



# PERFORMANCE REVIEW

Jan 2019 - Dec 2019

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We appreciate the opportunity to share performance data with your team during our Quarterly Metrics Review and welcome your input on ways we might improve our performance.

The purpose of this report is to review your relationship with P&I Supply, and we welcome any feedback you have to offer on how we can better serve you and help you succeed.





## Monthly Spend

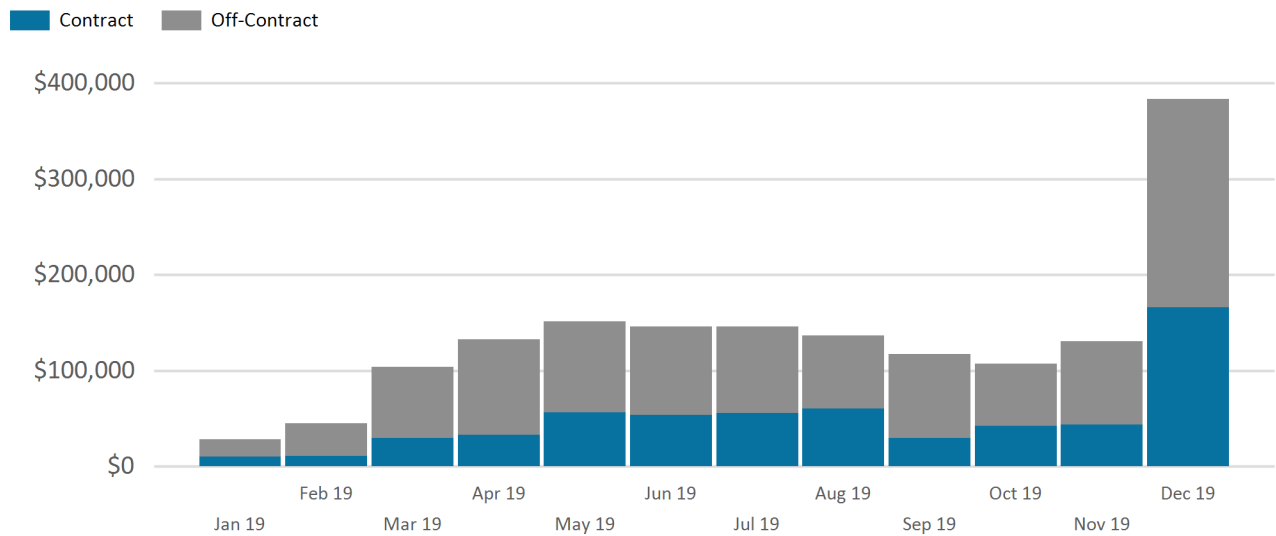


Figure 1

Month	Contract	Off-Contract	Total
Jan 19	\$10,506	\$17,927	\$28,432
Feb 19	\$11,037	\$34,237	\$45,274
Mar 19	\$29,301	\$74,749	\$104,049
Apr 19	\$32,716	\$100,212	\$132,928
May 19	\$56,215	\$95,191	\$151,406
Jun 19	\$53,549	\$92,106	\$145,656
Jul 19	\$55,683	\$90,221	\$145,904
Aug 19	\$60,163	\$76,521	\$136,683
Sep 19	\$29,632	\$87,533	\$117,165
Oct 19	\$42,068	\$65,214	\$107,282
Nov 19	\$43,582	\$87,197	\$130,779
Dec 19	\$165,752	\$217,563	\$383,315
<b>Total</b>	<b>\$590,202</b>	<b>\$1,038,671</b>	<b>\$1,628,873</b>

In the past 12 months, you have spent \$1,628,873 with P&I Supply. We appreciate your business and the opportunity to partner with you!

In Figure 1, you can see the monthly spend breakdown by contract and off-contract spend. This area chart reveals how your spend is allocated to contract purchases stacked against off-contract purchases, combined to equal total spend. For specific details on which projects are utilizing the contracts, see the appendix pages attached.

## Monthly Spend by Product Category

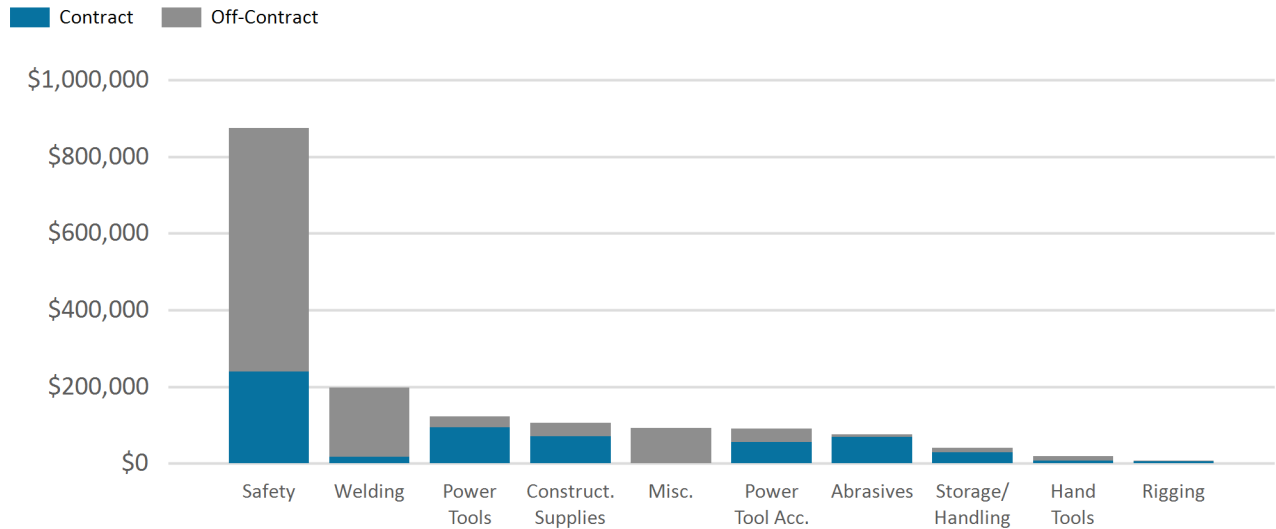


Figure 2

Product Group	Contract	Off-Contract	Total
Safety	\$239,428	\$635,584	<b>\$875,012</b>
Welding	\$18,012	\$180,585	<b>\$198,597</b>
Power Tools	\$94,397	\$28,861	<b>\$123,259</b>
Construct. Supplies	\$70,705	\$34,570	<b>\$105,275</b>
Misc.		\$92,989	<b>\$92,989</b>
Power Tool Acc.	\$56,318	\$35,171	<b>\$91,489</b>
Abrasives	\$68,908	\$7,566	<b>\$76,474</b>
Storage/ Handling	\$29,627	\$11,030	<b>\$40,657</b>
Hand Tools	\$6,376	\$12,138	<b>\$18,513</b>
Rigging	\$6,431	\$177	<b>\$6,608</b>
<b>Total</b>	<b>\$590,202</b>	<b>\$1,038,671</b>	<b>\$1,628,873</b>

P&I Supply categorizes spend into ten product groups and your past 12-month spend is shown in Figure 2. In this stacked spend view, you can also see the breakdown between contract and off-contract spend in each category. As you can see, there is no contract spend in the Misc. category; this is because these miscellaneous “spot-buy” purchases are generally one-time purchases for the site that have never been purchased before.

