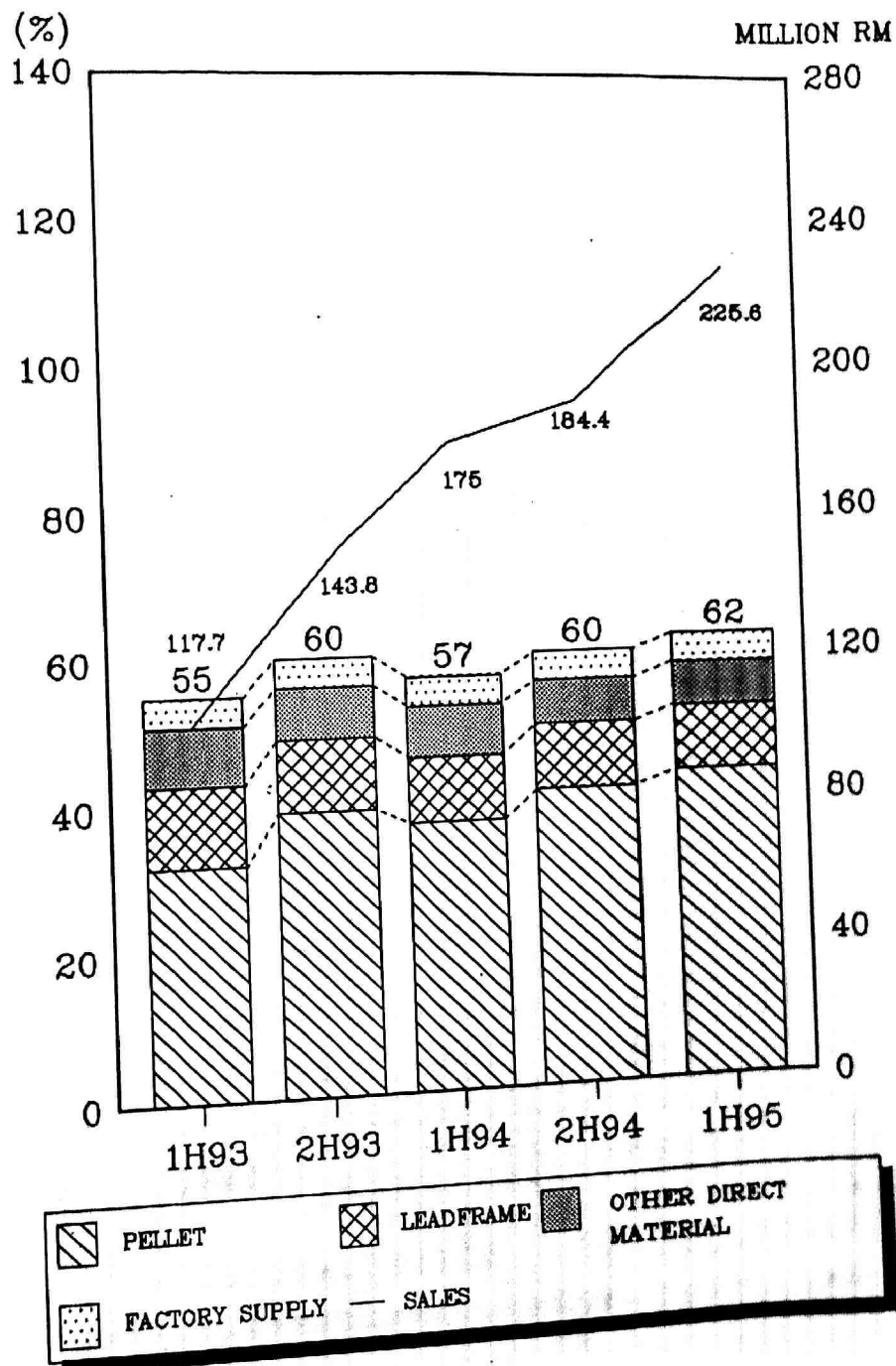


APPENDIX A

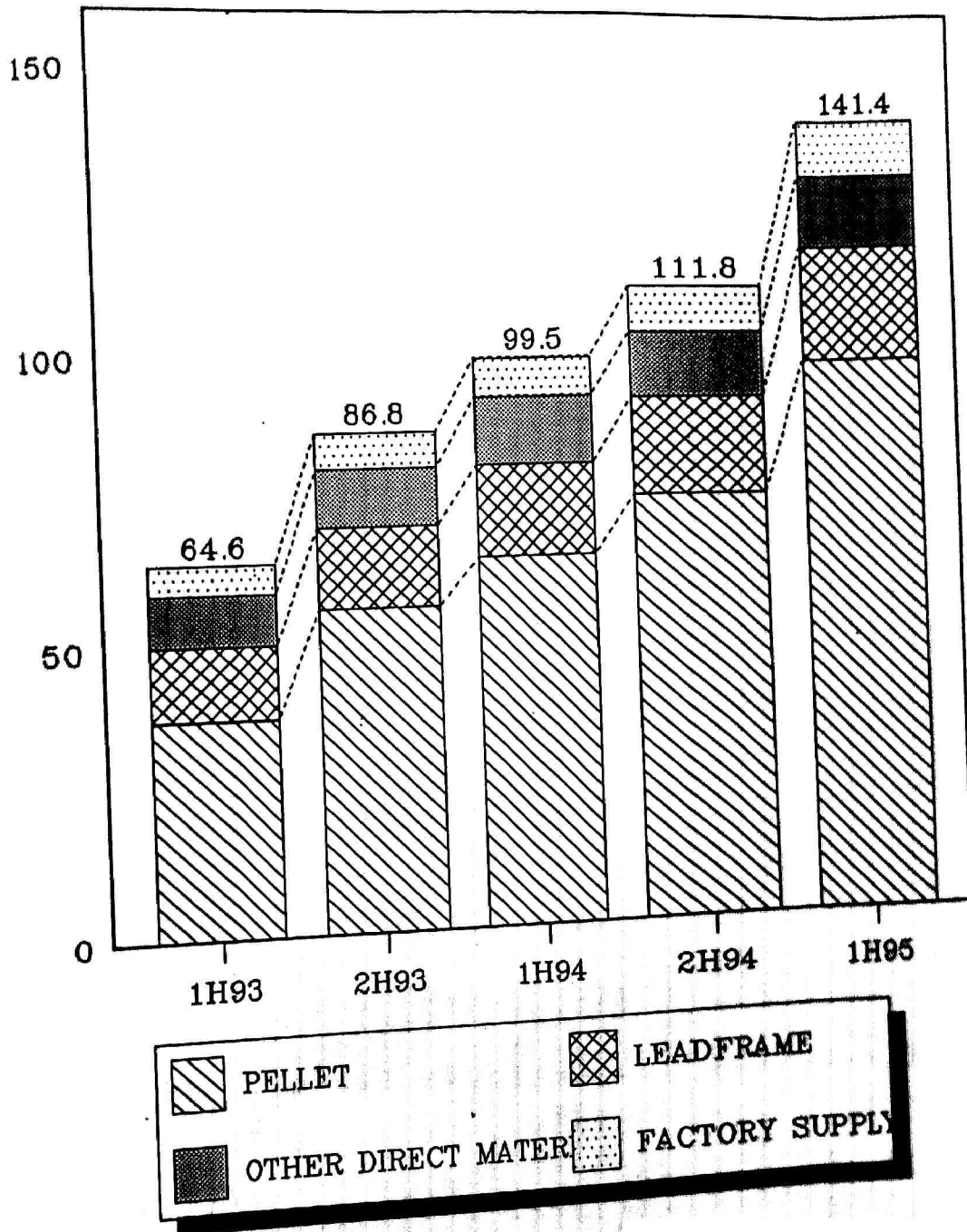
PURCHASE AMOUNT AGAINST SALES 1ST. HALF'93 TO 1ST. HALF'95



