

# Supplier Scorecard

Supplier: JHP FASTENERS, INC.



| 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      |

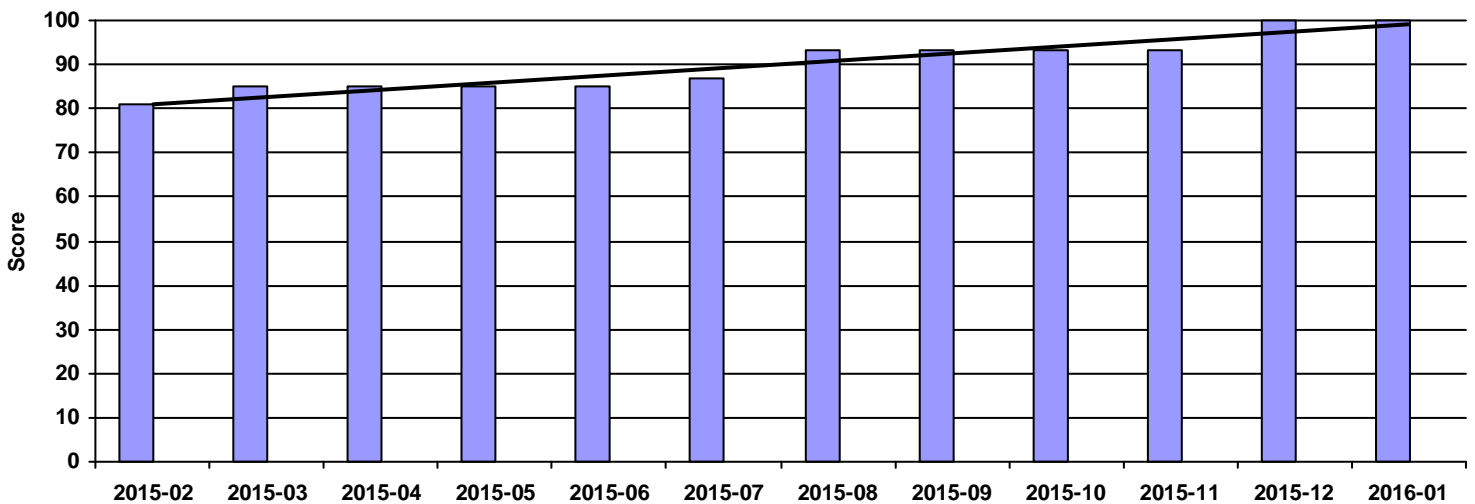
| Continuous Improvement          | Points |
|---------------------------------|--------|
| CI that directly effected DeWys | 10     |
| CI that effected supplier       | 8      |
| CI meeting with purchasing team | 5      |
| NO meeting with purchasing team | 0      |

| 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      |

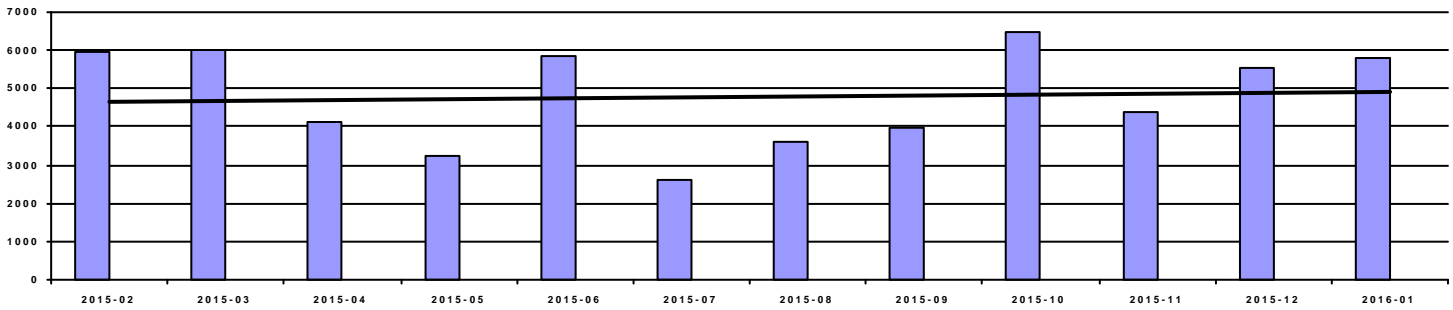
| Continuous Improvement Credential         | Points |
|---|--------|
| Registered Quality Management System      | +2     |
| Vendor Managed Inventory                  | +2     |
| Team/Person responsible for CI(full time) | +2     |

