Supply Chain Management in Canadian Tire

Jie Wang, Ph.D. PMP, (P.E.)

Part I. Supply Chain Practice in Canadian Tire Corporation



Contents

Introduction

- o Canadian Tire Supply Chains Overview
- Operation and Logistics
- Information Service
- Financial Service
- o Summary

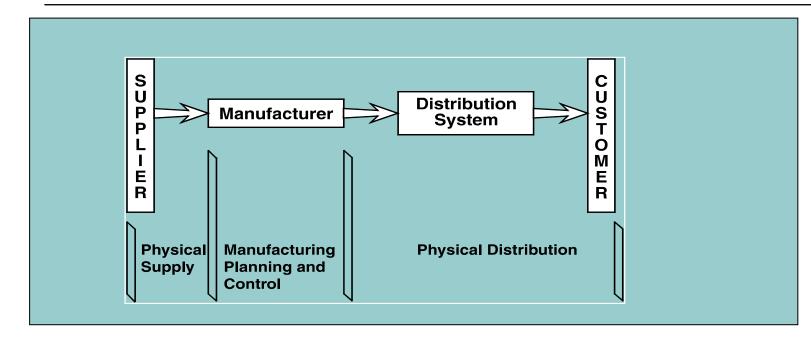
History of Canadian Tire

- The first store was opened in Sept. 15, 1925
- The first associated store was opened in \$1800
- There are 470 Stores, 460 service centers 265 gas bars, and over 350 MMW stores, 57000 employees
- In any part of Canada, you can find a Canadian store within 15 minutes driving rime
- New Auto Express Stores and GPS stores have open in some cities as part of new business plan
- Canadian master card, Canadian Financial servicemen
- 2008 operation venue 5,699 (CTR) millions, increase by 3.57%, earning before tax 249 millions.





Basic Supply Chain



- Material flow between Supplier / Manufacture to final consumers
- Cash Flow from Customer to Manufactures
- Information Flow Messenger to connect Manufacturer to consumers

Highlights of SCM in CTC

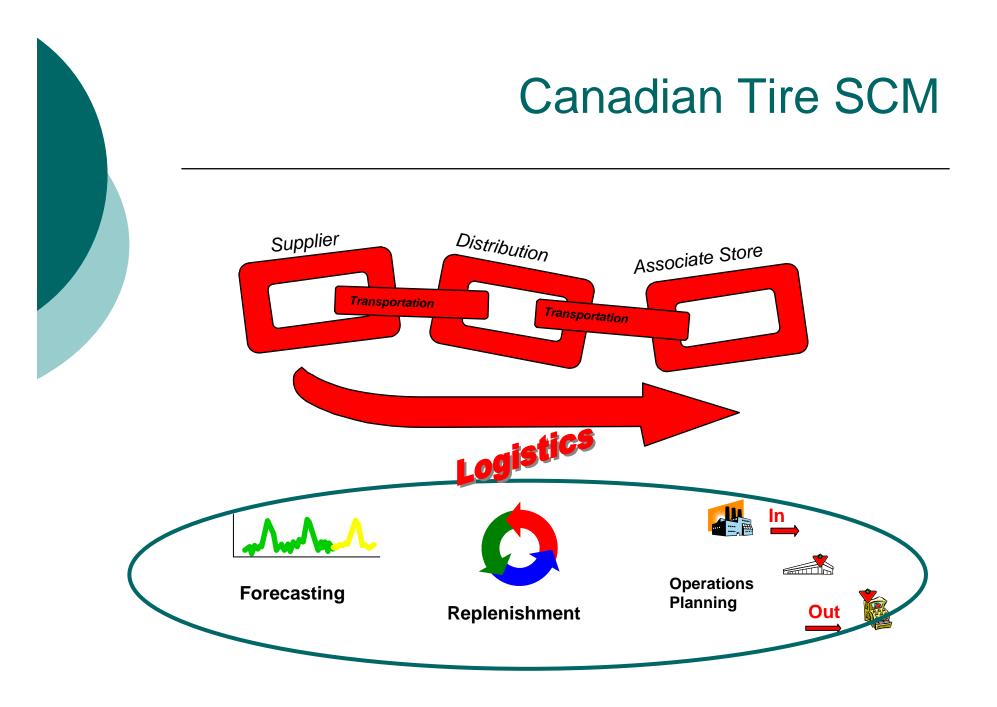
- Customer (Renovate CTC Store, Reduce store inventory, retail city)
 - Promote the sales by improving shopping environment
 - Improve store market awareness
- Improve distribution network (CuntomLink Program)
 - Build the most automated warehouse in Canada
 - Build more distribution centers
- Improve IT Service
 - Implement EPR system for Supply Chain
 - Improve visibility
 - Improve data warehouse
 - Improve decision support system BI

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Store Locations



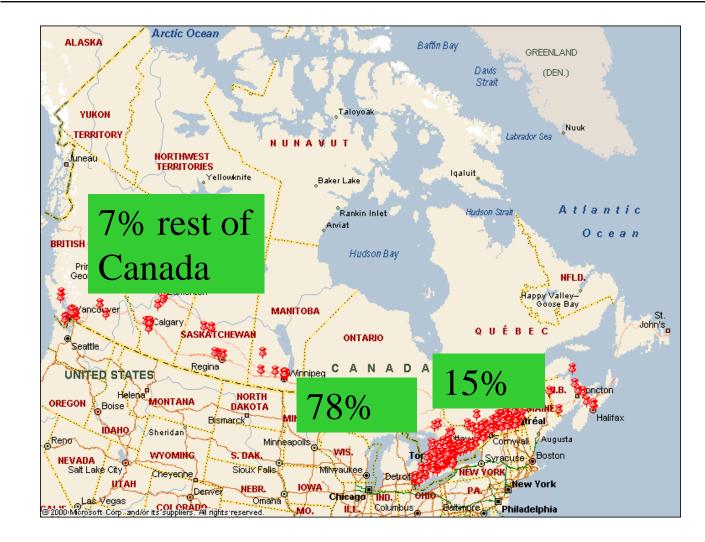
Stores

• Stores differ in size and characteristics

- Regardless of size, stores have same 'look and feel'
- 75% of sales generated from A,B and C formats
- 79 New store openings scheduled for 2006