## Monthly Spend by Project

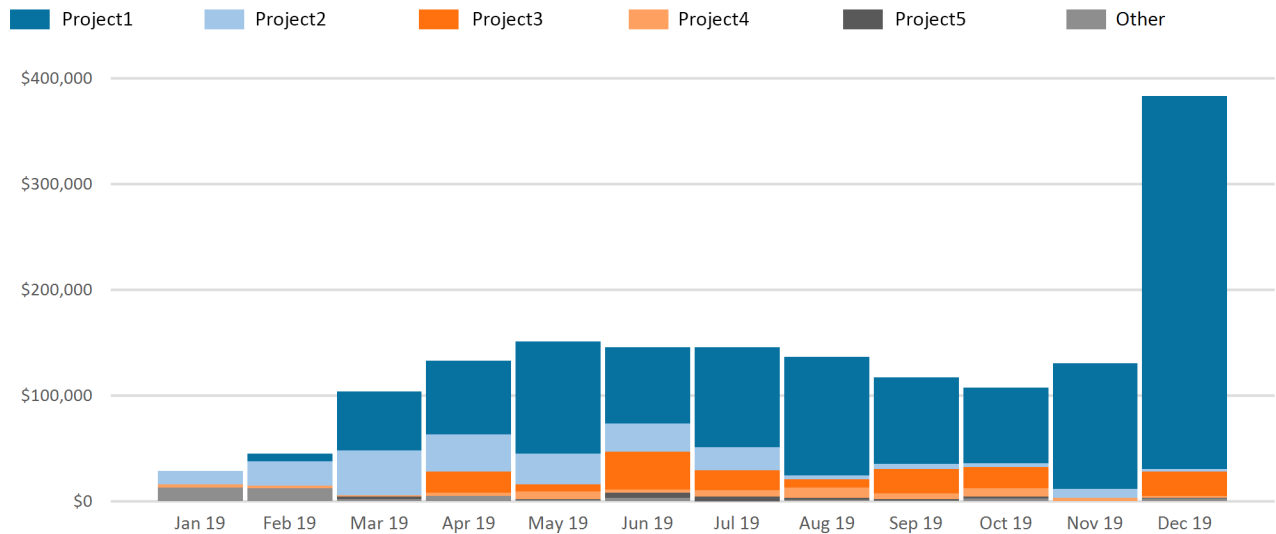


Figure 3

Month	Project1	Project2	Project3	Project4	Project5	Other	Total
Jan 19		\$12,483		\$2,995		\$5,030	\$28,432
Feb 19	\$7,366	\$23,412		\$2,186		\$954	\$45,274
Mar 19	\$55,810	\$42,489		\$1,425	\$2,342	\$794	\$104,049
Apr 19	\$69,589	\$34,924	\$20,284	\$3,141		\$2,232	\$132,928
May 19	\$106,177	\$29,149	\$6,852	\$7,244	\$623	\$1,255	\$151,406
Jun 19	\$72,374	\$26,642	\$35,402	\$3,109	\$4,557	\$2,715	\$145,656
Jul 19	\$94,518	\$22,007	\$18,900	\$5,956	\$4,237	\$286	\$145,904
Aug 19	\$111,911	\$3,992	\$7,721	\$9,899	\$1,618	\$1,294	\$136,683
Sep 19	\$81,793	\$4,741	\$23,357	\$5,360	\$1,180	\$733	\$117,165
Oct 19	\$71,565	\$3,235	\$20,244	\$7,726	\$1,612	\$339	\$107,282
Nov 19	\$119,282	\$8,210		\$3,287			\$130,779
Dec 19	\$352,678	\$2,400	\$22,995	\$2,078	\$90	\$2,590	\$383,315
<b>Total</b>	<b>\$1,143,062</b>	<b>\$213,685</b>	<b>\$155,757</b>	<b>\$54,406</b>	<b>\$16,259</b>	<b>\$45,704</b>	<b>\$1,628,873</b>

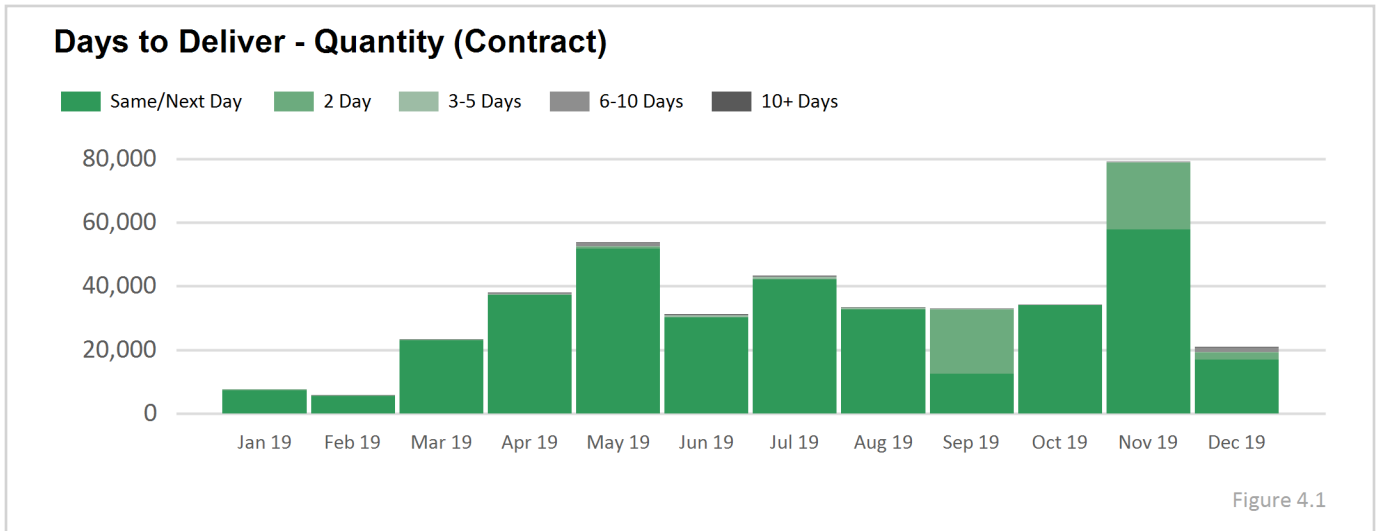
Your spend over the past 12 months is shown in Figure 3. This area chart shows your busiest projects' trends. For information on any project that does not appear in the data, or is grouped as "Other", please refer to the appendix.



