



BUILD A MOLD
A DIVISION OF PLASMAN GROUP

***Supplier Development
&
Guidelines Manual***

May 2018



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BUILD-A-MOLD – A Division of Plasman Group Vision Statement

“Building on a solid reputation focused on delivering complete technical solutions BAM will provide a diversified and fully integrated product offering through best in class people and processes”.

INTRODUCTION

The intent of this manual is to define the vision of the Build-A-Mold Purchasing Group, to outline the requirements for becoming an Approved / Key Supplier, and to broaden the scope of recognized automotive quality system and environmental standards including additional requirements of Build-A-Mold – A Division of Plasman Group. This manual will outline the operating standards and business practices of Build-A-Mold – A Division of Plasman Group, including supplier quality, delivery and service expectations, and supplier performance metrics.

In addition to Build-A-Mold – A Division of Plasman Group Purchase Order Terms and Conditions, it is mandatory that the Supplier understand and ensure compliance with this manual. It is the responsibility of the Supplier to check for updates to this manual at www.theplasmangroup.com (Build-A-Mold “Supplier Portal” tab) at regular intervals.

For more information or clarification related to this manual, or if for any reason the website cannot be accessed, contact the appropriate Build-A-Mold – A Division of Plasman Group purchasing personnel listed below.

Build-A-Mold – A Division of Plasman Group Purchasing Contacts

- **Margaret Van Rijt**, Buyer
Email: Margaret.VanRijt@theplasmangroup.com Phone: 519-737-6984 x 1189
Fax: 519-737-9965
- **Laura Standaert**, Purchasing Coordinator
Email: Laura.Standaert@theplasmangroup.com Phone: 519-737-6984 x 1651
Fax: 519-737-7953
- **Lori Bradley**, Outsourcing Coordinator
Email: Lori.Bradley@theplasmangroup.com Phone: 519-737-6984 x 1211
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In support of the Build-A-Mold – A Division of Plasman Group management commitment, the following are the endorsed Policy Statements:

QUALITY POLICY STATEMENT

BUILD-A-MOLD – A Division of Plasman Group is committed to the continual improvement and development of our design and build processes, products, employees and supplier relationships. This focus will ensure our continuing success in the production of high quality molds and tooling for industry, that our reputation has generated and that our Customers can expect.

This goal will be achieved through management established and reviewed measurable objectives and targets for quality that promote our efforts towards continual improvement. Utilizing both established and innovative technologies, methodologies, and training initiatives, **BUILD-A-MOLD – A Division of Plasman Group** provides the resources needed to meet the existing and future requirements of the marketplace.

BUILD-A-MOLD – A Division of Plasman Group considers effective communication to be the cornerstone of our business relationships, and will continue to foster the established framework of communication between our management and employees, and with our suppliers, to ensure that our customer's needs are first understood, and then fulfilled to their ultimate satisfaction.

ENVIRONMENTAL HEALTH & SAFETY POLICY STATEMENT

PLASMAN GROUP endeavours to take every precaution reasonable to protect the environment and promote the health and safety of its Employees. It is our intention that PLASMAN GROUP be a safe place to work, and a responsible corporate citizen through our focus on pollution prevention initiatives.

It is the policy of PLASMAN GROUP:

- To comply with applicable environmental and occupational health and safety legislation and other requirements that relate to our environmental aspects and overall business operations
- To diligently promote practices that focus on the prevention of occupational illness, injuries, and pollution
- To reduce environmental impacts by setting objectives and targets to minimize the footprint our activities create on the environment
- To integrate Environmental and Health and Safety awareness into our Organizational activities, through a framework of communication at all levels including Management, Employees, Contractors and Sub-Contractors, and the Public
- To require that all Supervisors ensure that safe work areas are maintained and all persons working for or on behalf of the Organization work within best practices, legislation and standards for health and safety and environmental protection
- To establish that Employees and all persons working for or on behalf of the Organization work in a safe manner, report all hazardous conditions, unsafe work practices and potential impacts on the environment immediately to their Supervisors.
- To strive to eliminate workplace and environmental related hazards by committing to continual improvement through ongoing communication, cooperation, education, and leadership

A safe workplace and environmental protection is the responsibility of every Employee. Your active participation and support is vitally important to maintaining and improving Environmental Health and Safety in all activities at **PLASMAN GROUP**.



Supplier Requirements

The Supplier Development and Guidelines Manual is intended to be a communication instrument to suppliers on how to do business with Build-A-Mold – A Division of Plasman Group. In all cases, Purchase Orders, supplier agreements, contracts and any other business agreements shall prevail. For additional information and periodic updates to this manual, you may contact the Purchasing Department at Build-A-Mold – A Division of Plasman Group.