Store Size	# Stores	Old Sq Ft (1000's)	New Sq Ft (1000's)
A	90	48+	62+
В	76	36-48	47-62
C+	4		45-47
С	121	25-36	31-45
D	62	19-25	26-31
E	48	13-19	<26
F	63	<13	

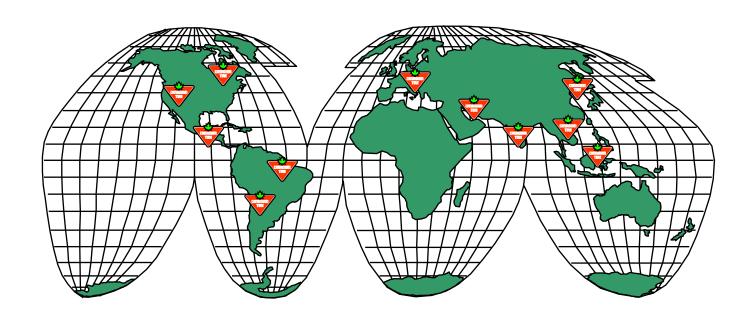
Supplier Locations in Canada



Supplier in US & Mexico



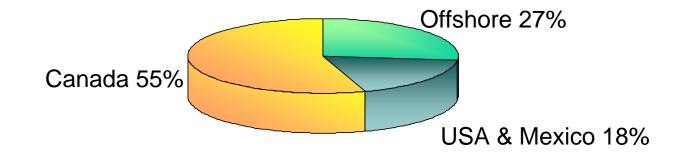
Total Inbound Volume



Domestic = 64%
USA/Mexico = 16%
Offshore = 20%

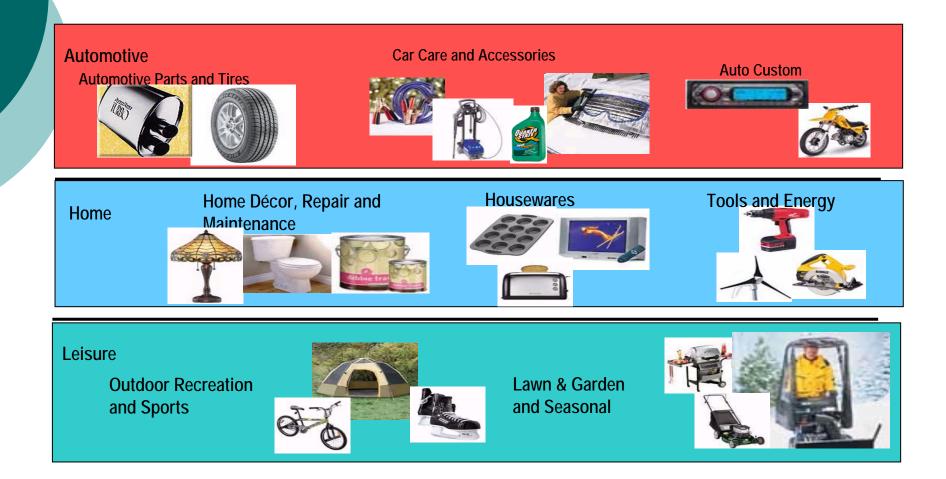




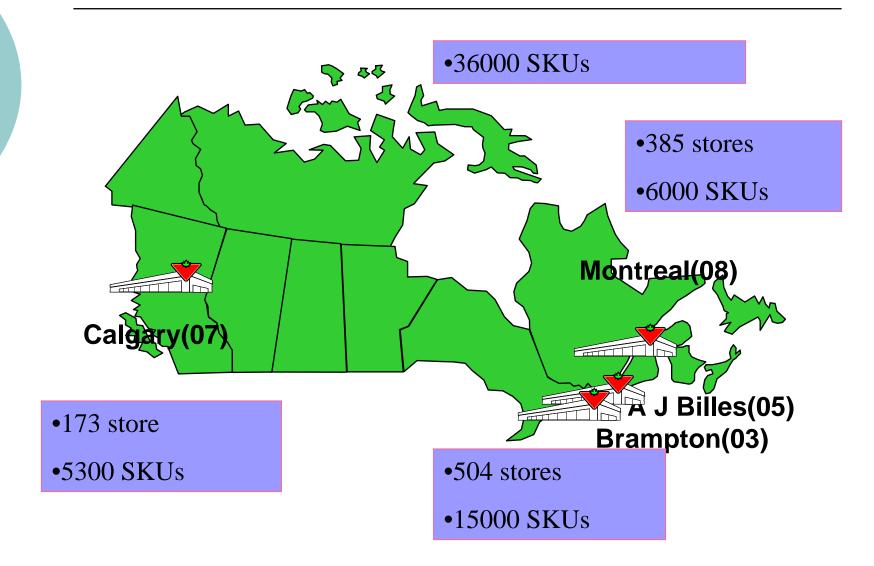


- Collaborate with CTC on 26 week forecasts
- Receive POs and notify CTC of Intent to Ship
- Ship Required product on PO Due Date
- Provide documentation as required to CTC