## Order Fulfillment

	Same/Next Day		2 Day		3-5 Days		6-10 Days		10+ Days		Total
<b>Contract</b>	352,146	87%	44,364	11%	3,566	1%	3,537	1%	521	0%	<b>404,134</b>
<b>Off-Contract</b>	190,792	76%	19,078	8%	19,722	8%	15,910	6%	5,945	2%	<b>251,447</b>
<b>Total</b>	<b>542,938</b>	<b>83%</b>	<b>63,442</b>	<b>10%</b>	<b>23,288</b>	<b>4%</b>	<b>19,447</b>	<b>3%</b>	<b>6,466</b>	<b>1%</b>	<b>655,581</b>

P&I Supply is committed to the highest quality of fulfillment service, demonstrated by our Days to Deliver performance. Figure 4 demonstrates P&I's ability to fill orders quickly and keep your warehouses well stocked.



	Same/Next Day		2 Day		3-5 Days		6-10 Days		10+ Days		Total
<b>Jan 19</b>	7,523	99%	15	0%	80	1%		0%		0%	<b>7,618</b>
<b>Feb 19</b>	5,743	98%	3	0%	67	1%	25	0%		0%	<b>5,838</b>
<b>Mar 19</b>	23,153	99%	110	0%	29	0%	21	0%		0%	<b>23,313</b>
<b>Apr 19</b>	37,242	98%		0%	278	1%	621	2%		0%	<b>38,141</b>
<b>May 19</b>	51,688	96%	620	1%	318	1%	880	2%	210	0%	<b>53,716</b>
<b>Jun 19</b>	30,261	97%		0%	651	2%	324	1%	73	0%	<b>31,309</b>
<b>Jul 19</b>	42,140	97%	190	0%	779	2%	6	0%	200	0%	<b>43,315</b>
<b>Aug 19</b>	32,847	98%	6	0%	629	2%	30	0%		0%	<b>33,512</b>
<b>Sep 19</b>	12,505	38%	20,200	61%	181	1%	164	0%		0%	<b>33,050</b>
<b>Oct 19</b>	34,287	100%		0%	40	0%	7	0%		0%	<b>34,334</b>
<b>Nov 19</b>	57,800	73%	20,861	26%	426	1%	8	0%		0%	<b>79,095</b>
<b>Dec 19</b>	16,957	81%	2,359	11%	88	0%	1,451	7%	38	0%	<b>20,893</b>
<b>Total Qty</b>	<b>352,146</b>	<b>87%</b>	<b>44,364</b>	<b>11%</b>	<b>3,566</b>	<b>1%</b>	<b>3,537</b>	<b>1%</b>	<b>521</b>	<b>0%</b>	<b>404,134</b>

The ability to deliver Blanket Agreement products quickly is just one of the benefits P&I Supply brings Performance Contractors (Figure 4.1). On the following page, we also want to illustrate how well we do for off-blanket deliveries (Figure 4.2).

### Days to Deliver - Quantity of Items Shipped (Off-Contract)

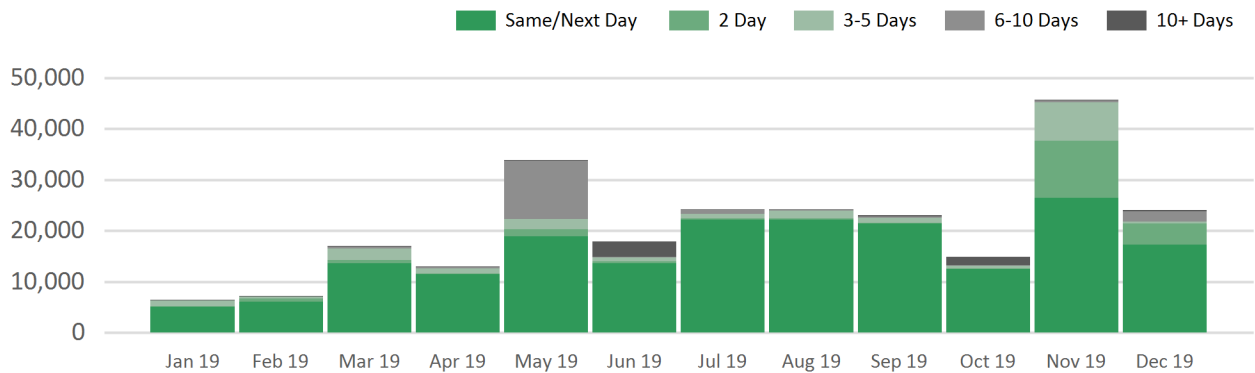


Figure 4.2

	Same/Next Day		2 Day		3-5 Days		6-10 Days		10+ Days		Total
Jan 19	5,221	81%	24	0%	1,094	17%	43	1%	82	1%	6,464
Feb 19	6,052	84%	592	8%	372	5%	154	2%	1	0%	7,171
Mar 19	13,568	80%	625	4%	2,358	14%	344	2%	63	0%	16,958
Apr 19	11,496	89%	158	1%	993	8%	315	2%	3	0%	12,965
May 19	18,835	56%	1,476	4%	2,032	6%	11,367	34%	120	0%	33,830
Jun 19	13,669	76%	283	2%	776	4%	174	1%	3,000	17%	17,902
Jul 19	22,131	91%	251	1%	883	4%	843	3%	102	0%	24,210
Aug 19	22,130	92%	224	1%	1,571	7%	140	1%	92	0%	24,157
Sep 19	21,552	93%	7	0%	1,034	4%	182	1%	304	1%	23,079
Oct 19	12,509	84%	117	1%	526	4%	30	0%	1,735	12%	14,917
Nov 19	26,396	58%	11,187	25%	7,640	17%	375	1%	26	0%	45,624
Dec 19	17,233	72%	4,134	17%	443	2%	1,943	8%	317	1%	24,070
<b>Total</b>	<b>190,792</b>	<b>76%</b>	<b>19,078</b>	<b>8%</b>	<b>19,722</b>	<b>8%</b>	<b>15,910</b>	<b>6%</b>	<b>5,845</b>	<b>2%</b>	<b>251,347</b>

We strive to provide 90% of all items within five business days. Figure 4.2 depicts our delivery times on off-blanket purchases over the past 12 months.

As you can see, May and November show spikes in off-blanket purchases. These off-blanket orders can often include products that P&I does not stock and require a backorder. These delivery times do not account for quoted lead times for off-blanket or spot-buy purchases.



## Value-Added Services

The P&I team works closely with your team to identify issues, problems, and opportunities that we can assist with. P&I, working with our manufacturers, has provided your projects with the following:

### Rush Orders

P&I understands the need for material at a moment's notice and makes it a priority to stock commonly ordered items. With our dedicated staff, we are able to stay flexible to make rush deliveries same day, when needed.