PERPUSTAKAAN UNIVERSITI MALAYA

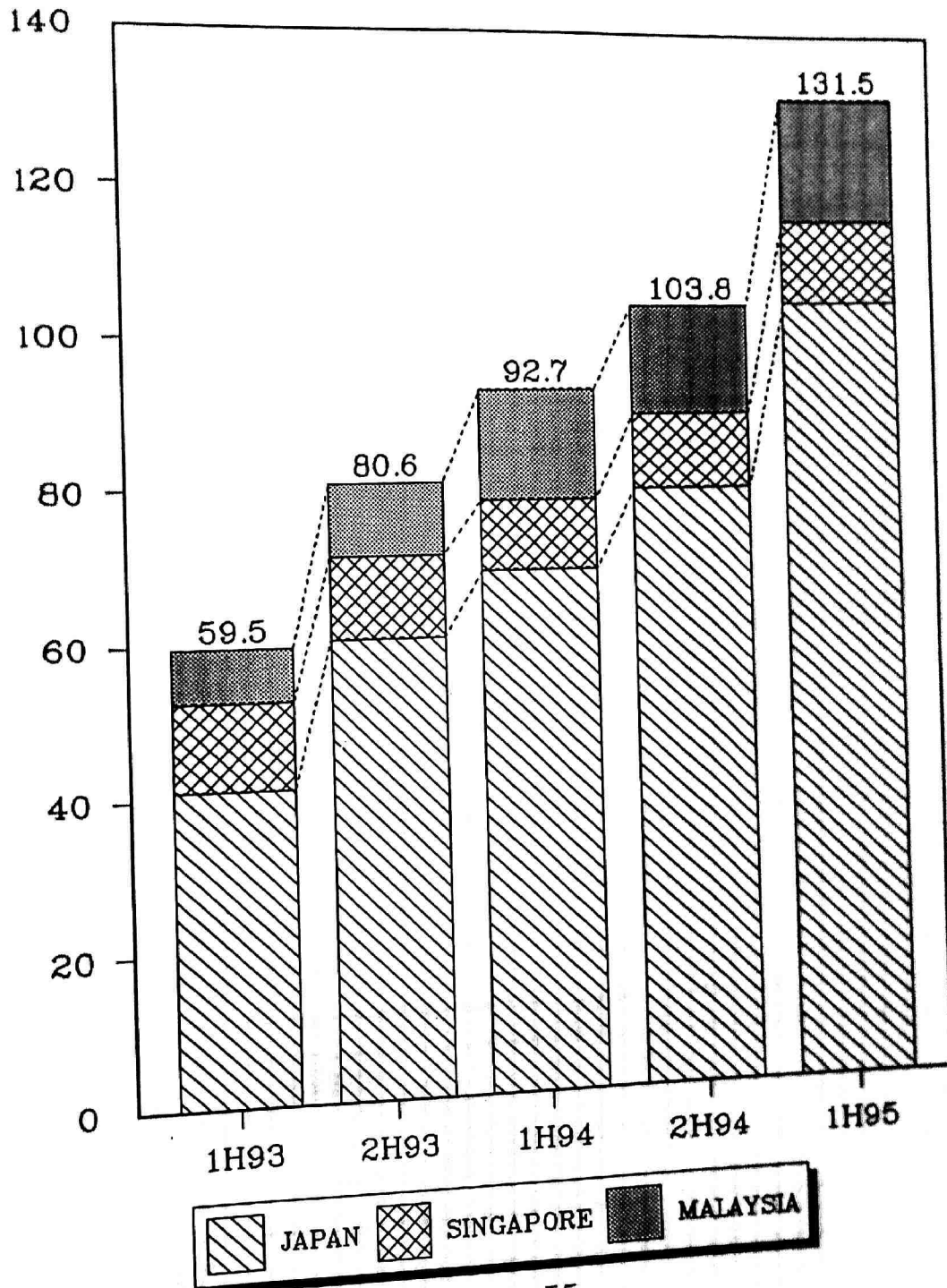
PURCHASE AMOUNT BY MATERIAL
1ST. HALF '93 TO 1ST. HALF '95

MILLION RM



**PURCHASE BY DESTINATION
1ST. HALF'93 TO 1ST. HALF'95**

MILLION RM



MANAGEMENT & CONTRIBUTION

Date :

Issued By:

COMPANY NAME :		NATURE OF BUSINESS	
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	ITEM	SCORE	REMARKS
T O P M A N A G E M E N T S T A T U S	Own capital Agt. total capital	5	a. Above 50%
		4	b. 50% ~ 30 %
		3	c. 20% ~ 29 %
		2	d. 10% ~ 19 %
		1	e. below 10%
	Management Skills	5	a. Aggresively maintain & improve management skills.
		3	b. Intend to improve management skills.
		1	c. No action or intention for improvement
	Confidentiality	5	a. Have written rules to keep confidentiality.
		3	b. No written form, however moral is high.
		1	c. No regulation & low morale.
	Safety committee Environment comittee and other activities	5	a. Have the above committees & very active.
		3	b. Have committees but not active.
		1	c. Have committees & have intention to form.
	<u>Score</u>	<u>Adj</u>	
	20,18	10	
	16, 14	8	
	12, 10	6	
	8, 6	4	
	4	2	
C O O P E R A T E & R E S P O N D	Promising Future	5	a. Our Co. want to educate & support them.
		3	b. Maintain current status.
		1	c. Reduce Order.
	Co-operation between sales & production	5	a. Willingly to answer to urgent small orders and fast TAT.
		3	b. Willingly to attend small orders but poor respond.
		1	c. Less than 60%
	Respond to our request	5	a. Quick & co-operative to our request.
		3	b. Averagely good.
		1	c. Poor & didn't show any positive attitude.
	<u>Score</u>	<u>Adj.</u>	
	15,13	10	
	11, 9	8	
	7	6	
	5	4	
	3	2	

TOTAL SCORE :

/20

PRICE PERFORMANCE

Date :

Issued By:

COMPANY NAME		NATURE OF BUSINESS	
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	SCORE	REMARKS
HISTORY OF PRICE.	5	a. Cheaper than competitor.
	4	b. Slightly cheaper
	3	c. Average as industry price.
	2	d. Slightly expensive.
	1	e. Expensive.

