

# Supplier Scorecard

Supplier: ALRO STEEL CORP



| Overall Score   | Rating    |
|-----------------|-----------|
| 90-100 points   | Excellent |
| 81-89.99 points | Good      |
| Below 81 points | Poor      |

| % On-Time Delivery | Points |
|--------------------|--------|
| 95%-100%           | 22     |
| 90%-94.99%         | 15     |
| Below 90%          | 0      |

| Fill Rate % | Points |
|-------------|--------|
| 100%        | 10     |
| 90%-99.99%  | 5      |
| Below 90%   | 0      |

| Quality Performance % | Points |
|-----------------------|--------|
| 98%-100%              | 23     |
| 92%-97.99%            | 15     |
| Below 92%             | 0      |

| Field Issues   |
|----------------|
| -5 points each |

| Intangibles       |
|-------------------|
| Maximum Score: 15 |

| Orders/Quotations Acknowledged | Points |
|--------------------------------|--------|
| 100%                           | 10     |
| 90% - 99.99%                   | 5      |
| Below 90%                      | 0      |

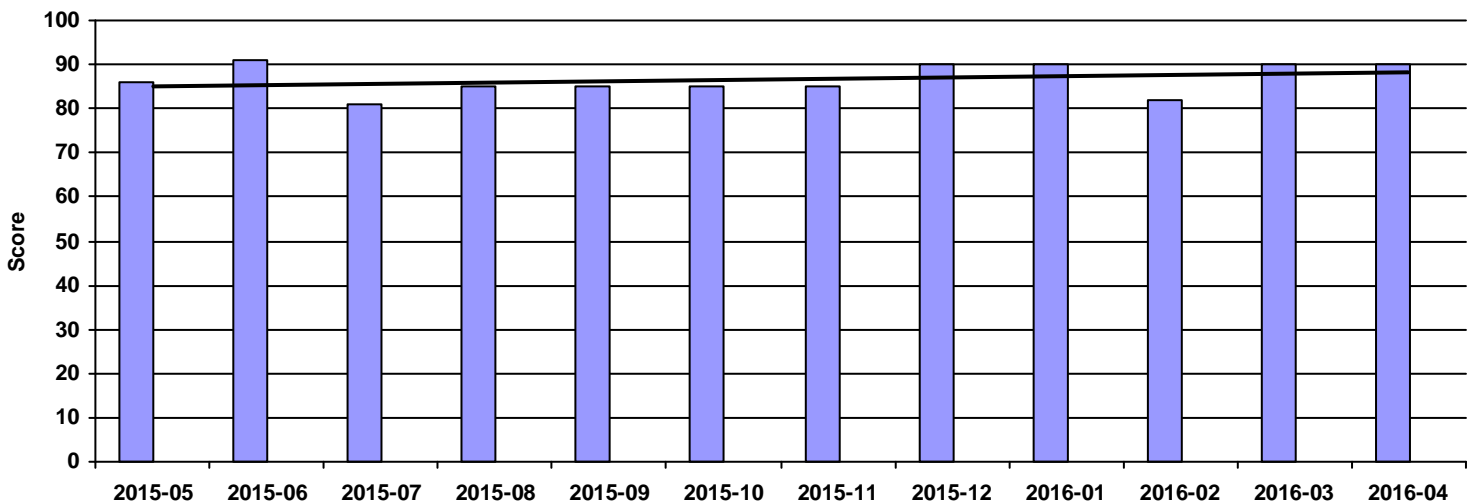
| Continuous Improvement          | Points |
|---------------------------------|--------|
| CI that directly effected DeWys | 10     |
| CI that effected supplier       | 8      |
| CI meeting with purchasing team | 5      |
| NO meeting with purchasing team | 0      |

| Commercial Credit Score Class | Points |
|-------------------------------|--------|
| 5 - High                      | 1      |
| 4                             | 2      |
| 3 - Medium                    | 3      |
| 2                             | 4      |
| 1 - Low                       | 5      |

| Financial Stress Score Class | Points |
|------------------------------|--------|
| 5 - High                     | 1      |
| 4                            | 2      |
| 3 - Medium                   | 3      |
| 2                            | 4      |
| 1 - Low                      | 5      |