**SAME DAY/NEXT DAY SERVICE:** In March of 2018, Jobsite1 placed a rush order for 200 drills at 3pm. The entire order was etched in-house at P&I Supply and delivered the next day to the site. This is one of many examples of our commitment to stock and speed.

### Etching Update

As a value-added service, P&I will etch custom serial numbers on all items specified by McDermott, at no additional cost. Etching reports can be downloaded at anytime from the P&I eCommerce Portal.

	Items Etched	Value
Quarter 1	3,200	\$2,667
Quarter 2	2,960	\$2,467
YTD 2018	7,160	\$5,134

### Innovative Solutions

We are always ready to come up with a custom solution! Our team has the creative ability to find an answer that works for you.

**CUSTOM WELDERS KITS:** Jobsite8 required consolidated packing lists for custom kits that were ordered for the welders on site. P&I was able to provide the documents, complete with barcodes, and unique etch code numbers for each kit.

### Training

Jobsite safety is one of our highest priorities. P&I is continuously researching innovative ideas to provide you with the best protection for the industry. We also provide on-site training, at no cost, to make workers more aware and prepared. An example of our training efforts in Quarter 2 includes:

Jobsite1 hosted a site-wide safety initiative on February 4th and invited P&I Supply to participate. P&I Safety Specialists provided drop prevention training for over 100 workers in six, one-hour training courses. The site was provided with six sets of customize Tool Tethering Guide posters (valued at \$1,200) at no cost.

Jobsite8 requested training on silica dust compliant tools on May 17th. P&I was on site three days later and trained 18 workers on dust extraction products.

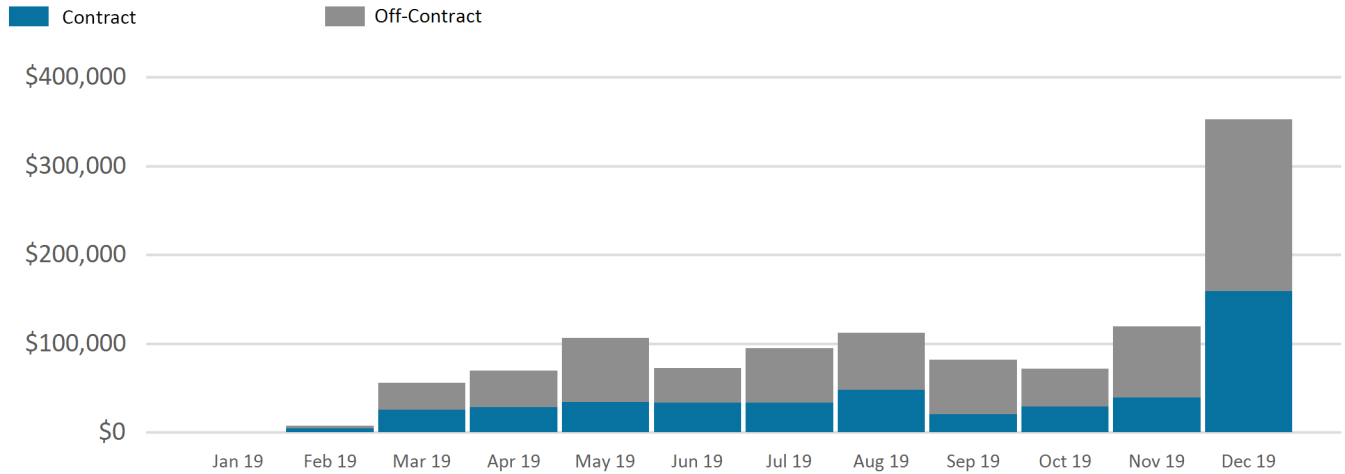




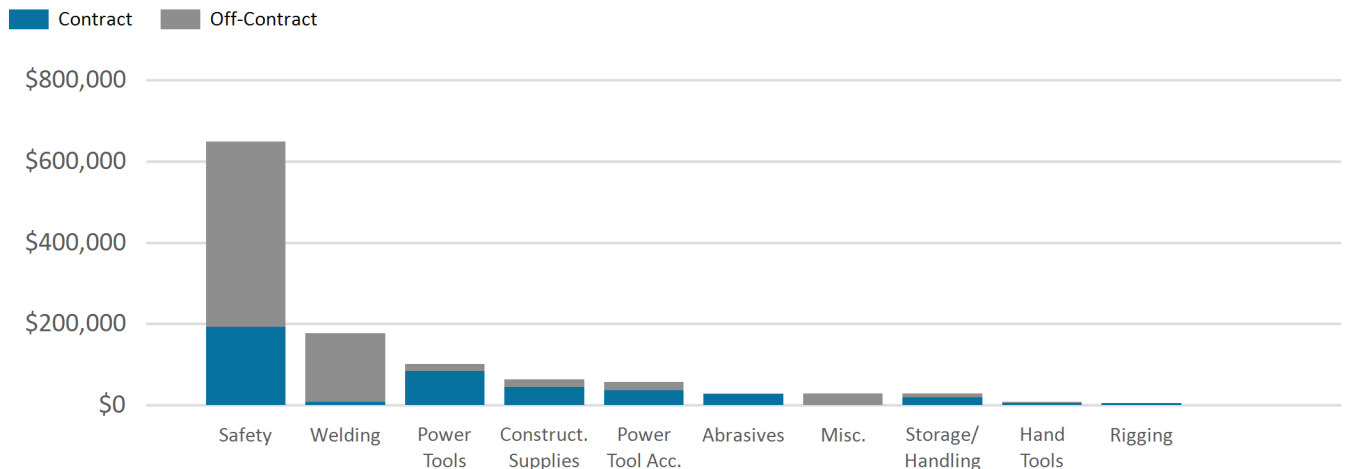
# Project: Project1

Contract	Off-Contract	Total
\$418,753	\$724,309	\$1,143,062

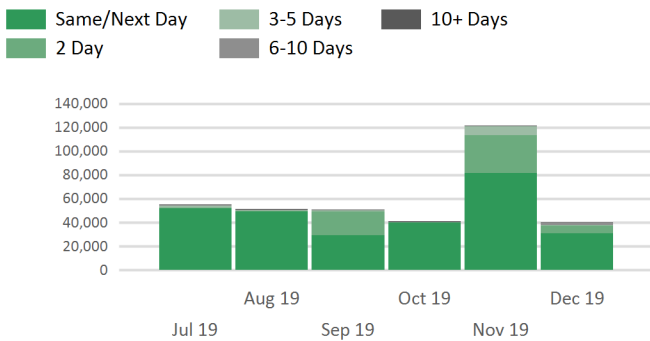
Spend by Month



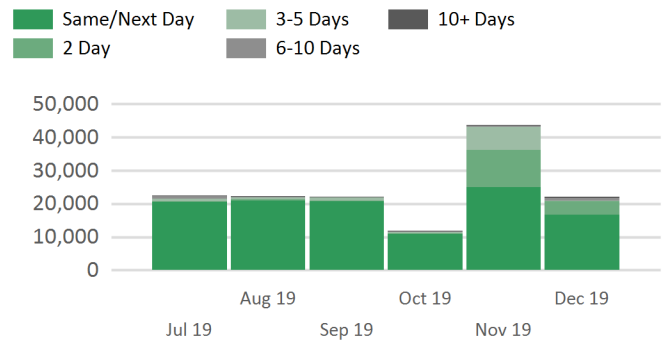
Spend by Product Group



Days to Deliver - Quantity of Items Shipped (Contract)



