers with minimum 4.0 in (102 mm) height.
- Flush Style Stringer 2Way Entry.
- Flush Style Stringer 4Way Entry.



Block Style, with 9 block risers



2W entry Flush Style Stringer



4W entry Flush Style Stringer

Non-Acceptable Pallet Styles

- Single Faced Stringer
- Double Wing Stringer
- Pressed Wood
- Single Wing Stringer



Single Faced Stringer



Double Wing Stringer



Pressed Wood



Single Wing Stringer

The design and construction of the pallet must effectively allow for the acceptable delivery and storage of the product. It is the responsibility of the supplier to determine the quality and performance of the pallet and that it meets and/or exceeds the requirements, taking into consideration all expected dynamics encountered during the distribution and storage environment.

Recycled and/or refurbished pallets must perform the same as new pallets.

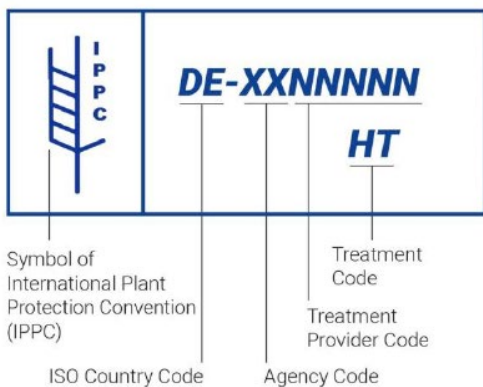
- It is **REQUIRED** that all shipments and any shipments to Cummins Aftermarket Parts Distribution Centers comply with ISPM 15 and be clearly marked as such.
- Pallets 40-inch L x 32 -inch W (1016 mm x 813 mm) and larger shall have 4-way entry.
- Open space between top deck boards shall not exceed 3 inches (76 mm).
- Top and bottom edge deck boards shall be flush with stringer ends within normal tolerances.

- Top and bottom deck board “Actual” thickness shall be a minimum of 0.5 in (12.7 mm).
- Stringer pallets shall have a minimum lift access of 3.5 inches (89 mm). Notched stringers on 4-way entry pallets shall have an opening height of 2.5 inches (64 mm). Notched opening shall be 9 inches (229 mm) wide, with radial cut top corners and placed on 16 inches to 24 inches (406 mm to 610 mm) centers.
- Block style pallets shall have a minimum lift access of 4-inches (100 mm).
- Pallets shall have sufficient beam strength for use with warehouse storage racks.
- All fastener heads must be countersunk or flush and remain so for the entire use and storage of the product/package.

4.2 ISPM 15

All internal and external suppliers to Cummins Distribution Centers MUST use ISPM 15 compliant wood packaging materials. The Cummins Distribution Centers will reship this product Internationally using the same packaging provided by the Supplier.

Any wood packaging materials that have been treated with Methyl Bromide are forbidden. This includes pallets, crates or dunnage that is solid wood and falls within the ISPM 15 guidelines. Only heat-treated debarked wood is acceptable.



* NOTE: Some parts will not fit on these pallets. Approval will be made on specific needs by contacting the receiving PDC.

** NOTE: If Plywood or Manufactured Wood Packaging Materials are used, they must be in compliance with the NIOSH, JISK0303, and World Health Organization Standards regarding airborne levels of Formaldehyde concentration not to exceed 0.1 ppm. Only acceptable grade of plywood for packaging or crating use will be E0 or E1 grade. Any packaging materials used that exceed 0.1 ppm of

formaldehyde air concentration will be subject to return at suppliers' expense and rejected by the receiving plant.

4.3 Unit/Palletized Loads

All materials coming into a PDC must meet the following criteria:

- Contents must not overhang the edges of the pallet.
- Maximum height of load from floor to top of load cannot exceed 48”.
- The unit load shall safely stack up to 100” (2540 mm) in a dynamic environment (in transit) on a stable level plane of like freight (footprint & weight).
- Unit loads shall be structured to maximize stability such that the center of gravity is located centrally to the container footprint and at the lowest elevation possible.
- Case packs on pallets (unit loads) must be secured to the pallet with stretch wrap or mechanically tensioned strapping. Hand tensioning of strapping is unacceptable unless product fragility dictates otherwise. If strapping is used it may only be made of nylon. **Do not use steel banding.**
- Maximum weight per pallet must not exceed 3,000 pounds.
- Mixed loads should be avoided if possible. If multiple part numbers are shipped in an over-pack container, each part number must be segregated. This can be accomplished by using corrugated divider sheets, boxes, bags, or partitions. Product labels are to be turned up, and visible to the receiver. If sealed boxes are used to segregate parts, master pack labels are required on those containers. **Do not place a Master Label directly on the primary packaging as this will damage the box when removed.**
- All Less-Than-Trailer-Load (LTL) and Trailer-Load (TL) shipping containers and unitized loads must be palletized for handling by industrial vehicles. All parts must be adequately braced to prevent part movement, and concealed part or container damage.

