



SHARP ELECTRONICS CORPORATION

Mark Servidio

Vice President - Logistics & Supply Chain Planning

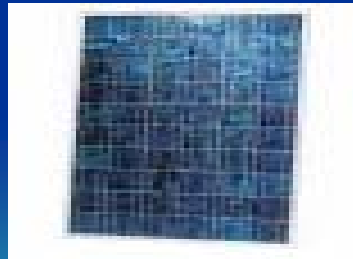


Sharp Electronics Corporation

- International Electronics Company

Sharps Major Products Sold in the USA:

Aquos, LCD, Microwaves, Copiers, Faxes,
Laptop Computers, Solar Panels, Air Purifiers



SHARP Shipped Over 4 Billion Lbs of Products to our Customers in 2005
Which results in over 160,000 in Trailer Loads over the US
Interstate/Highways - 652 Million Miles from Coast to Coast.

Sharp Electronics - Corporate Imagine

Overview

- Sharp Electronics Sells Cutting-edge Products. SEC Is The US Sales And Marketing Arm Of Japanese Appliance And Electronic Components Maker Of Sharp Corporation In Japan. Sharp Electronics Is Known As A Leading Seller Of Liquid Crystal Displays (LCDS), Which Are Used In Everything From Airplane Cockpits To Computers To Pinball Machines To Cutting-edge Televisions.
- Also Markets Solar Products (Modules, Monitors, Inverters), Mobile Electronics (Camcorders, Handhelds), Appliances (Air Conditioners, Microwave Ovens), Entertainment Products (TV, DVD, Camcorders), And Business Electronics (Cash Registers, PCS, Calculators, Copiers).
- Sharp Electronics Is In Tune With The Environment At A Global Level And Is Working Towards A Healthier Environment By Recycling, Using Solar Panels, Air Bags In Repacking Materials, Implementing A No Idle Policy For Reduction Of CO2 Emissions, Reduction In Electricity Utilization By Using Lower Voltage When Little Activity Takes Place Within The Work Place.

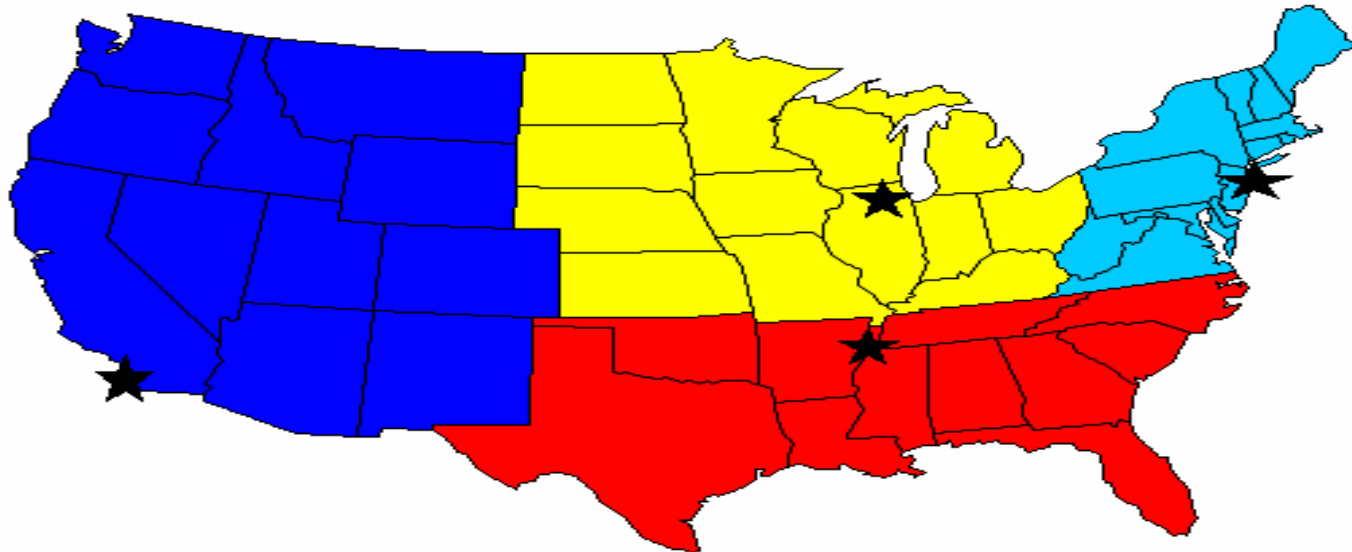


Sharp Electronics – Geography

World Headquarters - Osaka, Japan

- US Headquarters/Logistics Center - Mahwah, NJ
 - Memphis TN - SMCA Manufacturing Plant/Logistics
 - Huntington Beach CA - Logistics Center
 - Romeoville, IL - Logistics Center
- Mexico - LCD/TV Manufacturing Plant