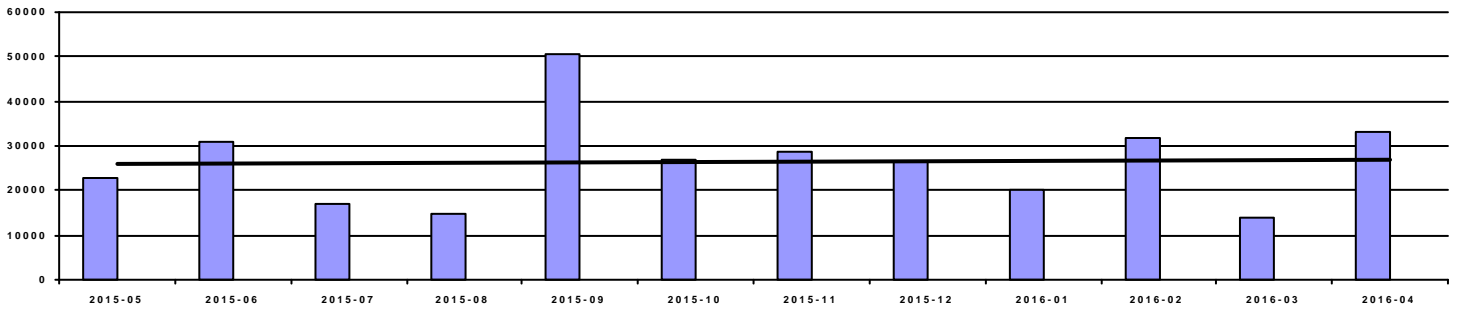
| Continuous Improvement Credential         | Points |
|---|--------|
| Registered Quality Management System      | +2     |
| Vendor Managed Inventory                  | +2     |
| Team/Person responsible for CI(full time) | +2     |

Overall Score



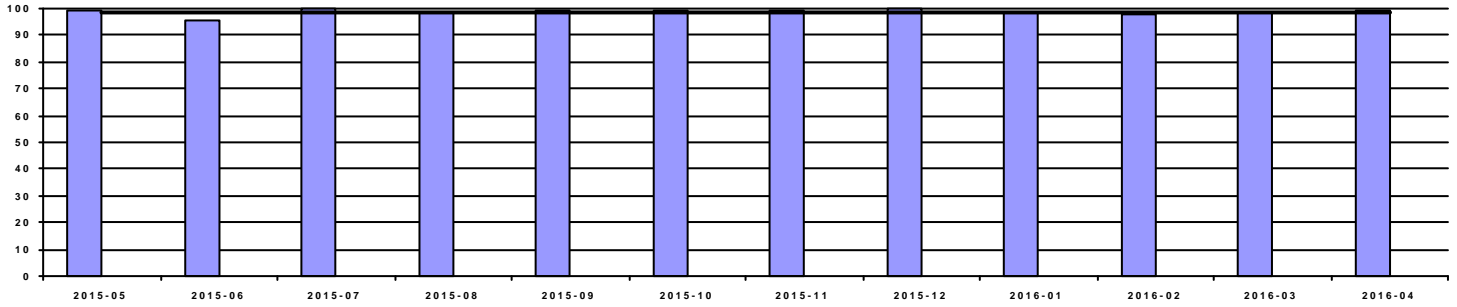
| Period | 2015-05 | 2015-06   | 2015-07 | 2015-08 | 2015-09 | 2015-10 | 2015-11 | 2015-12   | 2016-01   | 2016-02 | 2016-03   | 2016-04   |
|--------|---------|-----------|---------|---------|---------|---------|---------|-----------|-----------|---------|-----------|-----------|
| Score  | 86      | 91        | 81      | 85      | 85      | 85      | 85      | 90        | 90        | 82      | 90        | 90        |
| Rating | Good    | Excellent | Good    | Good    | Good    | Good    | Good    | Excellent | Excellent | Good    | Excellent | Excellent |