Overall Score



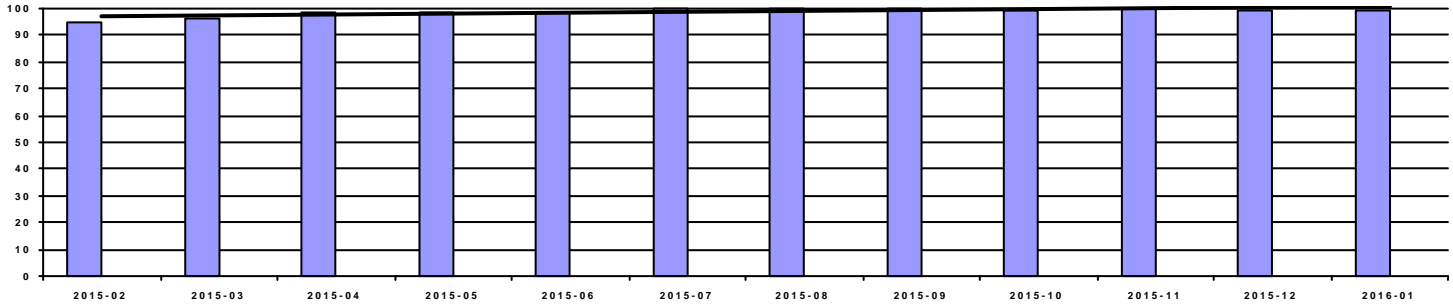
| Period | 2015-02 | 2015-03 | 2015-04 | 2015-05 | 2015-06 | 2015-07 | 2015-08   | 2015-09   | 2015-10   | 2015-11   | 2015-12   | 2016-01   |
|--------|---------|---------|---------|---------|---------|---------|-----------|-----------|-----------|-----------|-----------|-----------|
| Score  | 81      | 85      | 85      | 85      | 85      | 87      | 93        | 93        | 93        | 93        | 100       | 100       |
| Rating | Good    | Good    | Good    | Good    | Good    | Good    | Excellent | Excellent | Excellent | Excellent | Excellent | Excellent |

### Spend



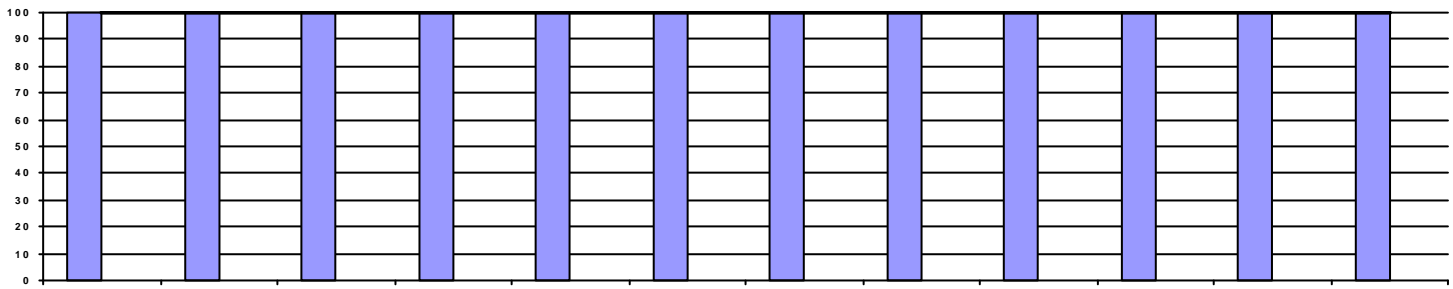
| Period | 2015-02  | 2015-03  | 2015-04  | 2015-05  | 2015-06  | 2015-07  | 2015-08  | 2015-09  | 2015-10  | 2015-11  | 2015-12  | 2016-01  |
|--------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| Spend  | 5,955.98 | 6,005.60 | 4,105.29 | 3,261.12 | 5,843.65 | 2,636.81 | 3,583.96 | 3,949.24 | 6,503.41 | 4,377.17 | 5,512.87 | 5,792.63 |

