

## Management Goals For 2011

Objective	Statement of result	Measurement Criteria	Average from 2008	Goal for 2009	Who	Weight
1. To achieve volume growth 15 คะแนน	Sale revenue	Count of shipping rate (K- Strip / M)	441.30	≥ 800		15
2. To achieve ebida margin 20 คะแนน	2.1 Material spending 2.1.1 Chemical 2.1.2 Tin Ball 2.2 Variable spending	% Reduction / Q % Reduction / Q % Reduction / Q	41.00 0.70 0.01	≥ 15% ≥ 5% ≥ 20%		20 7 7 6
3. Customer Satisfaction 35 คะแนน	3.1 Customer ranking 3.1.1 Customer Audit (No. of NC) 3.2 CQC Reduction 3.2.1 No. of issue 3.2.2 3D 3.2.3 8D 3.3 Meet customer cycle time 3.3.1 Achieve cycle time 1 day 3.4 Yield improvement 3.5 Key process parameter (CPK)	Ranking 1 <sup>st</sup> and / or 85% / Q Count no. of NC / Time  Count no. of issue / M Count leadtime to reply / M Count leadtime to reply / M  % Achievement / M % yield / M Achievement / Q	83.33 0  2 1 9  91.10 99.11 1.49 Matrix , 6PWM SO8M , 8PWM 8PB , 8PW SO8NM , 6PBNM Silver	1 <sup>st</sup> and / or 85% 1  1 1 6  100 99.98 แยกตาม Package 1.90 1.67		3 2  3 3 4  20 8 7 5
<div> <b>REVIEWED</b>  By Nukool Thanuanram at 5:13 am, Sep 08, 2011 </div>						
4. Quality Improvement 25 คะแนน	4.1 Unschedule down time 4.1.1 Machine down time 4.1.2 Process down time 4.2 % Machine Utilization 4.3 5S Audit Result 4.4 Safety (Zero Accident)	% Machine downtime / Q % Process downtime / Q % Machine utilization / Q % Scoring from 5S audit / Q Count all Injury case / M	3.33	2.5 3 75 80 0		5 5 5 3 7
5. Training 5 คะแนน	5.1 Improvement working skills	Count of development Hrs / M	3.87 OP, Off, Mgr. Engineer Technician	แยกตาม Position 6 8 12		5