

Supplier Scorecard

Supplier: GRAND TRAVERSE CONTAINER



| 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 |

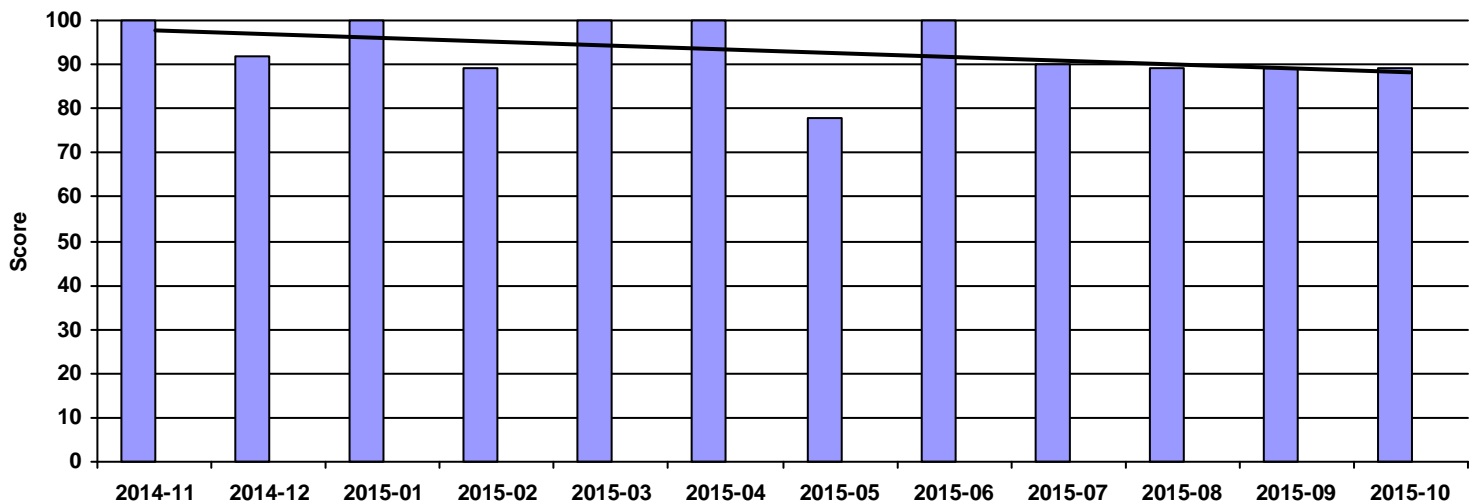
| Continuous Improvement | Points |
|---------------------------------|--------|
| CI that directly effected DeWys | 10 |
| CI that effected supplier | 8 |
| CI meeting with purchasing team | 5 |
| NO meeting with purchasing team | 0 |

| 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 |

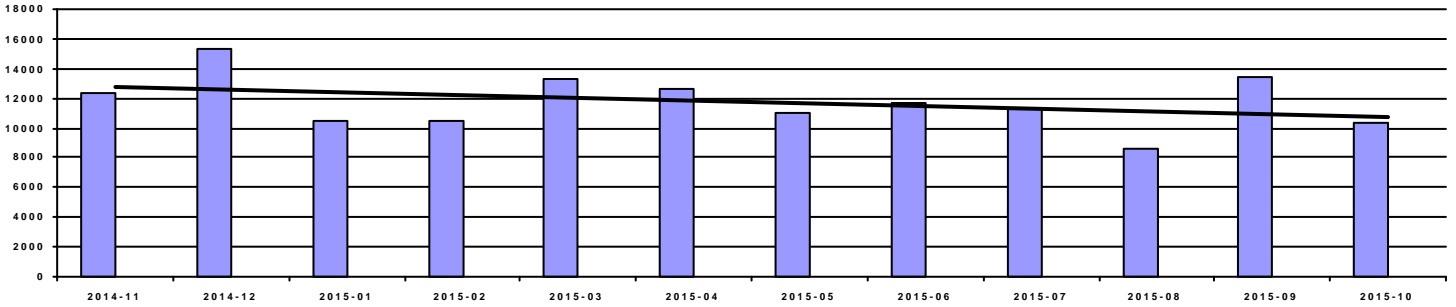
| Continuous Improvement Credential | Points |
|---|--------|
| Registered Quality Management System | +2 |
| Vendor Managed Inventory | +2 |
| Team/Person responsible for CI(full time) | +2 |

