

84th Annual International Management Conference – PIMA

New York City, New York

June 29 – July 2, 2003

-- End Users' Panel --

David Refkin – Time, Inc.

Review of the Marketplace by the End User



David Refkin President

- **TI PAPERCO (TIME INC.)**
 - ✓ **Paper Purchasing Subsidiary of Time Inc.**
 - ✓ **Provides Needs of AOL-Time Warner**





How we evaluate our suppliers...

Time Inc.



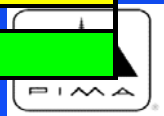
TI Paperco Supplier Report Card

Supplier:

Date:

- 4 = Excellent, Consistently exceeds expectations.
- 3 = Good, Consistently meets expectations, sometimes exceeding
- 2 = Fair, Consistently meets expectations with a few exceptions.
- 1 = Poor, Does not meet expectations. (Requires comments.)

	<u>Year:</u>	
	Points line	Score
1) <u>Grade Capability</u>	4	
2) <u>Supply Availability</u>	10	
3) <u>Paper Quality</u> See quality department report card	13	
4) <u>Environmental Performance</u> See Environmental report card	13	
5) <u>Customer Service</u>	10	
6) <u>Information Technology</u>	8	
7) <u>Technology/ Commitment to the Future</u>	8	
8) <u>Partnering Ability</u>	13	
9) <u>Pricing Strategy</u>	13	
10) <u>People</u>	8	
11) <u>OVERALL PAPER SUPPLIER SCORE</u>	100.0	



Time Inc. Quality Department Supplier Report Card



SUPPLIER:

DATE:

- 4 = Excellent, Consistently exceeds expectations.
- 3 = Good, Consistently meets expectations, sometimes exceeding them.
- 2 = Fair, Consistently meets expectations with few exceptions.
- 1 = Poor, Does not meet expectations. (Requires comments.)

	<u>March 31 Review</u>	<u>Sept 30 Review</u>	<u>Completed</u>
1) <u>Mill Technical Representative</u>	<input type="text"/>	<input type="text"/>	<input type="text"/>
2) <u>Quality of Paper</u>	<input type="text"/>	<input type="text"/>	<input type="text"/>
3) <u>Product Attributes</u>	<input type="text"/>	<input type="text"/>	<input type="text"/>
4) <u>Product Innovation</u>	<input type="text"/>	<input type="text"/>	<input type="text"/>
5) <u>Run Data Collection</u>	<input type="text"/>	<input type="text"/>	<input type="text"/>
6) <u>Action Plans</u>	<input type="text"/>	<input type="text"/>	<input type="text"/>
7) <u>OVERALL PAPER SUPPLIER SCORE</u>	<input type="text"/>	<input type="text"/>	<input type="text"/>



TI Paperco Supplier Environmental Performance Report Card



Supplier:

Date:

- 4 = Excellent, Consistently exceeds expectations.
- 3 = Good, Consistently meets expectations, sometimes exceeding them.
- 2 = Fair, Expectations not being consistently met.
- 1 = Poor, Does not meet expectations. (Requires comments.)

Please enter your company's score in the space provided to the right of each item

	<u>Year:</u>		<u>Total points</u>
	<u>Points awarded</u>	<u>Your score</u>	
1) <u>Forestry</u>			24
2) <u>Pulping and Bleaching</u>			11
3) <u>Energy</u>			16
4) <u>Global Issues/Reporting</u>			16
5) <u>Performance Indicators</u>			20
6) <u>People</u>			13
7) <u>OVERALL PAPER SUPPLIER SCORE</u>			100



Customer Assessment Form

Customer: TI Paperco

Supplier:

Date:

- 4 = Excellent, Consistently exceeds expectations.
- 3.5 = Very Good, Consistently meets expectations, usually exceeding them.
- 3 = Good, Consistently meets expectations, sometimes exceeding them.
- 2 = Above Average, Consistently meets expectations with a few exceptions.
- 2 = Fair, Meets expectations.
- 1.5 = Unsatisfactory, usually does not meet expectations.
- 1 = Poor, Does not meet expectations. (Requires comments.)

	Points available per line	Weighted Score
1) <u>Synergies with Manufacturing Capabilities</u>	9	
2) <u>Procurement Process</u>	13	
3) <u>Information Technology</u>	6	
4) <u>Department Personnel (Buyers and Systems)</u>	7	
5) <u>Senior Management (Barry, David, Jon, Ernie and Steve)</u>	9	
6) <u>Company Personnel (all internal contacts)</u>	7	
7) <u>Partnering Ability</u>	13	
8) <u>Pricing Strategy</u>	13	
9) <u>Quality</u>	13	
10) <u>Environmental Position</u>	10	
OVERALL TI PAPERCO SCORE	100.0	

Thank You

Time Inc.

AOL Time Warner