SHARP Logistic Centers



SHARP ELECTRONICS SMARTWAY ACTION PLAN

	What	When	Benefit	Comment
Strategy 1: Carrier Notification On SMARTWAY	Contacted All SHARP Carriers And Tell Them That We Are Now A SMARTWAY EPA Complaint Partner.	Oct. 1, 2004	Increase Our SMARTWAY Complaint Pool Carriers To Increase Our Overall Score On EPA Emissions.	Completed
Strategy 2: Strict Pickup Times On LTL Shipments.	Implement Strict Pickup Appointments With LTL Carriers To Reduce Idling On Pickups. Currently Have This Policy For FTL Shipments With Appointments.	Feb. 1, 2005	Reduce Idling And Emissions On Engine Running Times.	Completed
Strategy 3: Implement A No Idle On Trucks When Waiting To Be Loaded.	LTL And FTL Carriers Must Turn Off The Engine When Waiting To Be Loaded When On Company Grounds. A No Idle Policy To Be Enforced When Carrier Is Being Loaded. Implemented New Policy To Have Dock Doors Assigned To Carriers At Guard Station To Minimize Emissions.	Mar. 1, 2005	Reduce Idling And Emissions On Engine Running Times. SHARP Implemented A No Idle Policy Effective 3/01/05. Plan To Reduce By 20% In 2005 With No Idle Policy. Current CO2 Is 0.8. Plan To Get CO2 Emissions To 0.6.	Completed

SHARP ELECTRONICS SMARTWAY ACTION PLAN

	What	When	Benefit	Comment
Strategy 4: Mexico/Canada C-TPAT Certification	Allow Carriers Who Cross The Mexico And Canadian Borders To Use FAST Track Lanes To Reduce Engine Emissions With Less Wait Time.	Jan. 1, 2005	Quicker Boarder Passing - Reduces Emissions With Less Engine Idling.	Completed
Strategy 5: Reduce Emissions On Forklifts	Explore Studies On Today's Technology With Forklifts And Quick Charge Batteries.	Mar. 1, 2006	Implement Batteries For Lifts With Quick Charge Batteries, Thus Reducing Emissions On Charge Times If Study Is Positive.	On Track
Strategy 6: Reduce Light Emissions Using Motion Sensors.	Recommend To Upper Management To Install In All Facilities Motion Sensors For Turning On/Off Lights Within The Warehouses To Reduce Emissions.	Mar 1, 2006	Currently, Only Our Huntington Beach Operations Has This Implemented Within The Warehouse. Help Reduce Energy Consumption Thus Reducing Emissions.	On Track
Strategy 7: Implement ISO14000	Since SHARP Is ISO14000, Can SMARTWAY Be Combined With ISO14000 To Reduce Emissions. Evaluate And Study.	Mar, 1, 2006	Combine ISO 14000 & SMARTWAY Practices Into A Policy Within The Company And Train Employee's On How To Reduce Emissions And Improve The Quality Of Our Environment. Have This Added To The Company Policy.	On Track

SHARP ELECTRONICS SMARTWAY ACTION PLAN

	What	When	Benefit	Comment
Strategy 8: Implement Monthly PM Schedule On All Forklifts	Have Monthly Preventive Maintenance Program Implemented Within All Warehouses On Forklifts	Jul. 1, 2005	Regular Pm's Will Insure Forklifts Emissions Are Reduced And Running Properly. This Will Reduce EPA Emissions Throughout The Organization In All Logistics Centers.	Completed
Strategy 9: Increase Intermodal Shipments	Review Our Current Shipping Customers And Switch Modes On FTL Over The Road Shipments To Intermodal Modes.	Jun 1, 2005	Use Of Intermodal Will Decrease Engine Emissions By Shipping Rail Instead Of Using Over The Road Means Of Transportation. Would Like To Increase Intermodal By 15% Project Additional CO2 Emissions Savings To 352 In 2005.	Completed
Strategy 10: SmartWay Sign Placed Outside	Placing SMARTWAY NO IDLE Sign Where Drivers Can See When They Pull Into The Loading Area	Jan 15,2006	SMARTWAY No Idle Sign Was Placed Inside When Drivers Sign In For Freight Pickup, New Sign Placed Outside So Drivers Can See When They Come Onto The Grounds.	On Track

