February 20, 2017

DECAL SOLUTIONS UNLIMITED, INC.

3110 N. ARLINGTON HEIGHTS RD.

ARLINGTON HEIGHTS, IL 60004

Attention: Quality Assurance

Subject: Supplier Performance

Dear Supplier,

We would like to thank you for your support and services.

As part of Aero’s quality management system, we are required to evaluate our suppliers’ performance annually.

Our receiving records show your performance as follows along with Aero Engineering & Manufacturing goals.

|  |  |  |
| --- | --- | --- |
| **Category** | **Minimum Annual Average Required** | **Your Rating** |
| Quality | ≥ 90% | 100.00 |
| Delivery | ≥ 80% | 100.00 |

AERO Engineering and Manufacturing rates its suppliers in the following categories:

|  |  |  |
| --- | --- | --- |
| **Ranking** | **Quality** | **Delivery** |
| Preferred | 98% - 100% | 96% - 100% |
| Approved | 90% - 97% | 80% - 95% |
| Conditionally Approved | 86% - 89% | 70% - 79% |
| Probation | Below 85% | Below 69% |

Preferred indicates an approved supplier that has, over time, shown data supporting the highest quality/delivery objectives as published by Aero. Un-restricted purchasing and bid activity.

Approved indicates the initial evaluation concluded with a satisfactory result, and expected quality standards are maintained. Also, over time, has shown data supporting the minimum quality/delivery objectives as published by Aero. Un-restrcted purchasing and bid activity. Best value decisions possibly going to preferred suppliers.

Conditional indicates supplier has fallen below the minimum quality/delivery objectives as published by Aero. The supplier is notified via a Supplier Performance Letter of their current performance with a request to take the necessary measures to improve. Purchasing and bid activity must be approved by the Quality Manager or the General Manager.

Probation indicates a supplier has fallen well below the minimum quality/delivery objectives as published by Aero. A CAR can be generated requesting corrective action on how the supplier plans to get back to approved status. The CAR must be approved by either the Quality Manager or the General Manager. Purchasing and bid activity must be approved by the Quality Manager or the General Manager.

We hope that you will examine your internal processes and procedures, to make any necessary adjustments to improve your performance rating if needed.

Account managers or purchasing agents, are available to help work with you on a regular basis to mitigate any risks.

Our commitment to Quality and On-time Delivery to our customers depends significantly on the success of our suppliers.

As with any supplier rating system, there may be mistakes in the database that may affect your rating. If you have any concerns, please contact your purchasing agent at your convenience.

Regards,

Rick Jucksch, VP/General Manager

***Aero Engineering & Mfg. Co.***

[www.aeroeng.com](http://www.aeroeng.com/)