### Spend



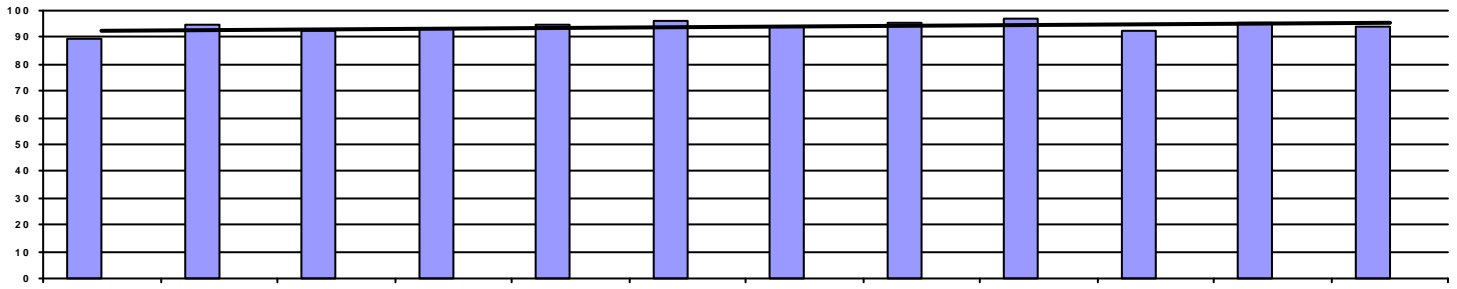
| Period | 2015-05   | 2015-06   | 2015-07   | 2015-08   | 2015-09   | 2015-10   | 2015-11   | 2015-12   | 2016-01   | 2016-02   | 2016-03   | 2016-04   |
|--------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Spend  | 22,711.49 | 30,731.18 | 17,170.70 | 14,714.67 | 50,475.95 | 26,676.82 | 28,674.17 | 26,337.27 | 20,143.39 | 31,709.31 | 13,729.03 | 33,067.04 |

### OnTime Performance (22 pts)



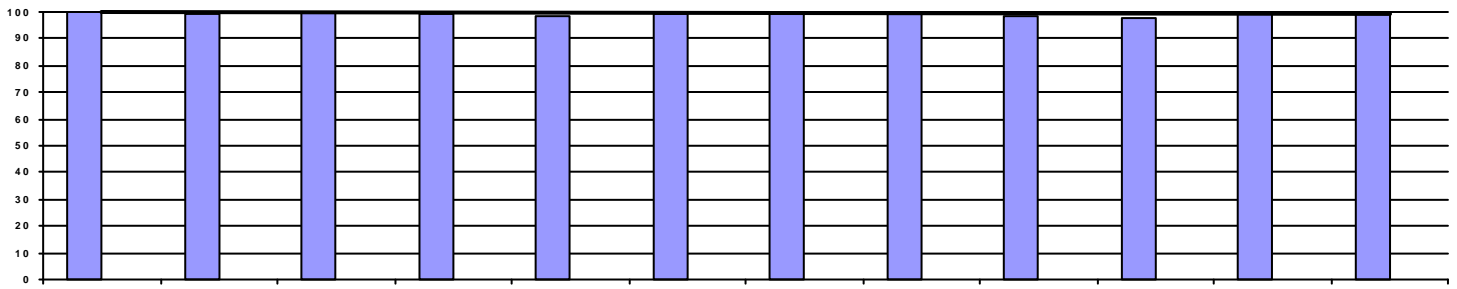
| Period       | 2015-05 | 2015-06 | 2015-07 | 2015-08 | 2015-09 | 2015-10 | 2015-11 | 2015-12 | 2016-01 | 2016-02 | 2016-03 | 2016-04 |
|--------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| OnTime Score | 99.07%  | 95.65%  | 100.00% | 98.29%  | 99.40%  | 99.21%  | 99.11%  | 100.00% | 98.25%  | 97.56%  | 98.43%  | 99.00%  |
| Score        | 22      | 22      | 22      | 22      | 22      | 22      | 22      | 22      | 22      | 22      | 22      | 22      |