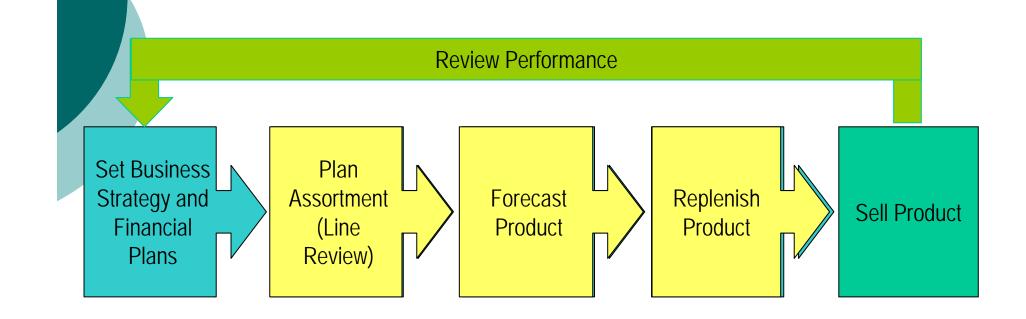
CTC Products

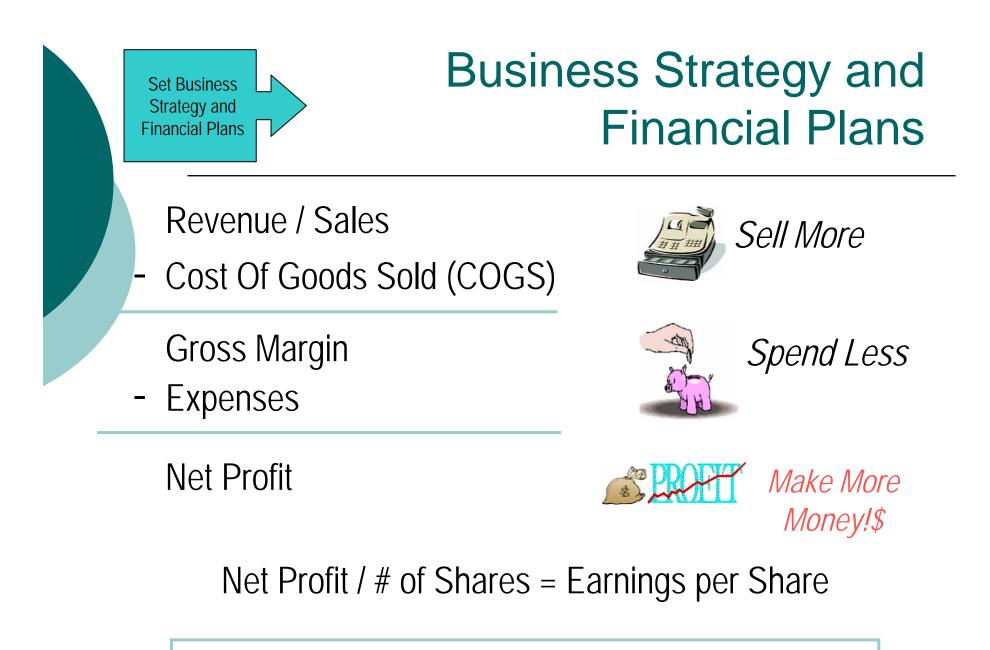


Distribution Center Locations



CTR Business Cycle





EPS - A key measure of a company's health



Business Strategy & Financial Plans

- Annual growth targets are set by BOD
 - Earnings per Share (EPS)
 - Target of company net income
- Marketing formulates a Business
 Strategy to achieve growth targets
 - Review previous year's results and current Product Assortment
 - Set Sales and Expense targets

Will the current <u>assortment</u> generate enough Profit to meet growth target?



Set Business Strategy and Financial Plans

Corporation Business Target

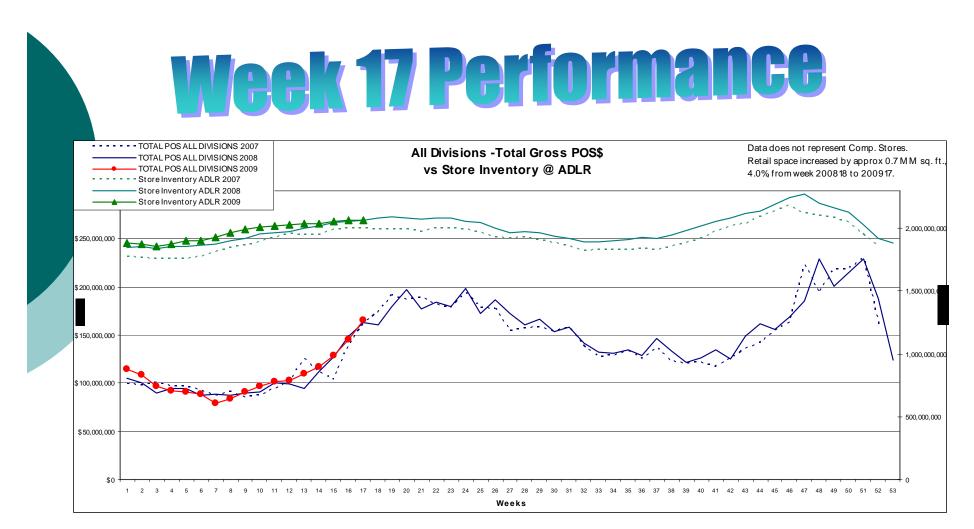
	200	8 Performance Tar			
Performance Measure	Threshold (pays 10% of target incentive)	Target (pays 100% of target incentive)	Maximum (pays 200% of target incentive)	2008 Final Result	Final Result vs. Target
Canadian Tire Consolidated Earnings	\$395,363,132	\$429,742,534	\$464,121,937	\$412,666,230	Between Threshold and Target
Canadian Tire Retail Operating Earnings	\$285,244,854	\$310,048,754	\$334,852,654	\$311,847,277	Exceeded
Canadian Tire Retail Operating Earnings as % of Gross Operating Revenue	5.04%	5.48%	5.92%	5.61%	Exceeded
Canadian Tire Financial Services Operating Earnings	\$179,981,000	\$195,631,521	\$211,282,043	\$193,162,480	Between Threshold and Target
Canadian Tire Financial Services Return on Receivables	4.53%	4.92%	5.32%	4.94%	Exceeded

Diversified Businesses performance measures that are part of the STIP design for Mr. Medline are an aggregation of financial performance measures for small business units. The STIP threshold, target and maximum business performance levels for these measures are developed using the same process and methodology as the other STIP performance measures, and therefore incorporate the same degree of achievement difficulty. In 2008, the final result versus target for these measures was a combination of "Exceeded" and "Between Threshold and Target".

