



Corporate Purchasing  
 One Casonic Way P.O. Box 350  
 Shelbyville, TN 37162  
 Telephone (931) 684-4490  
 Facsimile (931) 680-6525

Rectron

REC702

3/31/2006 1

SUPPLIER NAME

VENDOR CODE

QUARTER ENDING

THIS LETTER IS TO ADVISE YOU OF THE QUARTERLY RATING FOR YOUR COMPANY AS A SUPPLY PARTNER TO CALSONIC NORTH AMERICA INC. IF YOUR RATING IS BELOW 85% ON A SCALE OF 100%. YOU ARE ADVISED TO TAKE CORRECTIVE ACTION(S) TO RAISE YOUR SCORE TO THE ACCEPTABLE LEVEL OF A CERTIFIED SUPPLIER TO CALSONIC.

POSSIBLE POINTS	QUARTERLY RATING PTS.	PURCHASING
3.00	3.00	PRICE CHANGE/DOCUMENTATION
4.00	3.00	RESPONSE TO CONCERNS/PROBLEMS
3.00	3.00	RESPONSE TO QUOTATIONS(timeliness/thoroughness)
7.00	4.00	COST REDUCTIONS/COMPETITIVENESS
0.00	0.00	RESPONSE TO CONTENT REPORTING(NAFTA)
3.00	3.00	NEW PART LAUNCH PERFORMANCE(PPAP,DELIVERY)
3.00	3.00	QS-9000/TS-16949 CERTIFIED &/OR ISO-9000 / 9001 2000 CERTIFIED
<b>23.00</b>	<b>19.00</b>	<b>DEVELOPMENT</b>
0.00	0.00	CAPABLE OF DESIGNING PARTS USING NATIVE CAD DATA
0.00	0.00	ABLE TO RECEIVE & USE NATIVE CAD DATA; ABLE TO EXCHANGE CAD DATA
0.00	0.00	ABLE TO PROVIDE RESIDENT ENGINEERS AT CKNA AND/OR OEM'S FACILITIES
0.00	0.00	APPROPRIATE RESPONSIVENESS TO ENGINEERING CHANGES
0.00	0.00	PROVIDES PRACTICAL COST REDUCTION IDEAS
0.00	0.00	ACCEPTABLE QUALITY, COST, AND DELIVERY PERFORMANCE FOR PROTOTYPES
0.00	0.00	ABLE TO SUPPLY FUNCTIONAL PROTOTYPES FOR DV TESTING
0.00	0.00	CAPABLE TO CONDUCT DV AND PV AND REACT TO RESULTS
<b>0.00</b>	<b>0.00</b>	<b>PRODUCTION CONTROL</b>
2.00	2.00	COMPLIANCE WITH TOTE PROGRAM
8.00	8.00	TIMELINESS OF DELIVERIES(100% ON TIME)
3.00	3.00	COMMUNICATION
n/a		<b>MPD</b>
2.00	2.00	ADVANCE SHIPPING NOTIFICATION(ASN) RECEIVING DISCREPANCY (RDR)
<b>15.00</b>	<b>15.00</b>	<b>QUALITY</b>
2.00	2.00	CUSTOMER NOTIFICATIONS RELATED TO QUALITY AND DELIVERY ISSUES
2.00	2.00	CUSTOMER DISRUPTIONS INCLUDING FIELD RETURNS
5.00	5.00	PPAP SUBMISSIONS (CORRECTNESS, TIMELINESS, ADHERENCE)
14.0	14.0	PARTS QUALITY (PERCENT DEFECTIVE)
5.00	5.00	REACTION TO PROBLEMS
5.00	5.00	CORRECTIVE ACTION PLANS
7.00	7.00	APQP
<b>40.00</b>	<b>40.00</b>	
<b>TOTAL POINTS POSSIBLE</b>	<b>TOTAL POINTS RATED</b>	<b>SUPPLIER RATING</b>
<b>78.00</b>	<b>74.00</b>	<b>94.87%</b>