Section 5.0 Shipping Documents

5.1 Standard Packing Slip

All shipments must have a packing slip for each Receiving location. ASN# AND SHIPMENT IDENTIFICATION NUMBER (SID#) MUST MATCH EXACTLY IN ALL CASES.

The ASN/SID number must be entered into the fields on the packing slip designated specifically for the ASN or SID as provided by you through EDI or Sterling Web-forms (e.g., Packing Slip, Labels, BOL's, ASN's etc.) NO ADDITIONAL DIGITS.


Shipments with multiple pallet loads MUST have a packing slip on each individual pallet load which identifies/matches the contents of each pallet load to the packing slip. The part number

and shipping quantity of each individual pallet load must be clearly identified on the packing slip.

Each packing slip should include the following information:

- Cummins Part Number
- Part Description
- Quantity of each part number
- Number of Cartons
- Cummins purchase order number
- Purchase order release number
- Receiving Location
- Shipment ID (SID#) ASN ID
- Country of Origin

For each PDC shipment, include the packing slips inside the pallet box of the first pallet.



Cummins ctry_name
 wh_adrn1
 wh_adrn2
 wh_etry_code
 Tracking Number: **traknm**

Supplier No : F01922000
 ASN Number: **75501539**
 PRO Number: pronum

Ship to Address:				Bill to Address:			
st_adrn1		st_adrn2	st_adrn3	st_adrn1		st_adrn2	st_adrn3
st_adrcity	st_adrpsz	st_state	st_etry_name	bt_adrcity		bt_state	bt_etry_name
Customer No	stcust	Carrier	camam	label_ship_host	ship_id	Order Type	ordtyp
Notes: notxt1							

Part No	Load Number	Description	Qty	COO	Bin Loc.	PO Line No	DLR PO No	Customer PO	Cust. Part No
3929777	CC06355173	NUT,HEXAGON FLANGE	110	US		10		26999	14094EZ40A
Order Line Notes: 2699990101									
3029820	CC06355174	SEAL,O RING	126	US		6		26999	15066EZ42C
Order Line Notes: Part 302982000 must be ordered in multi ples of 6. 2699990061									
3678873	CC06355174	PLUG,THREADED	102	US		7		26999	11019EZ40A
Order Line Notes: Part 367887300 must be ordered in multi ples of 2. 2699990071									
3900631	CC06355174	SCREW,HEX FLANGE HEAD CAP	110	US		8		26999	12109EZ40A
Order Line Notes: 2699990081									

Packslip Number	Parts	Cartons	Pallets	Weight	Pkg. Dims	Pack Date	Packer
00075501539	11	4	4	94.840	LXWXH	09-OCT-2015	GL362

5.2 Advanced Shipping Notification (ASN)

The EDI 856/ASN (Advanced Shipping Notification) is an electronic version of the packing slip used to provide detailed information about pending delivery of goods. The ASN describes contents that have been shipped, size of shipment, carrier moving the order shipment identification for carrier moving the order, and ship dates so the delivery destination is able to facilitate planning and receiving.

- a. All supplier shipments **must have** an ASN that allows the Parts Distribution Center to receive the supplier material against. No ASN with the shipment delays receiving, impacting material availability for customers and delays in supplier payment.
- b. ASN accuracy is paramount given the importance placed on the integrity of information related to inventory records, supplier schedules, and invoice payments. ASN must match physical goods on shipment and correspond to an existing supplier purchase order.
- c. The ASN should be generated when the product has been shipped from the shipping point location. An ASN can be generated for partial shipments, however, a single ASN must be created for each truck or container shipped.
- d. No ASN or invoice should be a combination of multiple shipments. An ASN and invoice must be a one-to-one match.
- e. The ASN must contain the shipment identification number.