### OnTime Performance (22 pts)



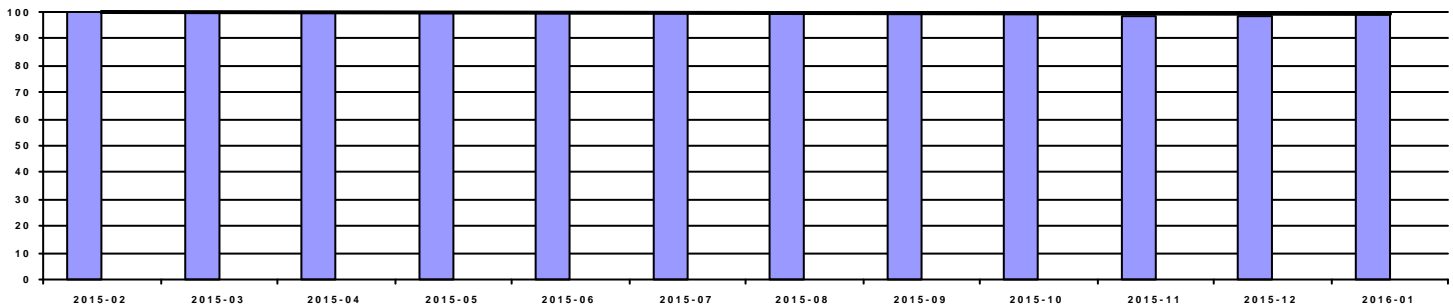
| Period | 2015-02 | 2015-03 | 2015-04 | 2015-05 | 2015-06 | 2015-07 | 2015-08 | 2015-09 | 2015-10 | 2015-11 | 2015-12 | 2016-01 |
|--------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| OnTime | 94.74%  | 96.43%  | 98.73%  | 98.46%  | 98.32%  | 100.00% | 100.00% | 100.00% | 99.23%  | 100.00% | 99.28%  | 99.12%  |
| Score  | 15      | 22      | 22      | 22      | 22      | 22      | 22      | 22      | 22      | 22      | 22      | 22      |

### Fill Rate (10 pts)



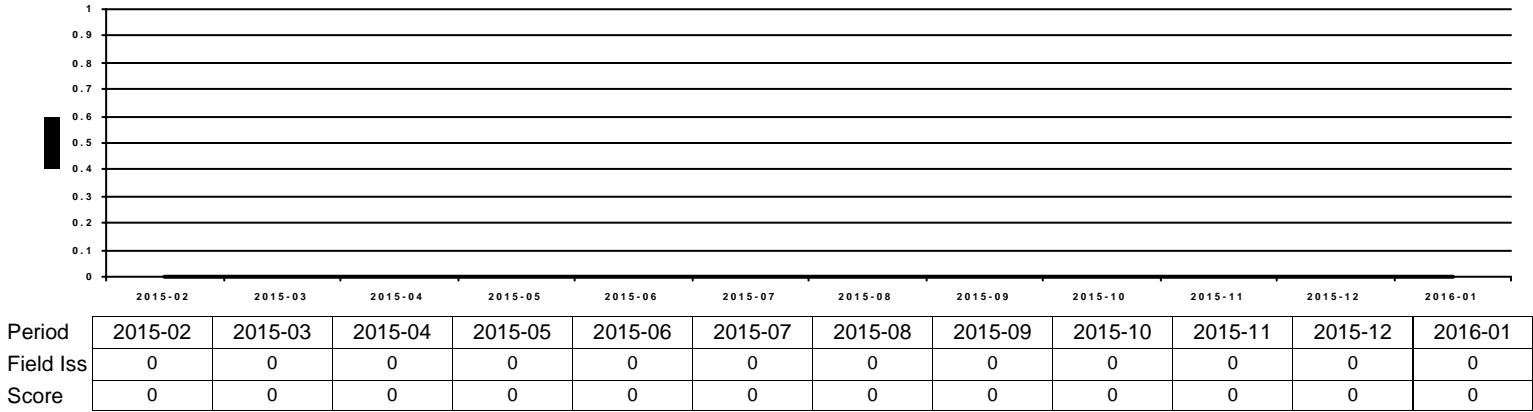
| Period    | 2015-02 | 2015-03 | 2015-04 | 2015-05 | 2015-06 | 2015-07 | 2015-08 | 2015-09 | 2015-10 | 2015-11 | 2015-12 | 2016-01 |
|-----------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Fill Rate | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% |
| Score     | 10      | 10      | 10      | 10      | 10      | 10      | 10      | 10      | 10      | 10      | 10      | 10      |