Days to Deliver - Quantity of Items Shipped (Off-Contract)

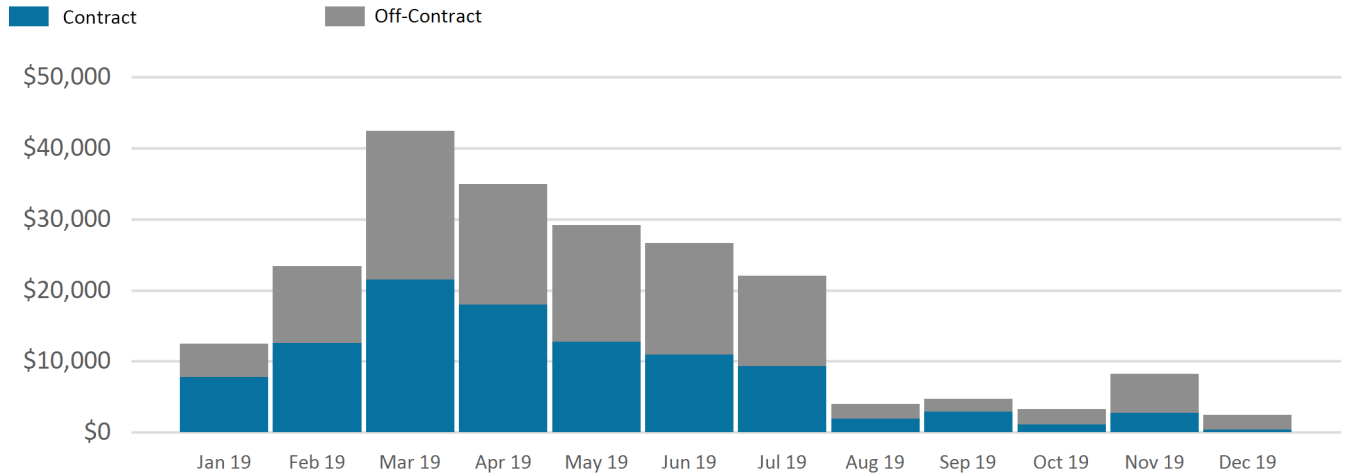


	Same/Next Day		2 Day		3-5 Days		6-10 Days		10+ Days		Total
Contract	267,268	85%	43,422	14%	2,413	1%	2,666	1%	521	0%	316,290
Off-Contract	156,314	77%	17,103	8%	13,912	7%	14,145	7%	890	0%	202,364
<b>Total Qty</b>	<b>423,582</b>	<b>82%</b>	<b>60,525</b>	<b>12%</b>	<b>16,325</b>	<b>3%</b>	<b>16,811</b>	<b>3%</b>	<b>1,411</b>	<b>0%</b>	<b>518,654</b>

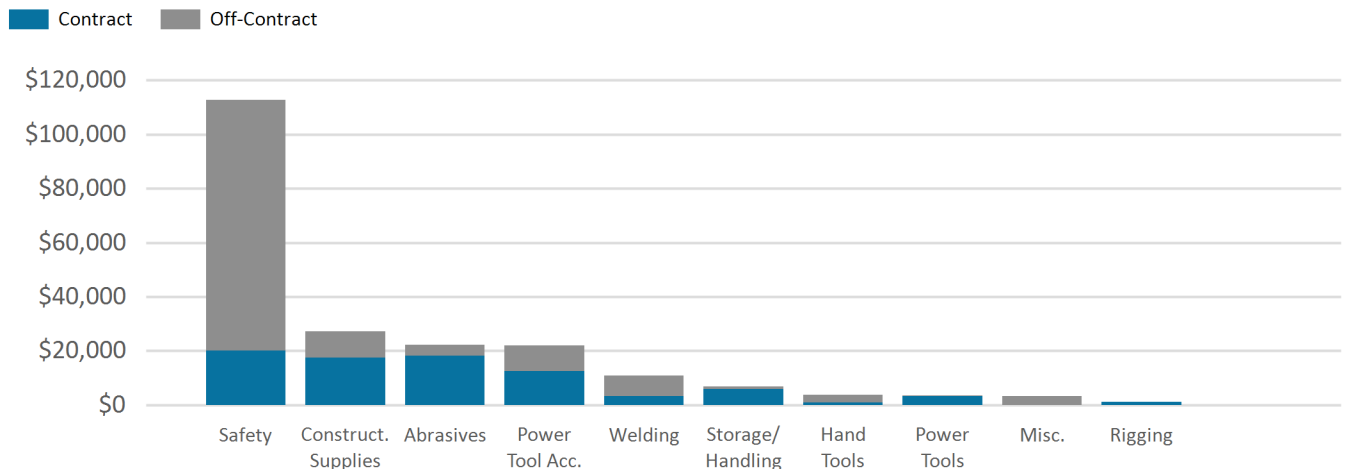
## Project: Project2

Contract	Off-Contract	Total
\$83,104	\$130,580	\$213,685

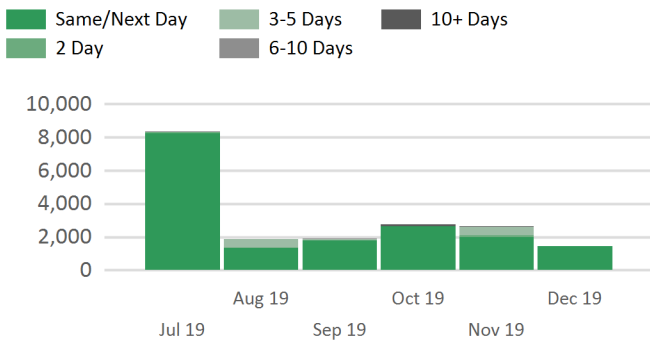
Spend by Month



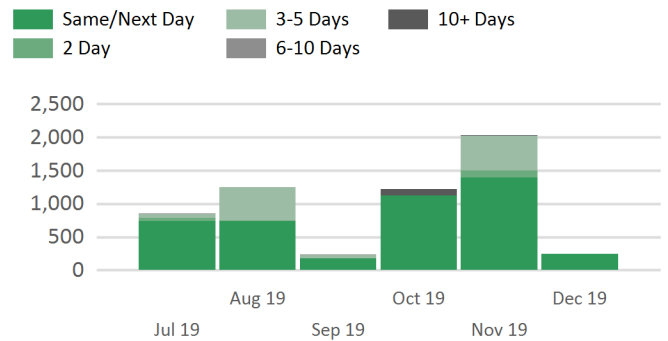
Spend by Product Group



Days to Deliver - Quantity of Items Shipped (Contract)