Week 17 Performance

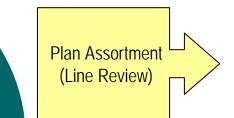
		Week 17			Year To Date				
	2009	2008	Difference	2009	2008	Difference			
Service Level									
Order Management Service Level	94.3%	90.4%	+392 bp	89.3%	88.0%	+129 bp			
Shipments (In Millions) **									
Corp Shipments, COGS \$	\$90.7	\$101.6	-\$10.9	\$1156.0	\$1182.6	-\$26.6			
EAP Shipments, COGS \$	\$4.0	\$4.3	-\$0.2	\$53.0	\$54.5	-\$1.4			
Total Corp and EAP Shipments, COGS \$	\$94.7	\$105.8	-\$11.1	\$1209.0	\$1237.1	-\$28.0			
Inventory (In Millions) ***				Rolli	ng 52 Weeks				
				0819 - 0917	0718 - 0817	Difference			
Corp Inventory & Ingates, COGS \$	\$614.3	\$539.0	+\$75.29						
EAP Inventory & Ingates, COGS \$	\$36.7	\$29.9	+\$6.77						
Total Corp and EAP Inventory & Ingates, COGS \$	\$650.9	\$568.9	+\$82.05						
Turns (Rolling Week) ****									
Corp Turns, COGS \$	8.08	10.61	-2.54	7.55	9.93	-2.38			
EAP Turns, COGS \$	5.93	7.64	-1.71	6.35	6.52	-0.17			

* Rolling 52 Consecutive data



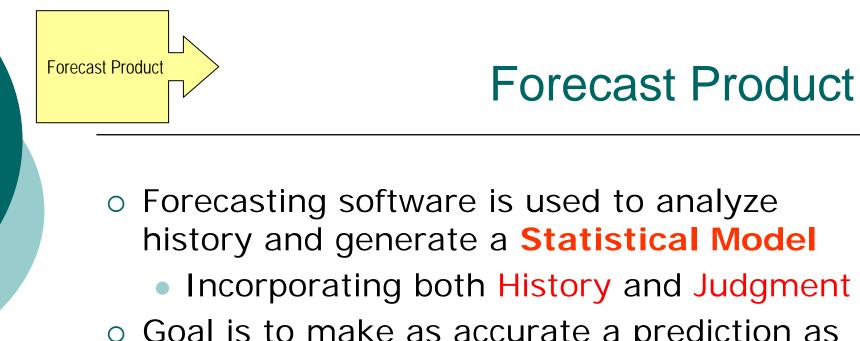
Gross POS\$ Overall:	Week 17	YOY % change	Week16	WOW % change
2008 \$	\$ 163,014,704	1.16%	\$ 148,607,074	9.70%
2009 \$	\$ 164,911,081	1.1070	\$ 145,484,647	13.35%
YTD 2008	\$ 1,772,574,207	2.22%		
YTD 2009	\$ 1,811,864,495	2.2270		

Store Inv ADLR:	Week 17	YOY % change	Week16	WOW % change
2008 ADLR	\$ 2,066,332,282	-0.12%	\$ 2,053,642,148	0.62%
2009 ADLR	\$ 2,063,818,726	-0.1278	\$ 2,067,227,025	-0.16%
AVG YTD 2008	\$ 1,934,849,834	1.81%		
AVG YTD 2009	\$ 1,969,937,537	1.0176		



Planning Assortment Strategy

IF the goal is to be	THEN the product category must offer our customers	
Leader (Dominant)	The widest assortment in the marketplace (e.g. tires, hockey)	
Player (Competitive)	An assortment which is comparable to the best in the marketplace (e.g. tools)	
Convenient	A convenient assortment of products, designed to meet their basic needs (e.g. dishwasher detergent, pet supplies)	Milean The



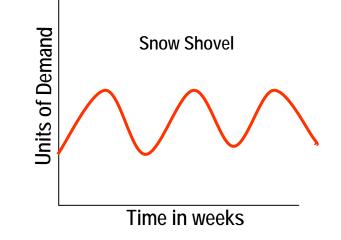
 Goal is to make as accurate a prediction as possible of future Dealer Demand

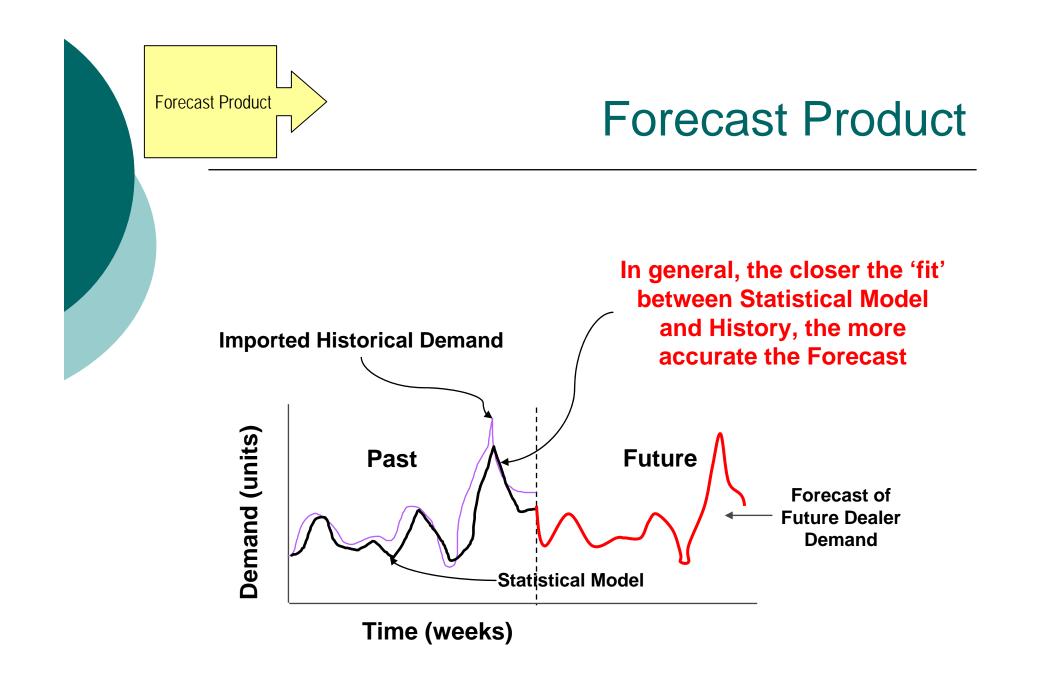
Forecast Product

• History provides:

Forecast Product

- Seasonality (Winter vs Summer demand)
- Sales Trend (What's hot, what's not?)
- Marketing Savvy provides:
 - Annual Forecast
 - Promotional Plan
- For New products the historical Sales Pattern of a similar product is used



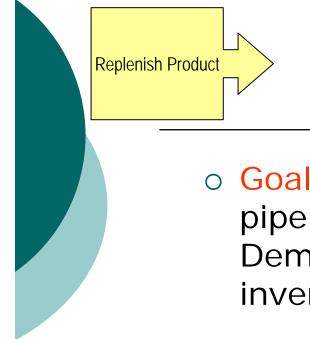


Replenish ^L Product

Replenish Product

- Receive current week's Demand as Store
 Orders
- As Store Orders are filled, the inventory at the Distribution Centers (DC's) is depleted
- Plan to Re-Stock DC's must be formulated -Replenish
- For each product we must determine:
 - How much to order?
 - When to order it?
 - Where it is needed?

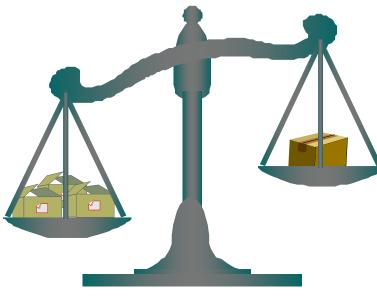




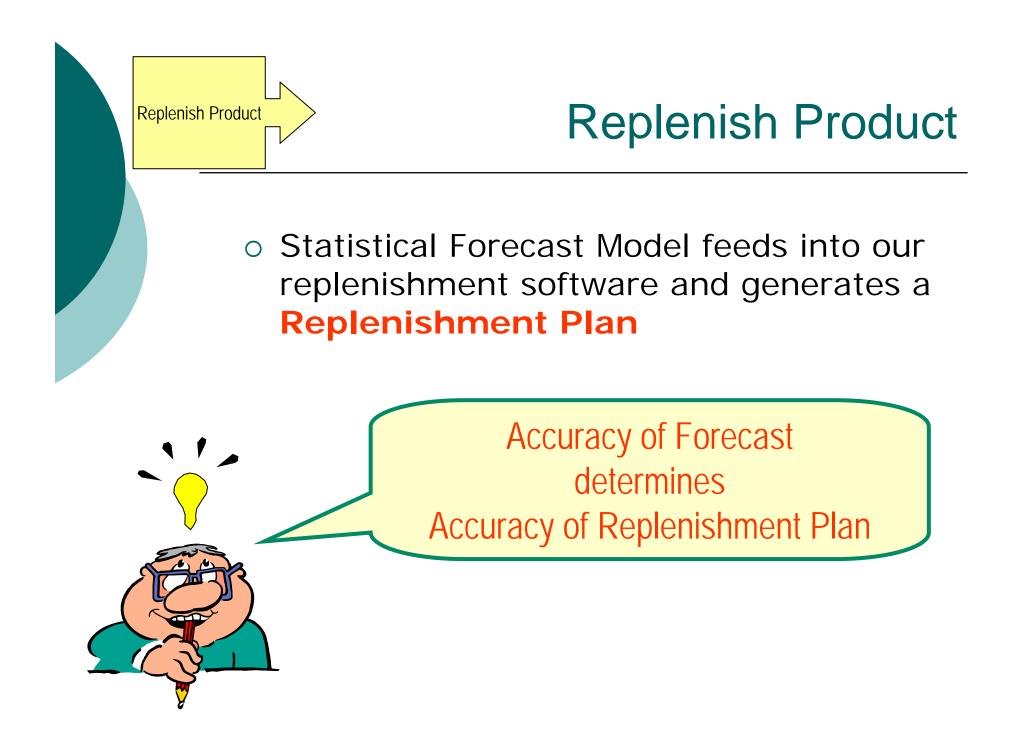
Replenish Product

 Goal: to have enough product in pipeline to satisfy projected Dealer Demand without having excess inventory

Increased Dealer Demand results in unfilled orders



Excess Inventory ties-up capital and physically 'clogs' pipeline





Replenish Product

	✓		10/26/04	10/31/04	11/07/04	11/14/04	11/21/04	11/28/04	12/05/04	12/12/04	12/19/04	12/26/04	01/02/05
		Total Demand	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	Q
		<u>DOH</u>	<u>0</u>	1	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
		Planned Arrivals	<u>0</u>	<u>0</u>	<u>0</u>	Q	Q	Q	<u>0</u>	Q	Q	Q	<u>0</u>
		<u>Firm Plan Arrival</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	Q	<u>0</u>	<u>0</u>
		Purchase Orders	<u>0</u>	<u>0</u>	<u>31</u>	Q	<u>0</u>	Q	<u>0</u>	<u>0</u>	Q	Q	<u>0</u>
		<u>Whse Transfer</u>	<u>0</u>	<u>0</u>	<u>0</u>	Q	Q	Q	<u>0</u>	<u>0</u>	Q	Q	<u>0</u>
		Safety Stock	0	0	0	0	0	0	0	0	0	0	0
-		Projected On Hand	49	49	49	80	80	80	80	80	80	80	80
	Supplier Schedule												
	Ŧ	♦ ♥ ♥ Action	<u>15</u> 🥘 (806			UPro	jStatic					K
	✓ *Item			Descri	Description			10/2/05		10/9/05		10/16/05	
		@ 0423	3080 1	TOTE R	OUGHI	NECK 5	53L	1,40	00		<u>0</u>	1.	<u>600</u>

- Forecasted weekly demand for all products
- 26 week view transmitted weekly to Supplier

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Replenish Product

Forecast

SCA Role

The Supply Chain Network supports CTR's Business Cycle. But who supports ME?