### Fill Rate (10 pts)



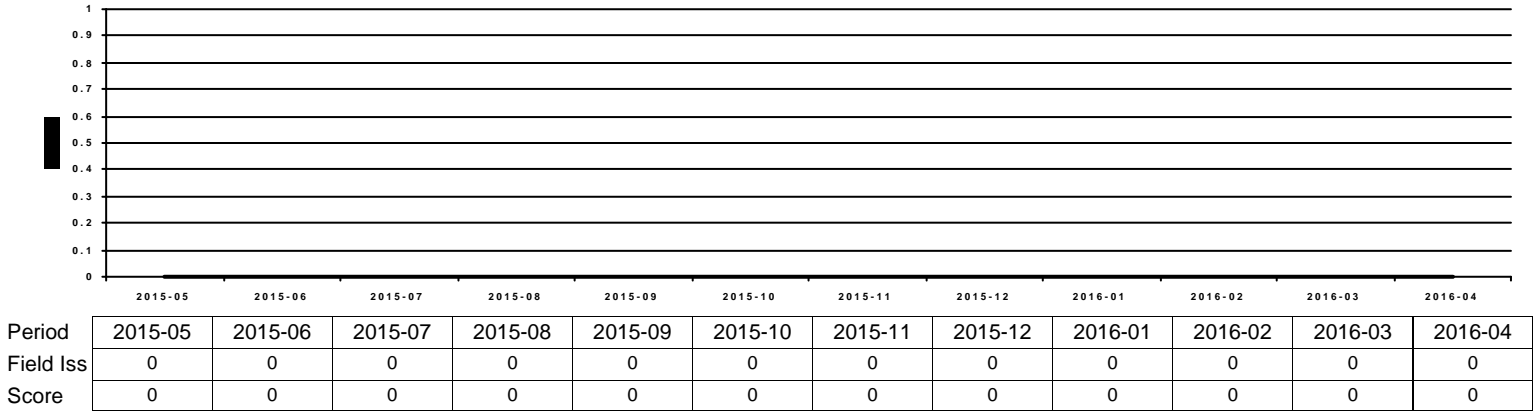
| Period          | 2015-05 | 2015-06 | 2015-07 | 2015-08 | 2015-09 | 2015-10 | 2015-11 | 2015-12 | 2016-01 | 2016-02 | 2016-03 | 2016-04 |
|-----------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Fill Rate Score | 89.81%  | 94.96%  | 92.23%  | 93.22%  | 94.67%  | 96.06%  | 93.81%  | 95.65%  | 97.37%  | 92.74%  | 95.35%  | 94.06%  |
| Score           | 0       | 5       | 5       | 5       | 5       | 5       | 5       | 5       | 5       | 5       | 5       | 5       |

