

# Tubular Overall

# Q2 Tubular Payout

Q2 Final Payout 125.0%

Plant Plan	Weighting	100%
Tubular Overall	Performance	125.0%

Quality			Multiplier			125%
Performance Tiers						
Cutoff	Tier	Multiplier				
	4 - Exceeds	125%				
-5%	-----					
	3 - Meets	100%				
10%	-----					
	2 - Needs I.	80%				
30%	-----					
	1 - D.N. Meet	50%				

Results			
Line	Plan	Actual	Score
Reject	7.80	6.98	-10.5%
Retreat	3.15	1.92	-39.0%
Recut	4.95	4.30	-13.1%
TOTAL	15.90	13.20	-17.0%
As of 6/30	100%		

Aggregate production			Multiplier			100%
Performance Tiers						
Cutoff	Tier	Multiplier				
	4 - Exceeds	125%				
5%	-----					
	3 - Meets	100%				
-5%	-----					
	2 - Needs I.	80%				
-15%	-----					
	1 - D.N. Meet	50%				

Results			
Line	Plan	Actual	Score
FairField - Hot Mill	130602	145378	11.3%
FairField - Q&T	100850	109940	9.0%
Fairfield - Finishing	100667	103415	2.7%
OOH - per threaded ton	20431	20866	2.1%
WMP - per coupling	173646	157408	-9.4%
TOTAL	526,195.30	537,007.99	2.1%
As of 6/30	100%		

On-time Deliveries			Multiplier			100%
Performance Tiers						
Cutoff	Tier	Multiplier				
	4 - Exceeds	125%				
85%	-----					
	3 - Meets	100%				
75%	-----					
	2 - Needs I.	80%				
65%	-----					
	1 - D.N. Meet	50%				

Results			
Line	Plan	Actual	Score
Fairfield Non-Contract Customers	28,206	15,313	54.3%
Offshore Non-Contract Customers	6,811	6,113	89.8%
Contract Customers	68,912	60,576	87.9%
TOTAL	103,929	82,002	79.0%
As of 6/30			

Conversion Cost			Multiplier			100%
Performance Tiers						
Cutoff	Tier	Multiplier				
	4 - Exceeds	125%				
-9%	-----					
	3 - Meets	100%				
9%	-----					
	2 - Needs I.	80%				
25%	-----					
	1 - D.N. Meet	50%				

Results			
Line	Plan	Actual	Score
Fairfield - Hot Mill	235.15	235.36	0.1%
Fairfield - Q&T	59.19	42.23	-28.7%
Fairfield - Finishing	166.14	159.56	-4.0%
OOH - per threaded ton	337.97	343.85	1.7%
WMP - per coupling	23.67	25.18	6.4%
TOTAL	822.12	806.17	-3.1%

\*\*\* Payouts are discretionary and may be reduced or eliminated at any time prior to payment.