CONTRIBUTION OF PRICE DOWN	5	a. Price down rate higher than other competitor.
	4	b. Price down rate slightly higher than other competitor.
	3	c. Average
	2	d. Slightly lower
	1	e. Lower to zero.

ATTITUDE TOWARDS PRICE DOWN	5	a. Very positive and high.
	4	b. Positive and high
	3	c. Average
	2	d. Negative
	1	e. Very Negative.

V.E ACTIVITIES	5	a. Aggressive, can expect cost down
	4	b. Still aggressive, expect small cost down.
	3	c. Have intention, but must give advice.
	2	d. No intention of V.E
	1	e. No action.

<u>Score</u>	<u>Adj</u>
20,18	10
16,14	8
12,10	6
8, 6	4
4	2
TOTAL SCORE :	
	/20

DELIVERY PERFORMANCE

Date :

Issued By:

COMPANY NAME		NATURE OF BUSINESS	
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	ITEM	SCORE	REMARKS	
S T A T U S O F M A N A G E M E N T	Organization	5	a. Well structure and clear responsibility.	
		3	b. Partially clear of responsibility.	
		1	c. Not clear of responsibility.	
	Method of MGT	5	a. Good Information System.	
		3	b. Progressively well & have room for improvement	
		1	c. Haven't establish any management control	
	Respond to question/ request	5	a. Very quick and precise.	
		3	b. Average	
		1	c. Very slow	
	Incharge person recognise matters on delivery.	5	a. Good	
		3	b. Average	
		1	c. Bad	
			<u>Score</u>	<u>Adj</u>
			20,18	10
			16,14	8
			12,10	6
			8, 6	4
			4	2
D E L I V E R Y P E R F O R M A N C E	Delivery Achievement Ratio	5	a. Higher than 80%	
		3	b. In between 60 ~ 79%	
		1	c. Less than 60%	
	Instock Achievement Ratio	5	a. Higher than 80%	
		3	b. In between 60 ~ 79%	
		1	c. Less than 60%	
	TAT	5	a. Short TAT compared to competitor, flexible and quick respond.	
		3	b. Average	
		1	c. Long TAT	
			<u>Score</u>	<u>Adj.</u>
			15,13	10
			11, 9	8
			7	6
			5	4
			3	2
TOTAL POINT :			/20	

QUALITY PERFORMANCE

APPENDIX D-5

Date :

Issued By:

COMPANY NAME

NATURE OF
BUSINESS

	ITEM	SCORE	REMARKS
effect	Analysis cause of defect.	5	a. Procedures is clear and respond promptly.
		3	b. Procedures exist but respond slow.
		1	c. No procedures.
ccurrence	Occurance of same defect.	5	a. Occurence = 0
		3	b. Sometimes continue
		1	c. Many times.
tatus	Out-going Quality Level.	5	a. Rejection less & equal than 1% for 1 year and above
		3	b. " " " " " " for 6~12 months.
		1	c. " " " " " " less than 6 mths.

<u>Score</u>	<u>Adj</u>
15 , 13	20
11 , 9	16
7	12
5	8
3	4

TOTAL SCORE : /20

ENGINEERING STRENGTH

Date:

Issued By :

COMPANY
NAMENATURE OF
BUSINESS

	ITEM	SCORE	REMARKS		
ENGINEERING STRENGTH	Development Capability	5	a. Able to answer high level of request.		
		3	b. Able to answer average level of request.		
		1	c. Able to answer low level of request.		
	If necessary : CAD, CAM.	5	a. Fully capitalise the CAD, CAM facilities.		
		3	b. No equipment, but plan to use.		
		1	c. No plan at all.		
	Production Engineering	5	a. High technology and produce high quality products.		
		3	b. Average		
		1	c. Poor		
	Speciality	5	a. Have special skill and technology over competitor.		
		3	b. Aggressive improvement and need support.		
		1	c. No intention to improve the technology.		
		<u>Score</u>	<u>Adj</u>	<u>Score</u>	<u>Adj</u>
		20,18	10	15,13	10
		16,14	8	11, 9	8
	12,10	6	7	6	
	8, 6	4	5	4	
	4	2	3	2	
CONTROL STRENGTH	Machine Status	5	a. Have good machine, able to meet present and future requirement.		
		3	b. Fullfilled present request and have interest in automation.		
		1	c. Not sufficient machines.		
	Maintenance	5	a. Well done on calibration and maintenance.		
		3	b. Good and still have room for improvement.		
		1	c. Poor.		
	Control of Fixed Asset	5	a. Have sufficient records and Fixed asset control.		
		3	b. Good and still have room for improvement.		
		1	c. Poor		
		<u>Score</u>	<u>Adj.</u>		
		15,13	10		
		11, 9	8		
	7	6			
	5	4			
	3	2			
TOTAL SCORE :		/20			