- Forecasting & Replenishment Training (Log-Train)
- Forecasting & Replenishment Support (F&R)
- Supply Chain Improvement (SCI)
- Packaging (PKG)

Stores

Suppliers

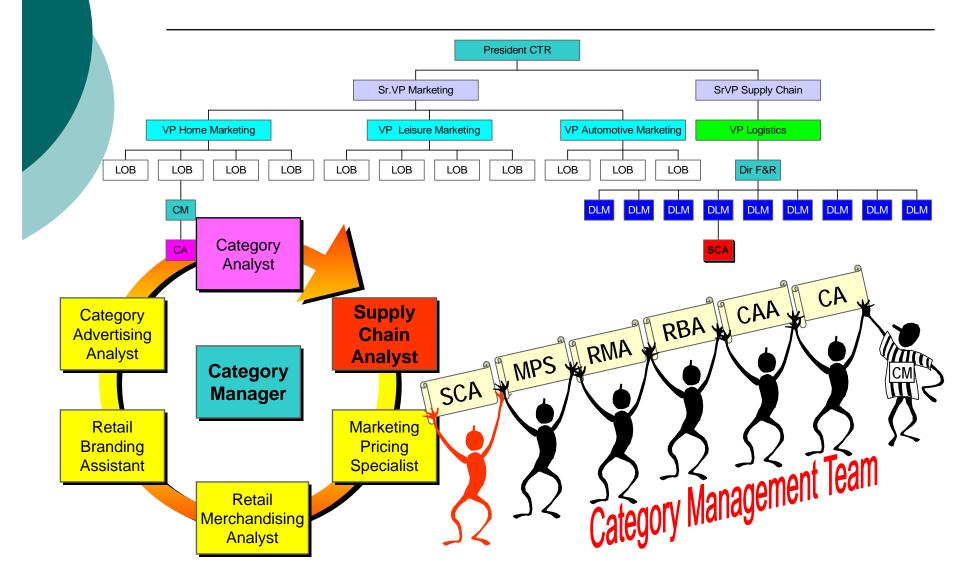
DC's

- Supplier Performance (Log-SP)
- Offshore (offshore.logistics@cantire.com)
- Special Promos (CPFR/IEP/STM)
- Cross Dock (XD)
- Electronic Commerce (UECOM)
- o ... along with many other teams

SCA Role - Summary

- Ensuring product availability
- Managing the flow of inventory (forward and reverse)
- Forecasting future demand for regular sales and promotions
- Managing product suppliers from North America and Offshore
- Negotiating with suppliers for additional manufacturing capacity or inventory, shorter lead times
- Acting as single point of contact between Category Management teams and the Supply Chain
- Communicating with Suppliers, Merchandising, Advertising, Associate Stores and the Supply Chain
- Setting up new products while maintaining and developing existing product lines.

SCA Role



Sell Product

Corporation

Buys product from Suppliers

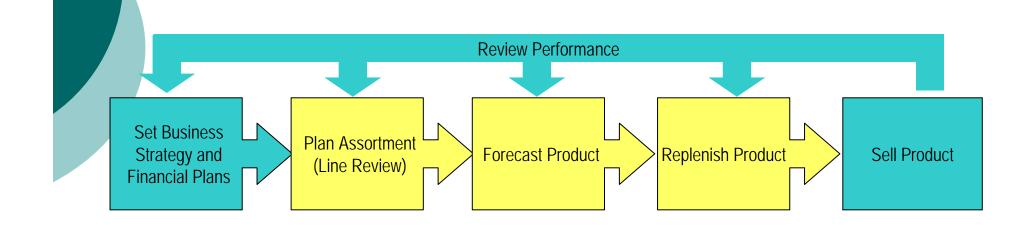
- Sells to Dealers
- Determines Assortment
- Controls Corp Inventory
- Runs Distribution Network
- Selects Dealers
- Develops Advertising and Promotional programs
- ➢ Owns land and building

Dealer

- Buys product from Corporation
- Sells to Consumers
- Selects from Assortment
- Controls Store inventory
- Pulls from Network
- Hires and Trains staff
- Supports with In-store Promotional activity
- Owns fixed assets & Leases property



CTR Business Cycle





Performance is continually reviewed to ensure we remain on track



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Plans



- Comprised of many business function groups which assist in the efficient flow of product across the Supply Chain
 - Product Introduction
 - Forecasting
 - Replenishment

SCA/planner Role

- Operations and Capacity Planning
- Support Functions
 - Supply Chain Integration (channel enablement, supplier management, marketing support, process integration)
 - o Order and Information Management
 - Operational Support Teams (Business logic layer support)

Operations Planning Centre

Mandate is to maximize service levels and minimize costs by planning

Inbound Transportation: Supplier to DC



Inbound Product Flow Support

Product Flow Support Representatives Product Flow Analysts (PFA)