SHARP ELECTRONICS SMARTWAY ACTION PLAN

	What	When	Benefit	Comment
Employee Training	Develop Employee Awareness Focused On SMARTWAY Strategies, I.E. No-idling Policies, etc.	Twice Per Year Training Sessions	Ensures Adherence To Relevant Policies, Procedures And Controls	On Track
Employee Education	Add SmartWay Transport Partnership Description To Internet And SHARP Intra-net Website.	Jan 1 st , 2005	Awareness Creates New Opportunities For The Partnership While Preserving Integrity Of Partnership	Completed
	Include Quarterly SmartWay Transport Partnership Article For Distribution To Employees Via Logistics Intranet Web-site.	Each Issue Starting March 2005		Completed
Publicity Plans	Once Qualified, Add SmartWay Transport Partner Logo To Company Web Site (With Link To EPA's SmartWay Transport Website).	Jan 1 st , 2005	<ul style="list-style-type: none"> - Builds Brand Recognition And Value For The Partners - Educates The Public And Consumers About The Partnership - Helps To Recruit Additional Partners 	Completed
	- Add SmartWay Transport Partner Logo To Company Letterhead And Other Business-to-business Communication Documents	Jan. 1 st , 2006		On Track

Idle Reduction Initiatives

- No-idle Policy For Loading And Unloading
 - Company-wide Policy Implemented As Of March 2005 To Reduce Idling And Emissions
 - LTL And FTL Carriers Must Turn Off The Engine When Waiting To Be Loaded When On Company Grounds
 - Placed NO Idle Sign outside of Logistic Centers in all 4 Locations effective January 2006
 - Planned To Reduce Emissions By 20% With No Idle Policy
 - 75% Compliance Rate In 2005 generated emission reductions of:
 - 5.7 Tons CO₂
 - 0.1 Tons NO_X
 - 0.0004 Tons PM

Idle Reduction Initiatives

ATTENTION DRIVERS:

SHARP ELECTRONICS
IS A MEMBER OF THE
EPA'S SMARTWAY TRANSPORT PARTNERSHIP.

SHARP HAS A
NO IDLE POLICY.

PLEASE TURN OFF YOUR ENGINES
WHILE ON SITE WAITING
TO BE LOADED/UNLOADED.



THANK YOU FOR
HELPING US WORK TOWARDS A
CLEANER ENVIRONMENT.

LOGISTIC CENTERS - CARRIER NO IDLE POLICY



NO Idle Policy Sign placed Outside the Mahwah NJ Facility

Idle Reduction Initiatives

- Expedited Boarder Crossing
 - Allow Carriers Who Cross The Mexico And Canadian Borders To Use FAST Track Lanes To Reduce Engine Emissions With Less Wait Time.
- Strict Pick-up Times
 - Implement Strict Pickup Appointments With LTL Carriers To Reduce Idling On Pickups.
 - Currently Have This Policy For FTL Shipments With Appointments.



Reducing Environmental Footprint

- Increased Use Of Intermodal
 - Use Of Intermodal Decreases Emissions By Using Rail Instead Of Using Over The Road Transportation.
 - Aiming To Increase Intermodal By 15%.
 - Between 2004 and 2005, Sharp has achieved emission reductions of:

CO2 - 404.2 tons

PM - 0.3 tons

NOx - 8.2 tons

* Saved 36,416 gallons of diesel fuel



Reducing Environmental Footprint

- **Reduced Facility Energy Usage**

Install Motion Sensors In All Facilities To Turn On/Off Lights Within The Warehouses

- **Environmentally Friendly Air Bags**

Replaced in all Logistics Centers the Styrofoam Peanuts with Environmentally Friendly Air Bags for our Small Packaging Shipments to our Customers

- **Preventative Maintenance For Forklifts**

Regular Preventative Maintenance Ensures Forklifts Are Running Properly And Emissions Reduced At All Logistics Centers



Increase Communication

- **Notify Carriers Of Sharp's Commitment**
 - Reduced Carriers That Were Not Committed To SmartWay
- **Yearly Newsletter**
 - Our USA Initiative Is Mentioned At Least Once A Year In Sharp Corporation Bi-Monthly Newsletter
- **Intranet SmartWay Newsletters**
 - SmartWay Publications Are Posted On Sharp's Supply Chain Intranet Site



Increased Use of SmartWay Carriers

- Number of SmartWay Carriers
 - 2004: 24 SmartWay out of 85 total carriers (28%)
 - 2005: 39 SmartWay out of 85 total carriers (46%)
- Tons Shipped with SmartWay Carriers
 - 2004: 41,808 tons out of 127,841 total tons (33%)
 - 2005: 81,499 tons out of 102,808 total tons (79%)



ISSUES

- There Are So Many Programs, I Do Not Know If I Can Handle Anymore
 - It's Easy
 - It Works
 - Gives You A Chance To Work With Logistics Group
- I Know Nothing About Transportation And Trucks
 - Get Your Logistics People Involved
 - Have Them Work With EPA
 - Explain Benefits
- I Do Not Get Along With Logistics People
 - Then You Have Problems



CLOSING

- It Is Easy
- It Contributes
- It Is A Way To Be Involved
- Only Way To Be Involved If You Are In Logistics
- Your Competitors Are Doing It ... Or Will





SHARP

..... **be sharp**

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National Logistics & Supply Chain Planning

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