Days to Deliver - Quantity of Items Shipped (Off-Contract)

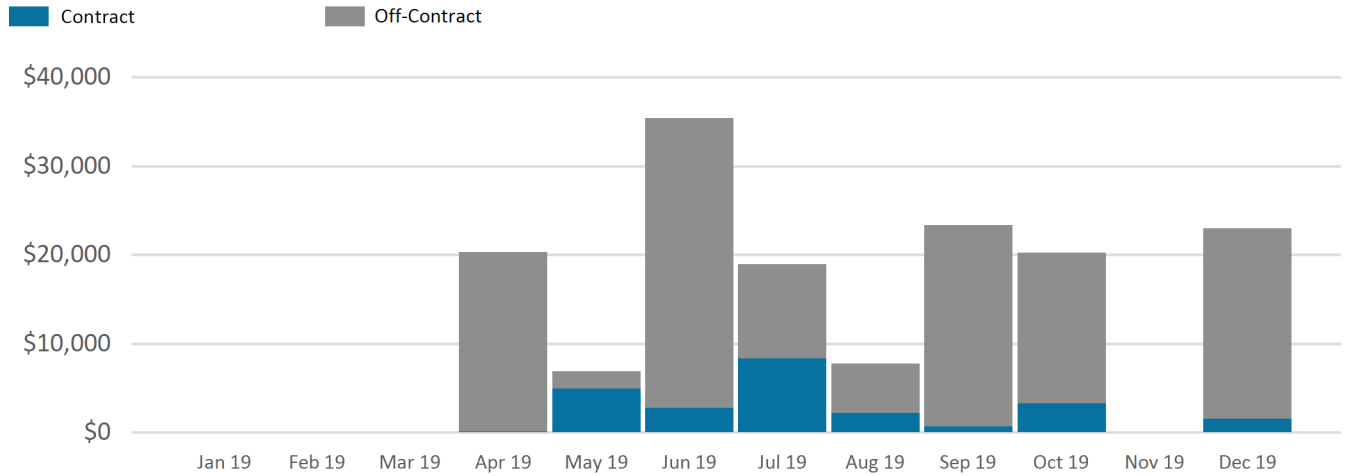


	Same/Next Day		2 Day		3-5 Days		6-10 Days		10+ Days		Total
Contract	56,445	97%	692	1%	472	1%	681	1%		0%	<b>58,290</b>
Off-Contract	25,945	81%	1,827	6%	3,901	12%	362	1%	181	1%	<b>32,216</b>
<b>Total Qty</b>	<b>82,390</b>	<b>91%</b>	<b>2,519</b>	<b>3%</b>	<b>4,373</b>	<b>5%</b>	<b>1,043</b>	<b>1%</b>	<b>181</b>	<b>0%</b>	<b>90,506</b>

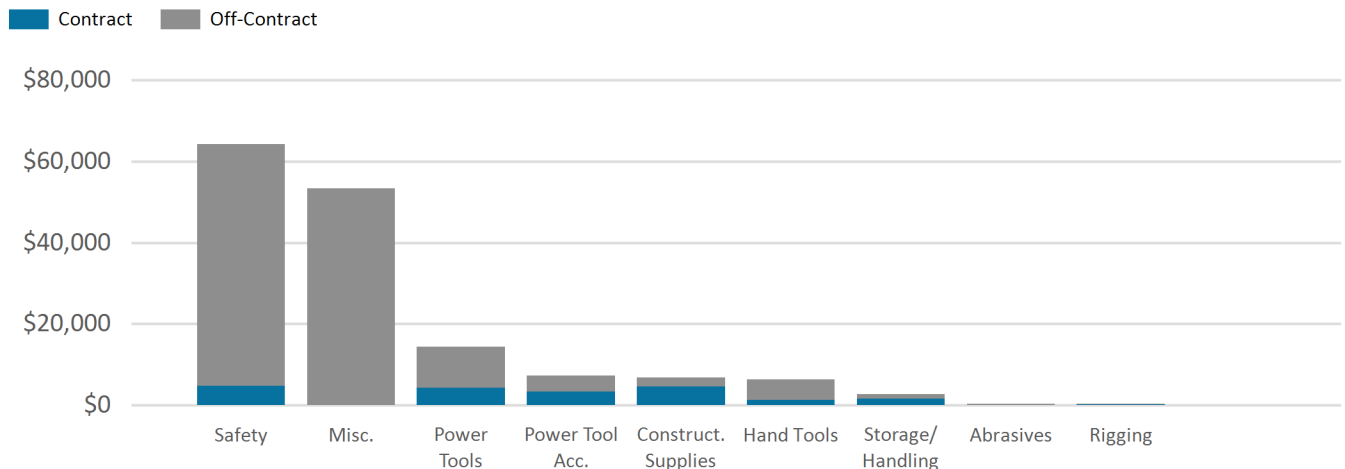
## Project: Project3

Contract	Off-Contract	Total
\$19,807	\$135,950	\$155,757

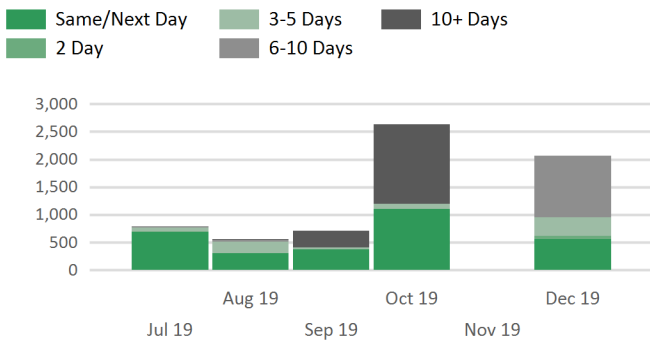
Spend by Month



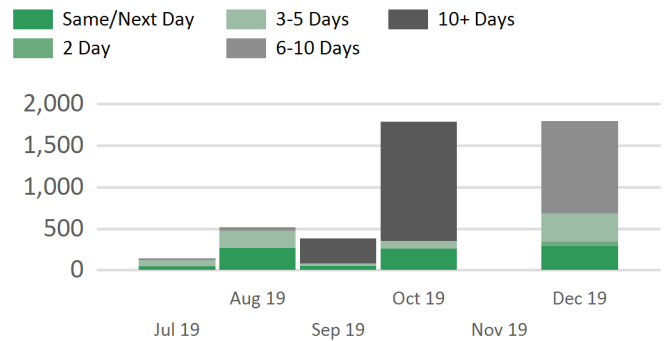
Spend by Product Group



Days to Deliver - Quantity of Items Shipped (Contract)