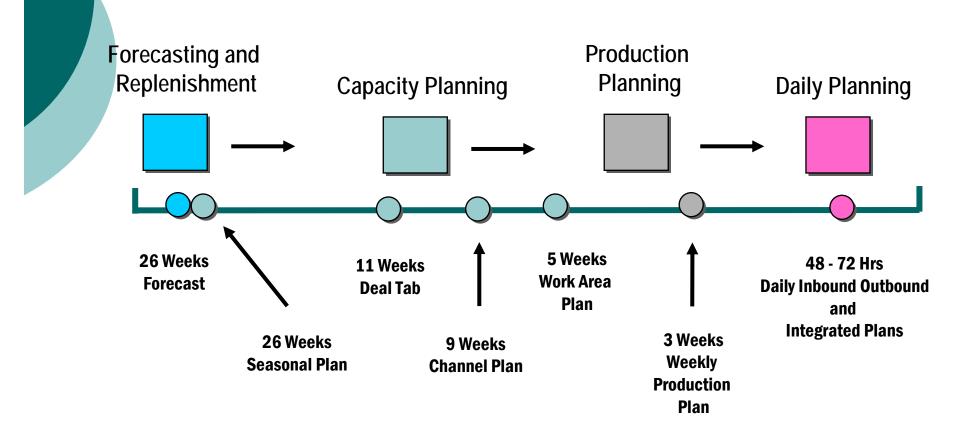
Ordering Operations

Outbound Transportation: DC to Supplie





Supply Chain Planning Stages



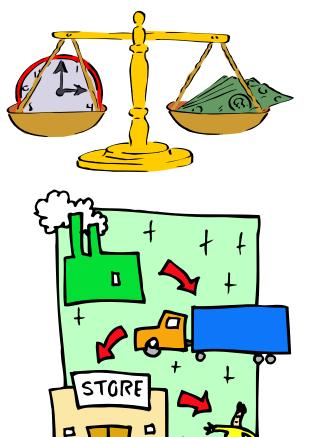


Capacity Planning

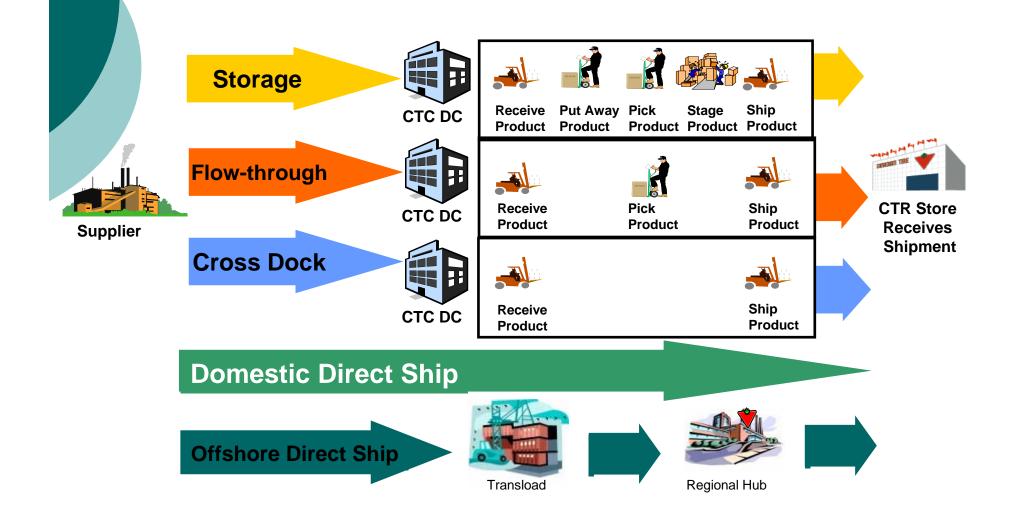
- Primary Goal: To ensure that our capacity (people and buildings) is <u>balanced</u> and <u>in place to meet the</u> <u>forecasted demand.</u>
- How?
- Translate 26 week Manugistics Forecast into hrs/cube/picks/lines
- Analyse capability of Distribution Network to handle volume
- Use various levers to adjust for forecast/capacity gaps
- Planning visibility (for all of CTR) to over a 26 week horizon at a week aggregate level
- Support all systems and EUCs used within the OPC

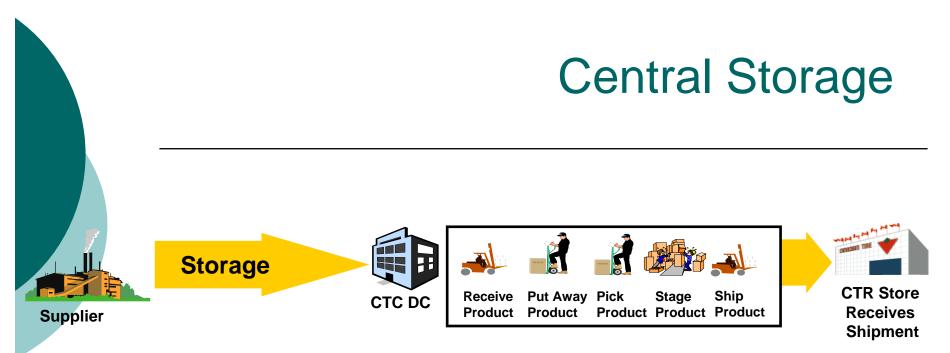
Production and Daily Planning

- o optimize DC capacity
- balance cube by DC, across the week, to achieve a consistent work load
- plans and manages store delivery scheduling from the DC network
- plans and manages the inbound pick up scheduling into the DC network
- planning visibility is over a 3 week horizon at a daily level



Distribution Channels





Advantages:

 Product is readily available when dealer demand requires dictates

Disadvantages:

- Space limitations
- Inventory carrying costs
- Associated building and labor costs

Flow Through



Types of Product:

- High volume
- Seasonal or promotional SKUs
- High cube

Advantages:

- More cost-effective than storage
- Reduced handling & associated costs

Cross Dock



Types of Product:

- Small cube, pick intensive
- Specialty products / programs
- Inexpensive items

Advantages:

- Frees up space at the DCs
- Reduced handling & associated costs

Direct Ship



Types of Product:

- Bulky or high volume product
 - seasonal (i.e. fertilizer) or promotional
- Specialty products (i.e. live goods/sunglasses)
- Dangerous goods (i.e. propane/fireworks)

Advantages:

- Most cost-effective channel for flowing product
- No DC inventory carrying costs
- Alleviates stress on DCs

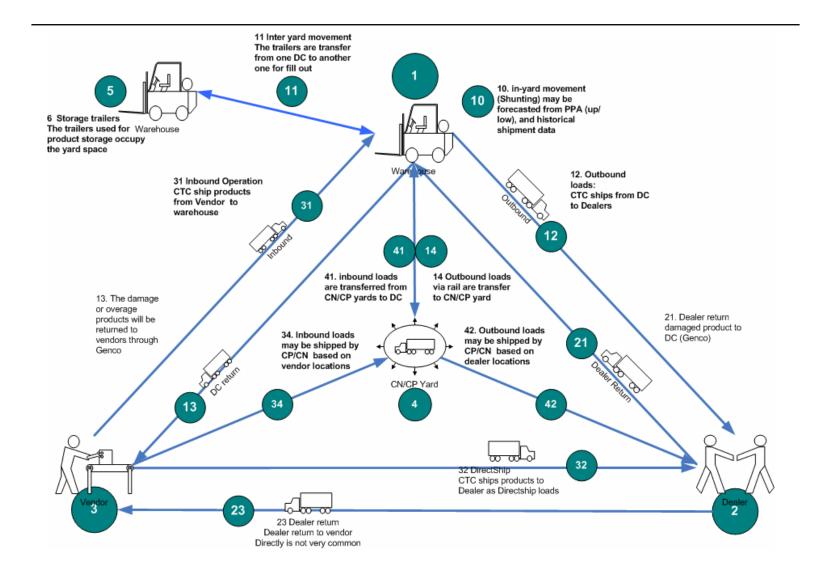
Transportation

- CTC private fleet (2,600 trailers) 'Rolling Billboard'
 - only used in Quebec and Ontario
- o Common Carriers
 - used in Rest of Canada and the US
- o Rail Containers, called CDAU's
 - used for moving offshore product from port inland





