



**VA / VE Proposal
From DMTN Supplier**

PROPOSAL # P12 002
(Supplier code + 3 Digit Sequential #)

Design Change (Fill out and attach DMTN Supplier Product Design Change Request Form)

Process Change (Fill out and attach DMTN Process Change Request / Reply Sheet)

Supplier Name: Spartan Injection Submission Date: 3/17/1999

Submitted by: Bob Johnson Telephone: 423-679-1000

DMTN Part Number / Description	Description of Change	Price		\$ Amount Change	Annual Quantity	Annualized \$ Change
		Current	Proposed			
TN056736-0630	Change sprue bushings on die to use less material (we are not allowed to regrind).	\$0.13	\$0.12	\$0.01		
Leadtime to Implement		5		weeks		Completed by Purchasing
Additional Charges to Implement (Tooling, Equip., Etc.)		\$ 13,000.00 (bushings for 16 cavities)				

Comments: _____

**Notes: 1) One change per form 2) Production Part suppliers must submit a Quote Worksheet for current and proposed price
 3) Attach drawings, specs. and/or sketches, if necessary**

DENSO MANUFACTURING TENNESSEE, INC. - QUOTE WORKSHEET

DMTN PART NUMBER: TN056736-0630		SUPPLIER NAME: Spartan Injection								
PART DESCRIPTION: Spool		COMPLETED BY: Bob Johnson						DATE: 3/17/1996		
F.O.B. POINT: Maryville, TN		MANUFACTURING LOCATION: Maryville, TN								
PC PRICE BREAKDOWN		RAW MATERIAL						SCRAP (Recyclable)		
Raw Material Cost	\$ 0.06	Type of Material	Part Weight	Mtl. \$/LB	Mtl. \$/PC	Scrap Weight	Scrap \$/LB	Scrap \$/PC		
Process Cost	\$ 0.06	1 Celanex	.25 ounce	\$ \$4.00	\$ \$0.06	N/A	\$	\$		
Purchased Part Cost	\$ N/A	2		\$	\$		\$	\$		
Package Mtl. Cost	\$ N/A	3		\$	\$		\$	\$		
S. G. & A.	\$ N/A	4		\$	\$		\$	\$		
Profit	\$ 0.01	5		\$	\$		\$	\$		
TOTAL PC \$	\$ 0.13	TOTAL RAW MATERIAL COST \$ (Material \$/PC - Scrap \$/PC)						\$ \$0.06	\$	
Qty Quoted Pcs/YR	1,000,000	PROCESS						OUTSIDE CONTRACTING		
Part Leadtime	32 WEEKS	Process Description	Machine Size	Cycle Time	Parts / Cycle	Machine \$/HR	Labor \$/HR	Process \$/PC	Description	\$ / PC
Tooling Leadtime	16 WEEKS	1 Injection Molding	400 TON	25 SEC.	16	\$ \$103.00	\$ \$34.00	\$ \$0.06	1 N/A	\$
Tool Life	LIFE OF PROJECT	2				\$	\$	\$	2	\$
TOOLING COST		3							3	\$
Description: (DMTN Expense)		4							4	\$
1 16 CAV. MOLD	\$ 61,000	5							5	\$
2	\$	6							6	\$
3	\$	7				\$	\$	\$	7	\$
4	\$	8				\$	\$	\$	8	\$
5	\$	Yield Rate Percentage Quoted:						\$	9	\$
6	\$	TOTAL PROCESS COST \$ (Process \$/PC + Outside Contracting \$/PC)						\$ \$0.06	\$	
Description:(Supplier Expense)		PACKAGING MATERIALS				Expendable	Returnable	PURCHASED PARTS		
1 N/A	\$	Description	Size	Quantity	\$ / PC	\$ / PC	Description	\$ / PC		
2	\$	1 DMTN TO SUPPLY RETURNABLE PACKAGING.				\$	\$	1 N/A	\$	
3	\$	2			\$	\$	2	\$		
4	\$	3			\$	\$	3	\$		
5	\$	4			\$	\$	4	\$		
TOTAL TOOL \$	\$ 61,000	TOTAL PACKAGING MATERIALS COST \$				N/A	\$	\$	TOTAL PUR.PARTS \$	\$

EXAMPLE OF ORIGINAL QUOTE FILLED OUT TO DO INITIAL BUSINESS WITH DMTN.

DENSO MANUFACTURING TENNESSEE, INC. - QUOTE WORKSHEET

DMTN PART NUMBER: TN056736-0630		SUPPLIER NAME: Spartan Injection								
PART DESCRIPTION: Spool		COMPLETED BY: Bob Johnson						DATE: 3/17/1999		
F.O.B. POINT: Maryville, TN		MANUFACTURING LOCATION: Maryville, TN								
PC PRICE BREAKDOWN		RAW MATERIAL						SCRAP (Recyclable)		
Raw Material Cost	\$ 0.05	Type of Material	Part Weight	Mtl. \$/LB	Mtl. \$/PC	Scrap Weight	Scrap \$/LB	Scrap \$/PC		
Process Cost	\$ 0.06	1 Celanex	.25 ounce	\$ \$4.00	\$ \$0.05	N/A	\$	\$		
Purchased Part Cost	\$ N/A	2		\$	\$		\$	\$		
Package Mtl. Cost	\$ N/A	3		\$	\$		\$	\$		
S. G. & A.	\$ N/A	4		\$	\$		\$	\$		
Profit	\$ 0.01	5		\$	\$		\$	\$		
TOTAL PC \$	\$ 0.12	TOTAL RAW MATERIAL COST \$ (Material \$/PC - Scrap \$/PC)						\$ \$0.06	\$	
Qty Quoted Pcs/YR	1,000,000	PROCESS						OUTSIDE CONTRACTING		
Part Leadtime	4 WEEKS	Process Description	Machine Size	Cycle Time	Parts / Cycle	Machine \$/HR	Labor \$/HR	Process \$/PC	Description	\$ / PC
Tooling Leadtime	5 WEEKS	1 Injection Molding	400 TON	25 SEC.	16	\$ \$103.00	\$ \$34.00	\$ \$0.06	1 N/A	\$
Tool Life	LIFE OF PROJECT	2				\$	\$	\$	2	\$
TOOLING COST		3							3	\$
Description: (DMTN Expense)		4							4	\$
1 SPRUE BUSHING	\$ 13,000.00	5							5	\$
2	\$	6							6	\$
3	\$	7				\$	\$	\$	7	\$
4	\$	8				\$	\$	\$	8	\$
5	\$	Yield Rate Percentage Quoted:						\$	9	\$
6	\$	TOTAL PROCESS COST \$ (Process \$/PC + Outside Contracting \$/PC)						\$ \$0.06	\$	
Description:(Supplier Expense)		PACKAGING MATERIALS				Expendable	Returnable	PURCHASED PARTS		
1 N/A	\$	Description	Size	Quantity	\$ / PC	\$ / PC	Description	\$ / PC		
2	\$	1 DMTN TO SUPPLY RETURNABLE PACKAGING.				\$	\$	1 N/A	\$	
3	\$	2			\$	\$	2	\$		
4	\$	3			\$	\$	3	\$		
5	\$	4			\$	\$	4	\$		
TOTAL TOOL \$	\$ 13,000.00	TOTAL PACKAGING MATERIALS COST \$				N/A	\$	\$	TOTAL PUR.PARTS \$	\$

EXAMPLE OF REVISED QUOTE FILLED OUT TO SHOW VA/VE CHANGE IMPACT.