ISO Certification

- Build-A-Mold – A Division of Plasman Group actively maintains and continually improves their Quality Management System through registration to ISO 9001. Our supply chain is encouraged to conform to the ISO 9001 Standard. If your organization is registered to ISO 9001, please forward a copy of your Certificate as evidence of your commitment to Quality.
- Laboratory Testing Suppliers providing testing or calibration services must be certified to ISO/IEC 17025. A copy of the ISO/IEC 17025 Certificate and Lab Scope **must** be forwarded.
- Build-A-Mold – A Division of Plasman Group is committed to developing and improving their Environmental Management System, and encourage supplier conformance to ISO 14001 (or industry equivalent). If your organization is registered to ISO 14001, please forward a copy of your Certificate as evidence of your commitment to the Environment.
- Email all ISO Certificates to the applicable Build-A-Mold purchasing contact (identified on page 3)

Customs-Trade Partnership Against Terrorism (C-TPAT) Program Participation

- Build-A-Mold – A Division of Plasman Group is required to engage with all of our business partners to ensure the development and maintenance of a security program within the guidelines of the C-TPAT program, with an emphasis on ensuring the integrity of all U.S. bound shipments.
- Build-A-Mold – A Division of Plasman Group encourages all supply chain partners to participate in the C-TPAT program, and in support of that effort will periodically request completion of a C-TPAT questionnaire.

General Procedures

- All orders for products or services initiated by Build-A-Mold – A Division of Plasman Group **MUST** have a purchase order at the time the order is placed.
- This purchase order **MUST** be referenced on all packing slips and invoices. Failure to do so will result in loss of payment.
- If the supplier cannot meet the quantities and/or delivery dates on the Purchase Order they must notify the buyer within 48 hours.
- All backorders **MUST** have a Build-A-Mold – A Division of Plasman Group Purchase Order number referenced also.



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- All back orders being shipped later than thirty days after the original date **MUST** be authorized by the Build-A-Mold – A Division of Plasman Group purchasing department or the Purchase Order will be closed and the goods will be refused.
- The packing slip for drop shipments (i.e. “Sold to” Build-A-Mold – A Division of Plasman Group, and “Ship to” our customer or another supplier for a secondary operation) must be faxed/mailed to the applicable purchasing contact within 48 hours of the delivery.
- No invoices will be accepted that are dated prior to the receipt of goods contained on the invoice.
- The Build-A-Mold – A Division of Plasman Group Job Number (if applicable) must be referenced on all packing slips and invoices.
- Steel and Resin Suppliers must send the appropriate Material Certificate of Analysis (C of A) certification sheet with each shipment or should fax/email to the applicable purchasing contact within 48 hours.
- Suppliers to Build-A-Mold – A Division of Plasman Group **MUST** comply with the customer specific automotive restricted substance standard and report exception to BAM. Material Safety Data Sheets (MSDS) must be provided accordingly. This involves the first shipment of each unique product.
- All Supplier / Subcontractor Employees that visit our location **MUST** follow our Emergency Response Procedures (spills, emergency evacuations, etc.) and Safety requirements, including visitor sign-in procedures upon arrival at Build-A-Mold – A Division of Plasman Group.

Blanket Purchase Orders

- Blanket Purchase Orders will be communicated via a “Release Schedule” which shows all open lines. This schedule reflects received shipments and supersedes all previous releases. Please contact the buyer if you have any questions regarding this schedule.
- The appropriate Line Number (Ref #) must be referenced on all packing slips and invoices.
- Production suppliers must reference the Build-A-Mold – A Division of Plasman Group Internal Part Number (IPN) on all box labels and packing slips.
- “Forecast” Description is for informational purposes only. It does not authorize material purchase, manufacture, or shipment of goods.
- “Release” quantities and dates authorize the supplier to produce parts and commits Build-A-Mold – A Division of Plasman Group to those parts for the referenced quantity and delivery date.
- If the supplier foresees any issues in meeting the scheduled release quantities and dates, the supplier must communicate this to the buyer within 48 hours or the order is considered acknowledged.
- Invoices must match the original copy of the Blanket Purchase Order. Invoices for dollar amounts higher than what was originally quoted and agreed upon will be short paid.

Outside Services

- A Purchase Order is assigned to all outside services and it is cited on the Build-A-Mold – A Division of Plasman Group outgoing shipper. This Purchase Order number must be referenced on all packing slips and invoices. Further, ALL invoices and packing slips are to mirror the line numbers of this outgoing



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shipper, i.e. if the shipper contains 3 lines for 3 jobs, so must the corresponding packing slip and invoice. The Build-A-Mold – A Division of Plasman Group Job Number must also be referenced line by line.

- The Invoice for the service **MUST** be faxed/emailed to the applicable purchasing contact within one week of the item returning from your facility.
- Accounting will make payment from this faxed invoice. Please do not fax or mail subsequent copies.