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REC702

12/31/2005

SUPPLIER NAME

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POSSIBLE POINTS	QUARTERLY RATING PTS.	PURCHASING
3.00	3.00	PRICE CHANGE/DOCUMENTATION
4.00	4.00	RESPONSE TO CONCERNS/PROBLEMS
3.00	3.00	RESPONSE TO QUOTATIONS(timeliness/thoroughness)
7.00	5.00	COST REDUCTIONS/COMPETITIVENESS
2.00	0.00	RESPONSE TO CONTENT REPORTING(NAFTA)
3.00	3.00	NEW PART LAUNCH PERFORMANCE(PPAP,DELIVERY)
3.00	3.00	QS-9000/TS-16949 CERTIFIED &/OR ISO-9000 / 9001 2000 CERTIFIED
<hr/> <b>25.00</b>	<hr/> <b>21.00</b>	<b>DEVELOPMENT</b>
0.00	0.00	CAPABLE OF DESIGNING PARTS USING NATIVE CAD DATA
0.00	0.00	ABLE TO RECEIVE & USE NATIVE CAD DATA; ABLE TO EXCHANGE CAD DATA
0.00	0.00	ABLE TO PROVIDE RESIDENT ENGINEERS AT CKNA AND/OR OEM'S FACILITIES
0.00	0.00	APPROPRIATE RESPONSIVENESS TO ENGINEERING CHANGES
0.00	0.00	PROVIDES PRACTICAL COST REDUCTION IDEAS
0.00	0.00	ACCEPTABLE QUALITY, COST, AND DELIVERY PERFORMANCE FOR PROTOTYPES
0.00	0.00	ABLE TO SUPPLY FUNCTIONAL PROTOTYPES FOR DV TESTING
0.00	0.00	CAPABLE TO CONDUCT DV AND PV AND REACT TO RESULTS
<hr/> <b>0.00</b>	<hr/> <b>0.00</b>	<b>PRODUCTION CONTROL</b>
2.00	2.00	COMPLIANCE WITH TOTE PROGRAM
8.00	8.00	TIMELINESS OF DELIVERIES(100% ON TIME)
3.00	3.00	COMMUNICATION
n/a		<b>MPD</b>
2.00	1.00	ADVANCE SHIPPING NOTIFICATION(ASN) RECEIVING DISCREPANCY (RDR)
<hr/> <b>15.00</b>	<hr/> <b>14.00</b>	<b>QUALITY</b>
2.00	2.00	CUSTOMER NOTIFICATIONS RELATED TO QUALITY AND DELIVERY ISSUES
2.00	2.00	CUSTOMER DISRUPTIONS INCLUDING FIELD RETURNS
5.00	5.00	PPAP SUBMISSIONS (CORRECTNESS, TIMELINESS, ADHERENCE)
14.0	14.0	PARTS QUALITY (PERCENT DEFECTIVE)
5.00	5.00	REACTION TO PROBLEMS
5.00	5.00	CORRECTIVE ACTION PLANS
7.00	7.00	APQP
<hr/> <b>40.00</b>	<hr/> <b>40.00</b>	
<b>TOTAL POINTS POSSIBLE</b>	<b>TOTAL POINTS RATED</b>	<b>SUPPLIER RATING</b>
<b>80.00</b>	<b>75.00</b>	<b>93.75%</b>



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6/30/2007 1

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3.00	3.00	PRICE CHANGE/DOCUMENTATION
4.00	4.00	RESPONSE TO CONCERNS/PROBLEMS
3.00	3.00	RESPONSE TO QUOTATIONS(timeliness/thoroughness)
7.00	5.00	COST REDUCTIONS/COMPETITIVENESS
2.00	2.00	RESPONSE TO CONTENT REPORTING(NAFTA)
3.00	3.00	NEW PART LAUNCH PERFORMANCE(PPAP,DELIVERY)
3.00	3.00	QS-9000/TS-16949 CERTIFIED &/OR ISO-9000 / 9001 2000 CERTIFIED
<hr/> <b>23.00</b>	<hr/> <b>23.00</b>	
		<b>DEVELOPMENT</b>
0.00	0.00	CAPABLE OF DESIGNING PARTS USING NATIVE CAD DATA
0.00	0.00	ABLE TO RECEIVE & USE NATIVE CAD DATA; ABLE TO EXCHANGE CAD DATA
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2.00	2.00	COMPLIANCE WITH TOTE PROGRAM
8.00	8.00	TIMELINESS OF DELIVERIES(100% ON TIME)
3.00	3.00	COMMUNICATION
n/a		<b>MPD</b>
2.00	2.00	ADVANCE SHIPPING NOTIFICATION(ASN) RECEIVING DISCREPANCY (RDR)
<hr/> <b>15.00</b>	<hr/> <b>15.00</b>	
		<b>QUALITY</b>
0.00	0.00	CUSTOMER NOTIFICATIONS RELATED TO QUALITY AND DELIVERY ISSUES
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0.00	0.00	REACTION TO PROBLEMS
0.00	0.00	CORRECTIVE ACTION PLANS
0.00	0.00	APQP
<hr/> <b>0.00</b>	<hr/> <b>0.00</b>	
<b>TOTAL POINTS POSSIBLE</b>	<b>TOTAL POINTS RATED</b>	<b>SUPPLIER RATING</b>
<b>40.00</b>	<b>38.00</b>	<b>95.00%</b>



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<hr/> <b>25.00</b>	<hr/> <b>21.00</b>	<b>DEVELOPMENT</b>
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<hr/> <b>13.00</b>	<hr/> <b>13.00</b>	<b>QUALITY</b>
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<b>TOTAL POINTS POSSIBLE</b>	<b>TOTAL POINTS RATED</b>	<b>SUPPLIER RATING</b>
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0.00	0.00	APQP
<b>0.00</b>	<b>0.00</b>	
<b>TOTAL POINTS POSSIBLE</b>	<b>TOTAL POINTS RATED</b>	<b>SUPPLIER RATING</b>
<b>40.00</b>	<b>37.00</b>	<b>92.50%</b>



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7.00	7.00	APQP
<b>40.00</b>	<b>40.00</b>	
<b>TOTAL POINTS POSSIBLE</b>	<b>TOTAL POINTS RATED</b>	<b>SUPPLIER RATING</b>
<b>80.00</b>	<b>77.00</b>	<b>96.25%</b>



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n/a		<b>MPD</b>
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5.00	5.00	CORRECTIVE ACTION PLANS
7.00	7.00	APQP
<b>40.00</b>	<b>40.00</b>	
<b>TOTAL POINTS POSSIBLE</b>	<b>TOTAL POINTS RATED</b>	<b>SUPPLIER RATING</b>
<b>80.00</b>	<b>77.00</b>	<b>96.25%</b>