Overall Score



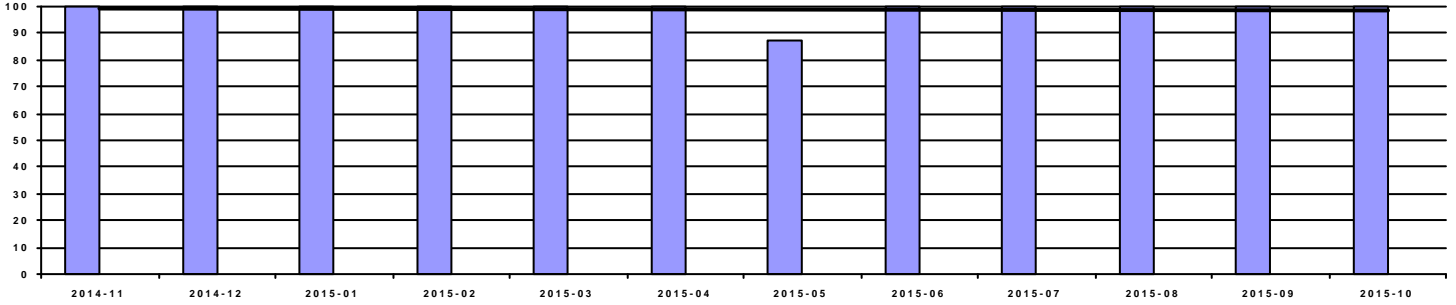
| Period | 2014-11 | 2014-12 | 2015-01 | 2015-02 | 2015-03 | 2015-04 | 2015-05 | 2015-06 | 2015-07 | 2015-08 | 2015-09 | 2015-10 |
|--------|-----------|-----------|-----------|---------|-----------|-----------|---------|-----------|-----------|---------|---------|---------|
| Score | 100 | 92 | 100 | 89 | 100 | 100 | 78 | 100 | 90 | 89 | 89 | 89 |
| Rating | Excellent | Excellent | Excellent | Good | Excellent | Excellent | Poor | Excellent | Excellent | Good | Good | Good |

Spend



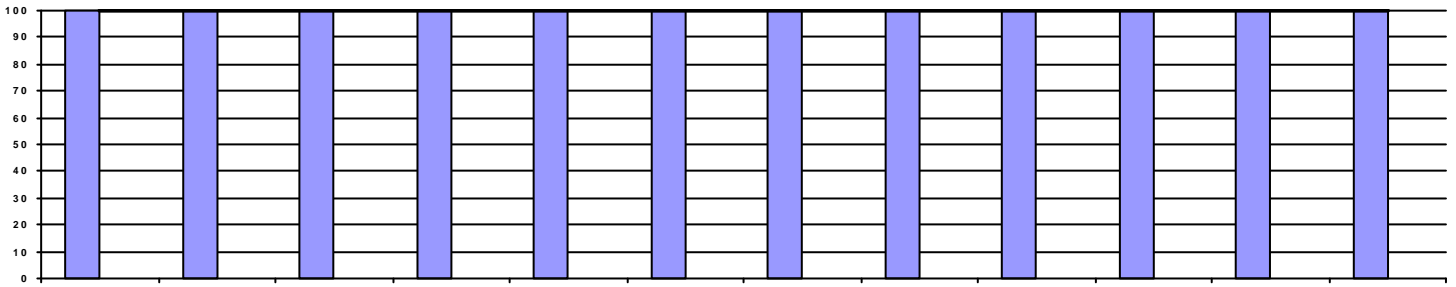
| Period | 2014-11 | 2014-12 | 2015-01 | 2015-02 | 2015-03 | 2015-04 | 2015-05 | 2015-06 | 2015-07 | 2015-08 | 2015-09 | 2015-10 |
|--------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|----------|-----------|-----------|
| Spend | 12,354.27 | 15,252.53 | 10,532.23 | 10,520.57 | 13,235.60 | 12,625.72 | 11,072.49 | 11,745.17 | 11,339.55 | 8,602.08 | 13,405.72 | 10,344.42 |

OnTime Performance (22 pts)



