

Phrase	Definition
2D Print	Two dimensional electronic cad file (Auto Cad drawing) showing dimensions, material specs, and finish information
Admin	Operating Expenses, including Overhead Cost
BOM	Bill of Material
Capability Study	Quality document used to validate consistency of manufacturing process
Carton Qty	Number of items in carton
Comments	Any additional information regarding proposal supplier feels necessary to provide to ABL
Cost Code	Number that identifies cost center by process and product type
NAFTA/Country of Origin of Component or Finished Good Item	A signed NAFTA Certificate or Country of Origin Certificate for each part or Finished Good (Contact Customs Compliance for Further Clarification if required)
Duties / Taxes	Cost for International duties and taxes
End User Plant	Plant where part will be sent to be assembled
First Part Sample Lead Time	Time it takes from completion of tool to get T1 samples
Forwarding/Brokerage	Cost of Services for transferring product across borders
Freight	Cost to ship product
Freight from Border	Cost of transporting goods across borders
Labor	Cost of labor to produce part
Lead Time for Tooling and First Articles	Time it takes from being awarded business to delivering first articles
Lead Time of First Production Run	Time from Receiving first purchase order from ABL after approval of part to having parts at the plant
Material	Cost of material to produce part
Material Specifications /Material to Use	Raw material used to produce end product along with any special instructions
Minimum order quantity	Minimum number of parts ABL is allowed to buy on one purchase order
Misc set up charges	Cost to set up equipment for a "lot"/group of parts
Normal Production Lead Time	Time from Receiving Purchase order from ABL to having parts at the plant
Packaging	Cost of packaging (including cartons, labels, etc)
Packaging Quantity	Normal quantity of Parts packaged per container (box, pallet, container)
Pallet Qty	Number of items on Pallet
PDS Project Number	Product delivery system number is used to track and identify which particular project is associated with proposal
Piece Price	Total landed cost = Part Price + Freight Cost+ SLC Cost + Border Crossings + any additional cost associated with the cost of the finished product
Pro-E File	Three dimensional electronic part model representing actual geometry of part
Quantity of Samples requested	Number of first articles needed
Raw material Cost	Cost of material used to quote part
Request For Proposal (RFP)	When engineering, plant, or central sourcing needs a quote on a new or existing part they need to submit the RFP form which is to indicate suppliers total landed cost
RFP Number	Request for Proposal number assigned to track specific proposal or used to reference suppliers quote
Scrap	Cost of scrap material associated with the manufacture of a product
SLC	Supplier Logistics Center (facility for housing/transferring product from multiple suppliers)
SLC Min/Max	Supplier Logistic Center minimum and maximum inventory levels
Special Instructions	Any additional information not included on the RFP form that supplier or other members of ABL team need to be aware
Special Packaging Specifications	If any additional packaging is required to protect finished product such as bubble wrap around glass lens
Target Cost Tooling (Project)	Amount of budgetary money set aside for the individual tool or total tooling for proposal
Target Lead Time First Articles	Number of days or weeks from completion of finished tooling to first articles are submitted preferred by ABL
Target Lead Time Samples	Number of days or weeks from completion of finished tooling to T1 samples preferred by ABL
Target Lead Time Tooling	Number of weeks or days from tooling Purchase order to first shot sample preferred by ABL
Tolerances or Exceptions	Any deviations from part print or specifications made by supplier
Tooling Cost	Cost of Tooling
Tooling Country of Origin	Where tool is made
Tooling Lead Time	Time it takes to complete tooling
Tooling Specifications	Tool Standards specific per industry set by Manufacturing Engineering Quality Group at Acuity Lighting
Total Landed Cost	Total landed cost = Part Price + Freight Cost+ SLC Cost + Border Crossings + any additional cost associated with the cost of the finished product