Days to Deliver - Quantity of Items Shipped (Off-Contract)

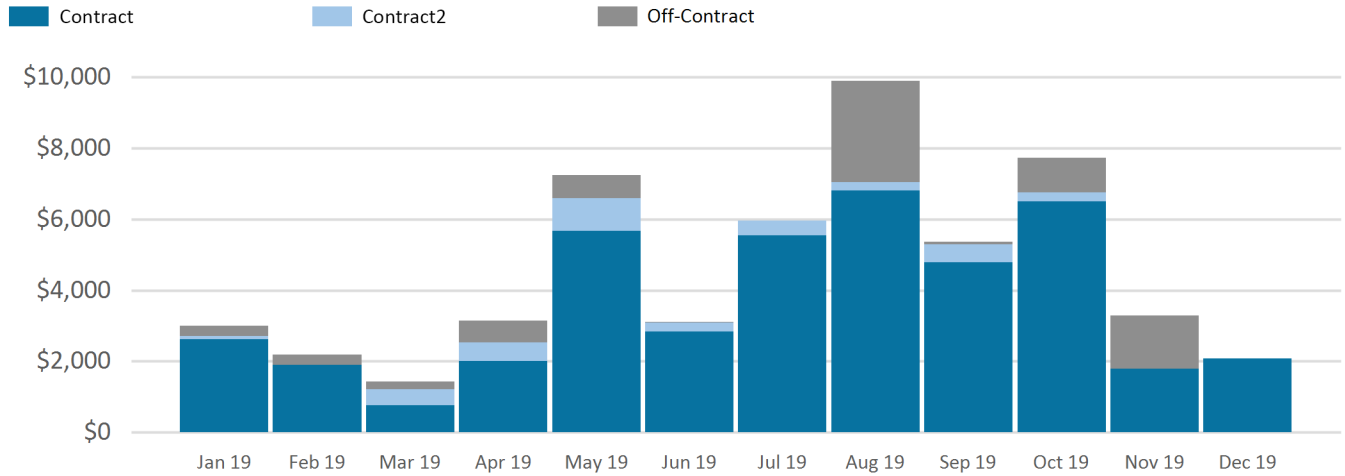


	Same/Next Day		2 Day		3-5 Days		6-10 Days		10+ Days		Total
<b>Contract</b>	3,131	99%		0%	7	0%	15	0%		0%	<b>3,153</b>
<b>Off-Contract</b>	996	13%	57	1%	900	11%	1,191	15%	4,747	60%	<b>7,891</b>
<b>Total Qty</b>	<b>4,127</b>	<b>37%</b>	<b>57</b>	<b>1%</b>	<b>907</b>	<b>8%</b>	<b>1,206</b>	<b>11%</b>	<b>4,747</b>	<b>43%</b>	<b>11,044</b>

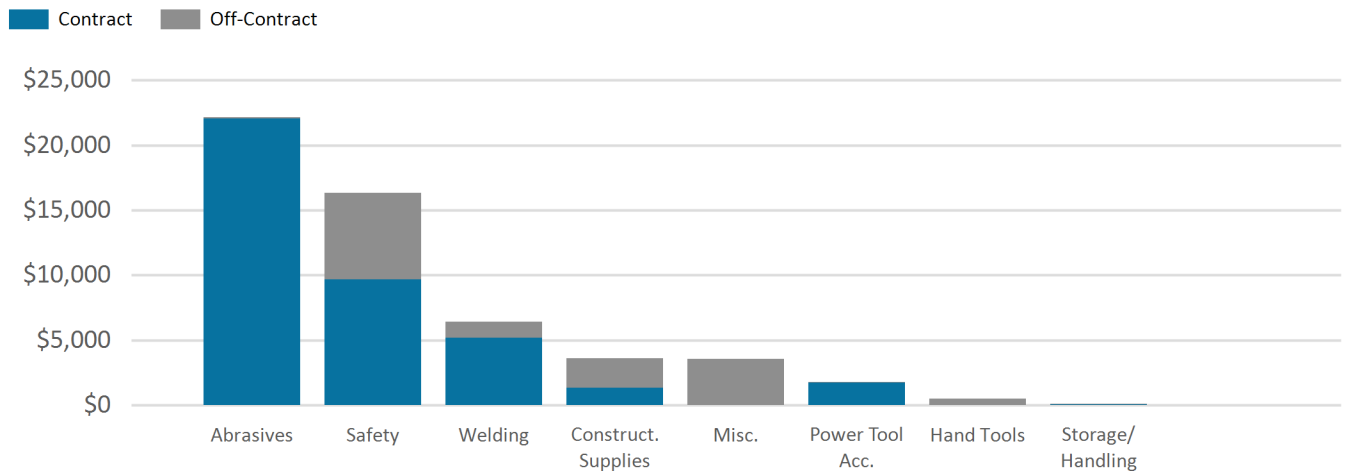
# Project: Project4

Contract	Off-Contract	Total
\$40,025	\$14,382	\$54,406

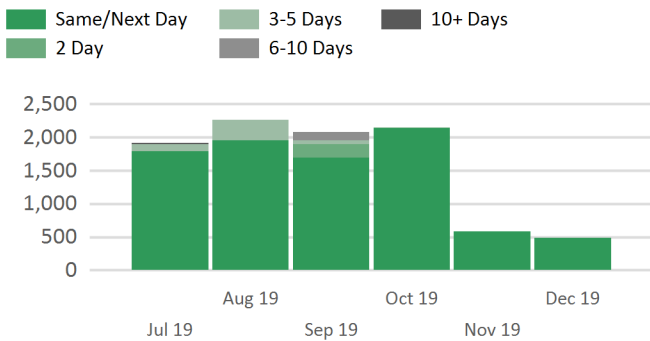
Spend by Month



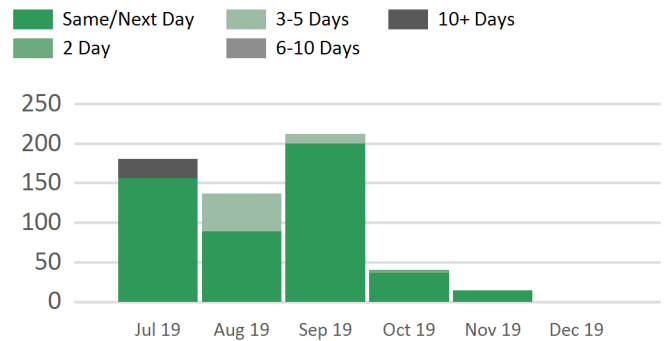
Spend by Product Group



Days to Deliver - Quantity of Items Shipped (Contract)



Days to Deliver - Quantity of Items Shipped (Off-Contract)