### Quality Performance (23 pts)

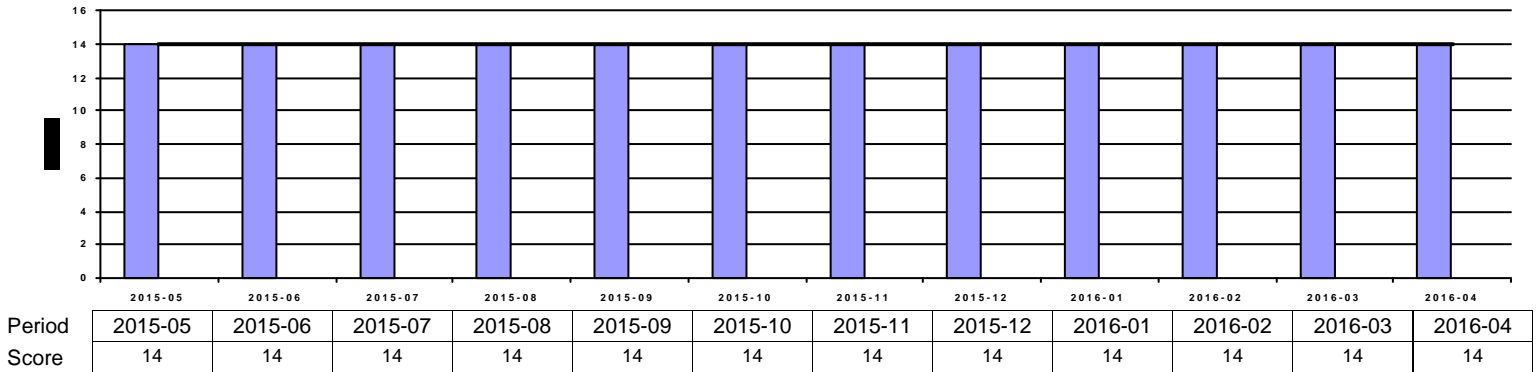


| Period        | 2015-05 | 2015-06 | 2015-07 | 2015-08 | 2015-09 | 2015-10 | 2015-11 | 2015-12 | 2016-01 | 2016-02 | 2016-03 | 2016-04 |
|---------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Quality Score | 100.00% | 99.28%  | 100.00% | 99.15%  | 98.81%  | 99.21%  | 100.00% | 100.00% | 98.25%  | 97.56%  | 99.21%  | 100.00% |
| Score         | 23      | 23      | 23      | 23      | 23      | 23      | 23      | 23      | 23      | 15      | 23      | 23      |

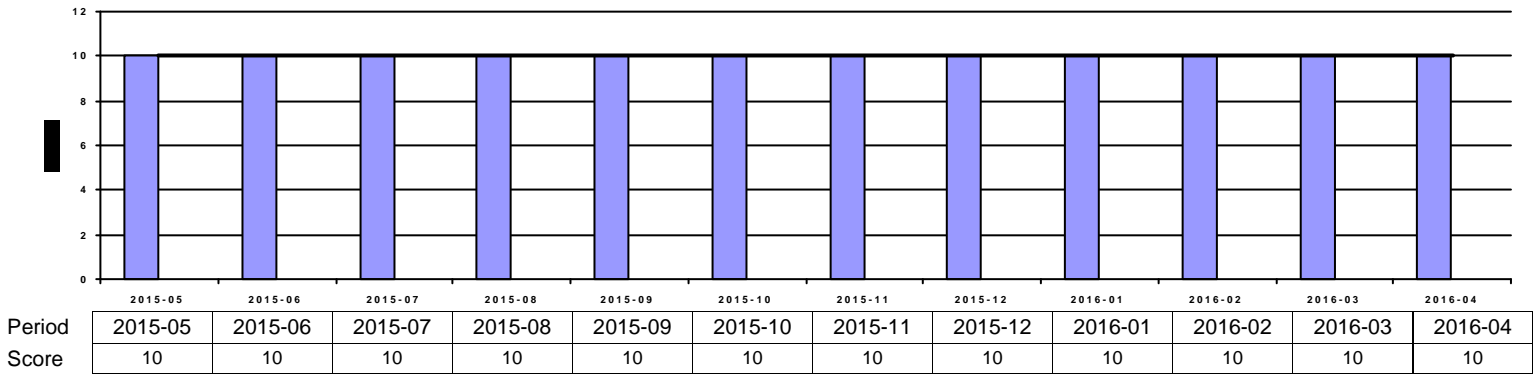
**Field Issues (-5 pts each)**



**Intangibles (15 pts)**



**Acknowledgement Performance (10 pts)**



| Period   | 2015-05 | 2015-06 | 2015-07 | 2015-08 | 2015-09 | 2015-10 | 2015-11 | 2015-12 | 2016-01 | 2016-02 | 2016-03 | 2016-04 |
|----------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Cont Imp | 10      | 10      | 0       | 0       | 0       | 0       | 0       | 10      | 10      | 10      | 10      | 10      |
| CompCr   | 5       | 5       | 5       | 9       | 9       | 9       | 9       | 4       | 4       | 4       | 4       | 4       |
| CI       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| QMS      | 2       | 2       | 2       | 2       | 2       | 2       | 2       | 2       | 2       | 2       | 2       | 2       |
| VMI      | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       |