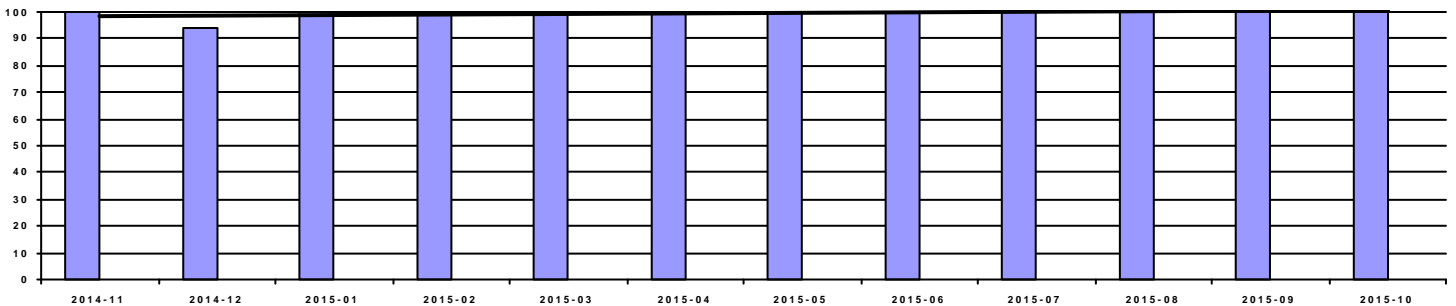
| Period | 2014-11 | 2014-12 | 2015-01 | 2015-02 | 2015-03 | 2015-04 | 2015-05 | 2015-06 | 2015-07 | 2015-08 | 2015-09 | 2015-10 |
|--------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| OnTime | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 87.50% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% |
| Score | 22 | 22 | 22 | 22 | 22 | 22 | 0 | 22 | 22 | 22 | 22 | 22 |

Fill Rate (10 pts)



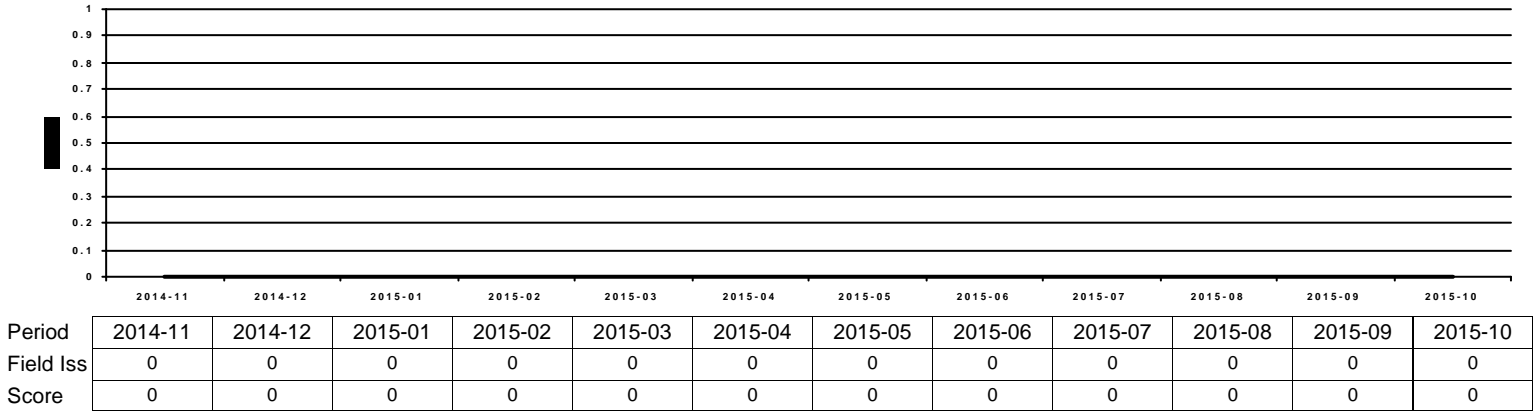
| Period | 2014-11 | 2014-12 | 2015-01 | 2015-02 | 2015-03 | 2015-04 | 2015-05 | 2015-06 | 2015-07 | 2015-08 | 2015-09 | 2015-10 |
|-----------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Fill Rate | 100.00% | 100.00% | 100.00% | 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)