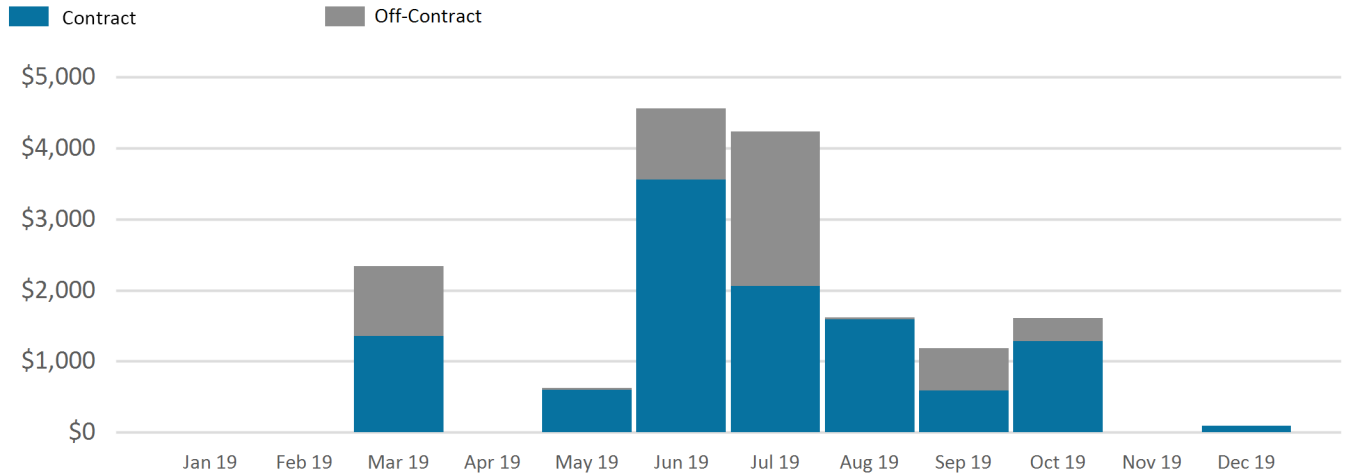


	Same/Next Day		2 Day		3-5 Days		6-10 Days		10+ Days		Total
Contract	14,763	93%	250	2%	649	4%	175	1%	0%	15,837	
Off-Contract	2,137	80%	69	3%	375	14%	59	2%	24	2,664	
<b>Total Qty</b>	<b>16,900</b>	<b>91%</b>	<b>319</b>	<b>2%</b>	<b>1,024</b>	<b>6%</b>	<b>234</b>	<b>1%</b>	<b>24</b>	<b>0%</b>	<b>18,501</b>

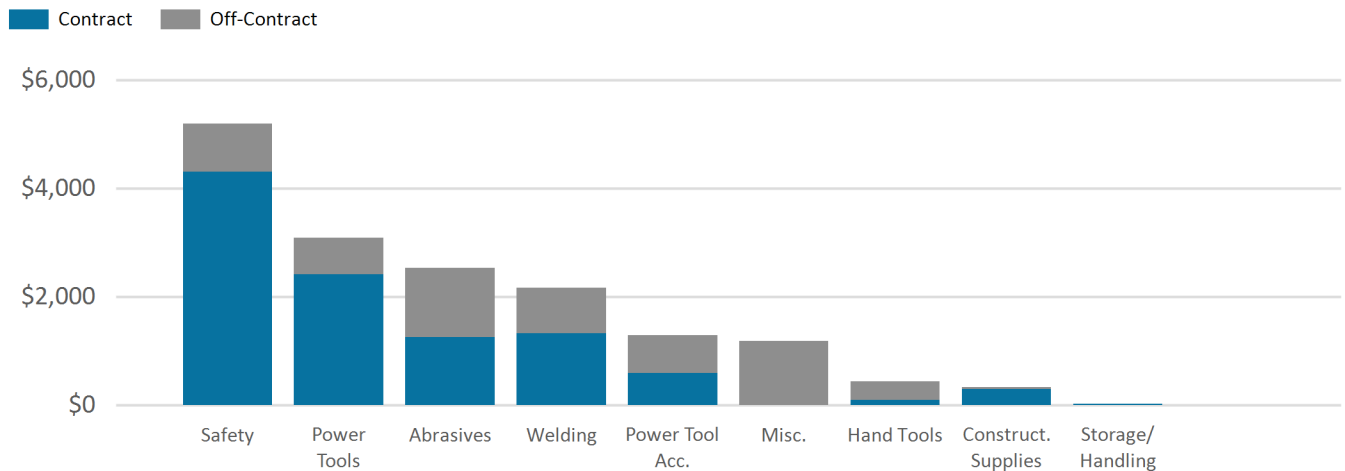
# Project: Project5

Contract	Off-Contract	Total
\$10,309	\$5,950	\$16,259

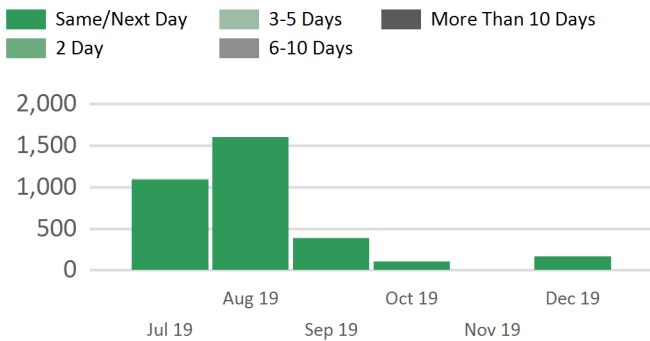
Spend by Month



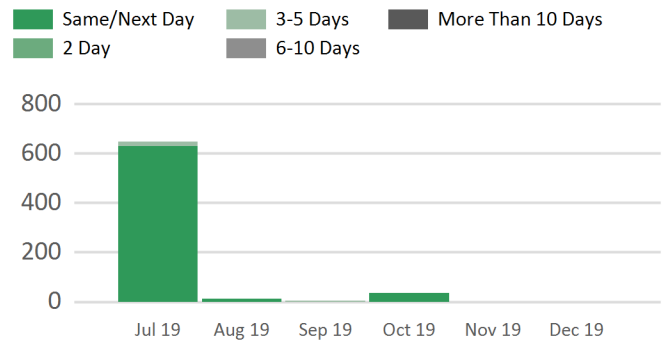
Spend by Product Group



Days to Deliver - Quantity of Items Shipped (Contract)



Days to Deliver - Quantity of Items Shipped (Off-Contract)



	Same/Next Day		3-5 Days		6-10 Days		Total
Contract	6,335	100%	8	0%		0%	<b>6,343</b>
Off-Contract	1,985	97%	42	2%	10	0%	<b>2,037</b>
<b>Total Qty</b>	<b>8,320</b>	<b>99%</b>	<b>50</b>	<b>1%</b>	<b>10</b>	<b>0%</b>	<b>8,380</b>