Steel

- The following procedure must be followed for ALL incoming steel: The Build-A-Mold – A Division of Plasman Group Job Number must be referenced on all Packing Slips and Steel Certifications. The Unit of Measure used on the Purchase Order (inches, pounds, etc.) should be referenced on the packing slip and invoice.
- **Steel** (please use a paint marker, sticker, etc.) **must be physically marked/labeled to include: Job Number, Detail Identification (including dimensions), and Purchase Order Number.**

Subcontractor Self-Assessments

- New Outsourcing Suppliers (Subcontractors) will be sent the Build-A-Mold – A Division of Plasman Group Subcontractor Self-Assessment survey for completion and return.
- Upon review of the completed self-assessment, the Build-A-Mold – A Division of Plasman Group Outsourcing Coordinator will determine if a follow up or on-site assessment is required (discretionary) prior to issuing a Purchase Order.

On-Site Supplier Assessments

- Build-A-Mold – A Division of Plasman Group and our end customers reserve the right to audit, inspect, qualify and certify that supplied products and services meet specified purchasing requirements.
- Where A Build-A-Mold – A Division of Plasman Group and/or our customer intends to perform independent verification at the supplier's premises, the intended verification arrangements and method of product release will be stated in the purchasing order and/or purchasing documents (subject to compliance with all applicable standard confidentiality and non-disclosure agreements).

Supplier Discrepancy Communication and Corrective Action

- When an order or documentation is found to be nonconforming, or if the product or service does not meet the delivery requirements stated in the purchase order and/or purchasing documents, a Supplier Discrepancy Report (and Corrective Action Report as applicable) are sent to the supplier.
- The Supplier Discrepancy Report and/or Corrective Action Report will include direct reference to the issue for traceability purposes and may include copied evidence of issue, depending on severity.
- An occurrence of three (3) of the same issues against one supplier in a review period will automatically require a formal Corrective Action Report to be completed.



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- The supplier is required to complete the Short Term section of the Corrective Action Report within three (s) business days and the Root Cause and Long Term Corrective Action sections within 30 days.
- If the Supplier completes the CAR on time and provides adequate information it will be closed by Build-A-Mold – A Division of Plasman Group (after verification of Corrective Action effectiveness).
- If the supplier fails to return completed CAR or does not provide adequate information, a meeting will be set-up with supplier, requiring the development of an Action Plan.
- If the supplier fails to provide adequate action plan, the supplier will be removed from the Approved / Key Supplier List.

Supplier Ratings

- Quality and delivery (100%) performance of suppliers is rated on a biannual basis / subcontractors on a quarterly basis
- Data is collected and used for ratings of Key Suppliers biannually. This may include, but is not limited to any Supplier Discrepancy and/or Corrective Action Reports issued.
- This data (issues) will be calculated against number of deliveries for each Key Supplier and a percentage will be assigned to each key supplier. If the Key Supplier fails to meet criteria (80%), a letter will be issued to supplier indicating areas of concern. A Corrective Action Report may also be issued.

Payment Terms

- Our payment terms are the 10th day of second following month. Average payment time is 55 days.
- Examples are as follows:

January 14th invoice – Cheque sent out March 10th

April 30th invoice – Cheque sent out June 10th



Change Record

<i>Revision Level</i>	<i>Revision Date</i>	<i>Page(s) Affected</i>	<i>Description of Change</i>	<i>Revised By</i>
A	Mar 31-2015	All	Initial Release (consolidation of previously issued requirements letters "Purchasing Supplier Requirements – Rev I Jul 6-2011" and "Outsourcing Supplier Requirements – Rev H Jul 6-2011").	M. Van Rijt D. Hunt L. Standaert G. Ryder
B	Feb 15-2016	All	Revised entire document (re-branding logo and company name formerly A.P. Plasman Inc., Build-A-Mold), revised website address on page 3 (changed from www.applasman.ca), revised contact name and title on page 3 & 7 (changed Outsourcing Manager to Outsourcing Coordinator, personnel change), and revised title on page 5 (Corporate QMS/EMS Coordinator to Corporate Quality Systems Manager).	M. Van Rijt L. Standaert L. Bradley G. Ryder
C	Mar 28-2016	3 & 5	Revised key contact personnel email addresses (formerly applasman.com).	M. Van Rijt L. Standaert L. Bradley G. Ryder
D	Aug 9-2017	3, 5, 7, 8, 9	Revised Introduction (added "Build-A-Mold" to website address path), revised Supplier Requirements – ISO Certification (changed to state "e-mail all ISO certificates to the applicable Build-A-Mold purchasing contact" – formerly Corp Quality Systems Manager), revised Subcontractor Self-Assessments (corrected spelling error), revised Supplier Ratings (identified subcontractors as rated "quarterly"), and revised Change Record (corrected rev level/date error for previous revision).	M. Van Rijt L. Standaert L. Bradley G. Ryder
E	Mar 1-2018	4	Revised Build-A-Mold Quality Policy Statement (changed "fixtures" to "tooling" in first paragraph).	M. Van Rijt L. Standaert L. Bradley G. Ryder
F	Apr 30-2018	3, 5	Revised Supplier Requirements (added section "Customs-Trade Partnership Against Terrorism C-TPAT).	M. Van Rijt L. Standaert L. Bradley G. Ryder