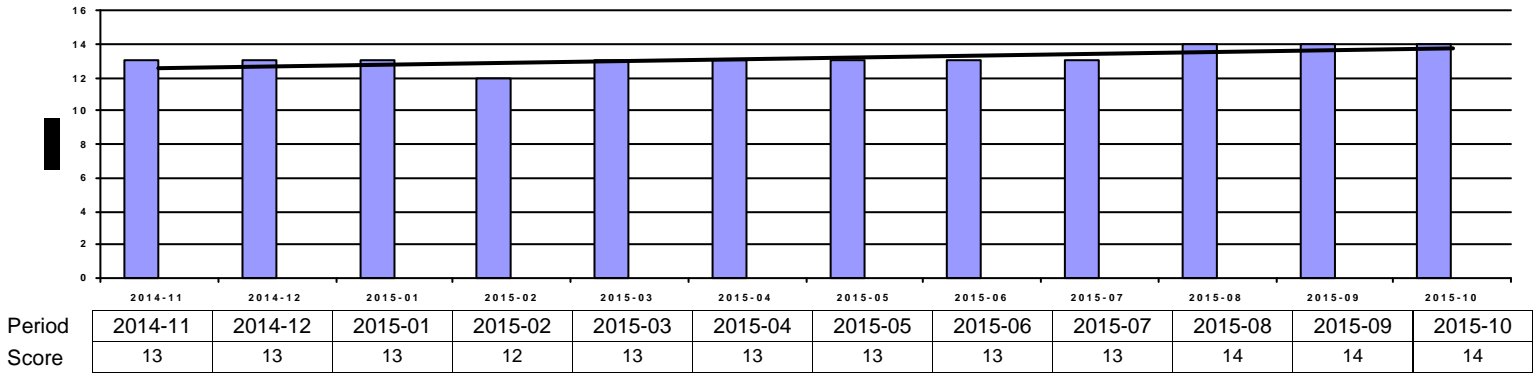


| Period | 2014-11 | 2014-12 | 2015-01 | 2015-02 | 2015-03 | 2015-04 | 2015-05 | 2015-06 | 2015-07 | 2015-08 | 2015-09 | 2015-10 |
|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Quality | 100.00% | 94.12% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% |
| Score | 23 | 15 | 23 | 23 | 23 | 23 | 23 | 23 | 23 | 23 | 23 | 23 |

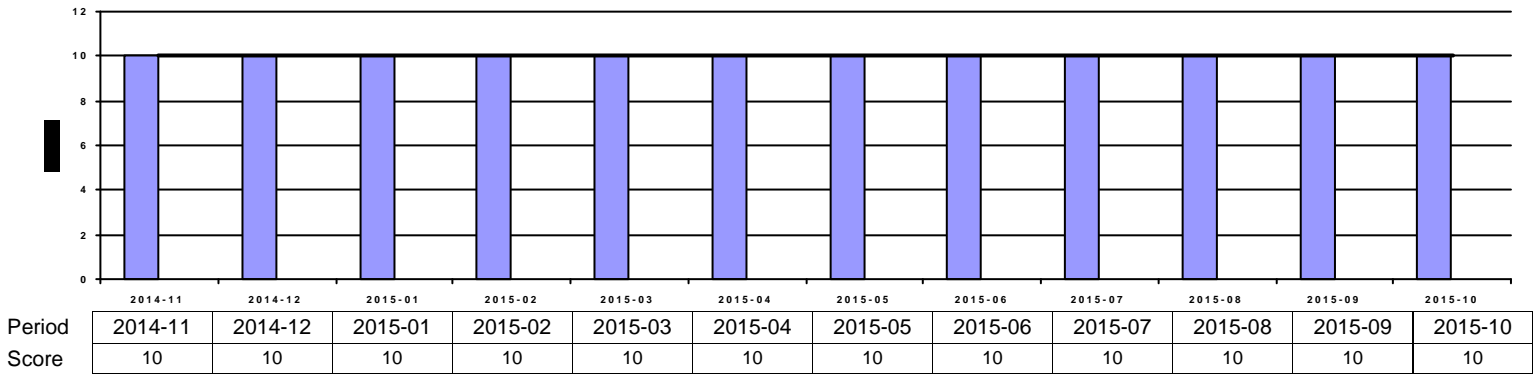
Field Issues (-5 pts each)



Intangibles (15 pts)



Acknowledgement Performance (10 pts)



| Period | 2014-11 | 2014-12 | 2015-01 | 2015-02 | 2015-03 | 2015-04 | 2015-05 | 2015-06 | 2015-07 | 2015-08 | 2015-09 | 2015-10 |
|----------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Cont Imp | 10 | 10 | 10 | 0 | 10 | 10 | 10 | 10 | 0 | 0 | 0 | 0 |
| CompCr | 8 | 8 | 8 | 8 | 8 | 8 | 8 | 8 | 8 | 6 | 6 | 6 |
| 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 |