### Quality Performance (23 pts)

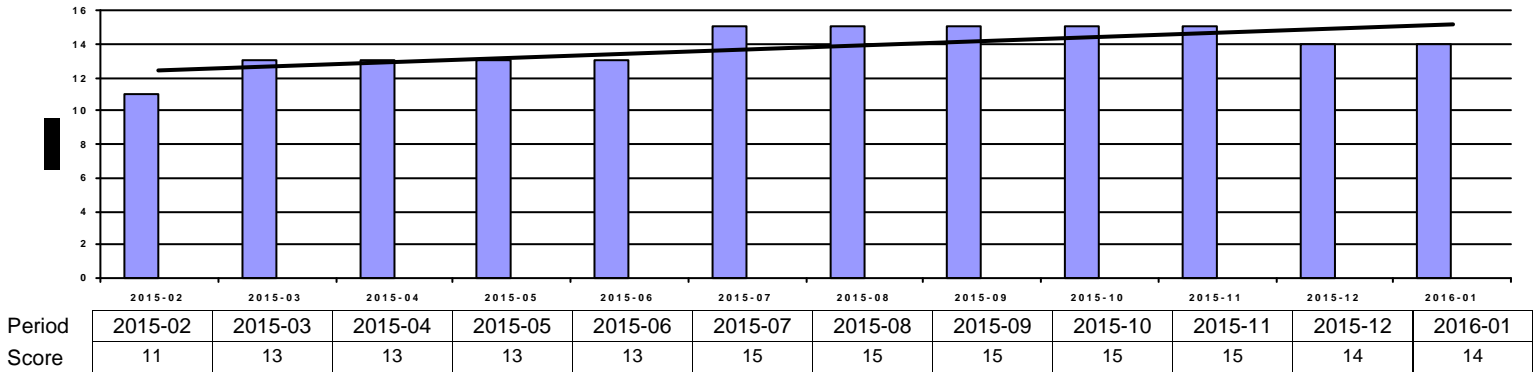


| Period  | 2015-02 | 2015-03 | 2015-04 | 2015-05 | 2015-06 | 2015-07 | 2015-08 | 2015-09 | 2015-10 | 2015-11 | 2015-12 | 2016-01 |
|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Quality | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 99.23%  | 98.88%  | 98.55%  | 99.12%  |
| Score   | 23      | 23      | 23      | 23      | 23      | 23      | 23      | 23      | 23      | 23      | 23      | 23      |

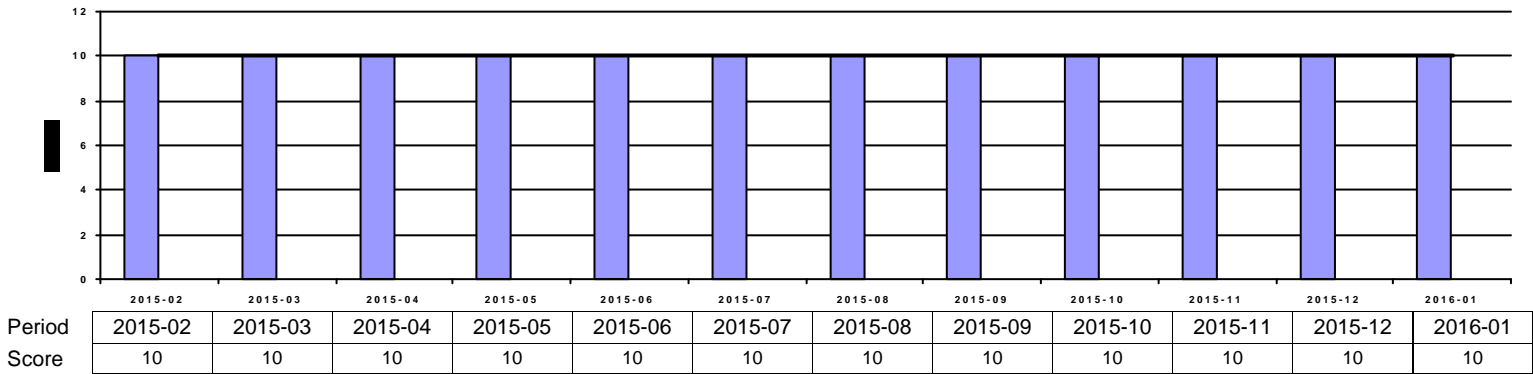
**Field Issues (-5 pts each)**



**Intangibles (15 pts)**



**Acknowledgement Performance (10 pts)**



| Period   | 2015-02 | 2015-03 | 2015-04 | 2015-05 | 2015-06 | 2015-07 | 2015-08 | 2015-09 | 2015-10 | 2015-11 | 2015-12 | 2016-01 |
|----------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Cont Imp | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 10      | 10      |
| CompCr   | 8       | 3       | 3       | 3       | 3       | 3       | 9       | 9       | 9       | 9       | 7       | 7       |
| 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      | 2       | 2       | 2       | 2       | 2       | 2       | 2       | 2       | 2       | 2       | 2       | 2       |