Transportation

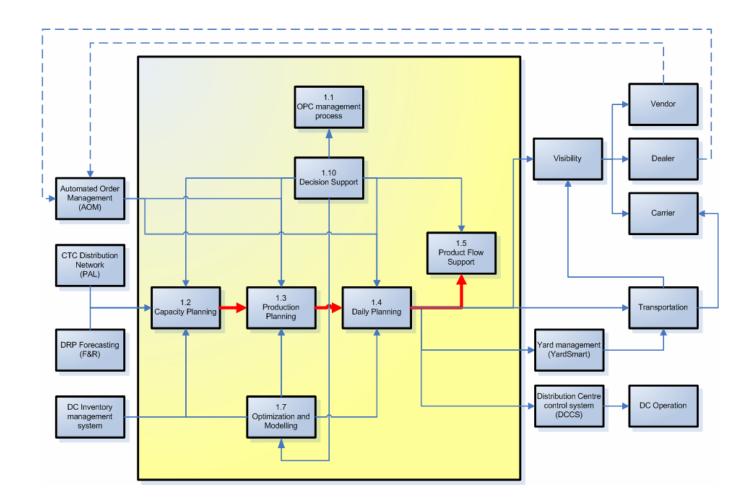




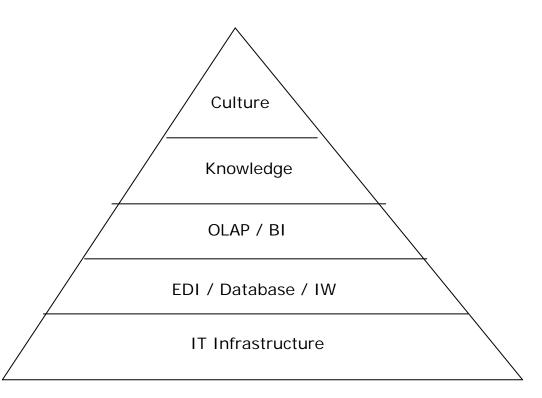
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Information Flow



Triangle of Information Service



Information Service

Load Forecasting

Clear 200925 20092 1747 1827 0.61 0.64 3.49 3.65 1 1 1 0 0 0 0 958 1010 0.34 0.35 1.92 2.02	7 1603 0.56 3.21 1 0 0 973	st 200928 1799 0.63 3.60 1 0 0 0	200929 1526 0.54 3.05 1 0 0	200930 1396 0.49 2.79	200931 1702 0.60 3.40	200932 1668 0.59 3.34	200933 1494 0.52 2.99	200934 1530 0.54 3.06	200935 2016 0.71 4.03	200936 1674 0.59 3.35	200937 1518 0.53 3.04	Print frience 200938 2028 0.71 4.06	U version 20093 2025 0.71
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		2.29	2.09	1.91	2.21	2.08	2.09	2.25	2.70	2.74	2.82	3.42	2.86
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1.39 1.32		1.51	1.39	1.20	1.28	1.16	1.26	1.19	1.57	1.68	1.30	1.30	1.43
								100					
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		1.32	0.10	0.55	1.22	2.59	1.28	0.86	1.26	1.32	1.32	2.04	2.10
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2.3 1.8		1.7	1.6	1.6	1.6	1.3	2.2	1.5	2.4	1.9	1.8	2.0	2.6
44.01		-11%	-22%	-31%	-13%	24%	-40%	-14%	-29%	-18%	-15%	-4%	-29%
0. 37 8 64	77 0.82 88 3904 3 8 49 5263 3 1.8	77 0.82 1.57 88 3904 4058 8 8 8 Last Year 49 5263 4906	77 0.82 1.57 1.32 88 3904 4058 4359 8 8 8 9 Last Year 49 5263 4906 4887 3 1.8 1.7 1.7	77 0.82 1.57 1.32 0.54 88 3904 4058 4359 3538 8 8 9 7 Last Year 49 5263 4906 4887 4523 3 1.8 1.7 1.7 1.6	77 0.82 1.57 1.32 0.54 0.55 88 3904 4058 4359 3538 3230 8 8 9 7 6 Last Year 49 5263 4906 4887 4523 4683 3 1.8 1.7 1.7 1.6 1.6	77 0.82 1.57 1.32 0.54 0.55 1.22 88 3904 4058 4359 3538 3230 4059 8 8 9 7 6 8 Last Year 49 5263 4906 4887 4523 4683 4692 3 1.8 1.7 1.7 1.6 1.6 1.6	77 0.82 1.57 1.32 0.54 0.55 1.22 2.59 88 3904 4058 4359 3538 3230 4059 4585 8 8 8 9 7 6 8 9 Last Year 49 5263 4906 4887 4523 4683 4692 3685 3 1.8 1.7 1.7 1.6 1.6 1.6 1.3	77 0.82 1.57 1.32 0.54 0.55 1.22 2.59 1.28 88 3904 4058 4359 3538 3230 4059 4585 3813 8 8 9 7 6 8 9 8 Last Year 49 5263 4906 4887 4523 4683 4692 3685 6408 3 1.8 1.7 1.7 1.6 1.6 1.3 2.2	77 0.82 1.57 1.32 0.54 0.55 1.22 2.59 1.28 0.86 88 3904 4058 4359 3538 3230 4059 4585 3813 3680 8 8 9 7 6 8 9 8 7 Last Year 49 5263 4906 4887 4523 4683 4692 3685 6408 4302 3 1.8 1.7 1.7 1.6 1.6 1.3 2.2 1.5	77 0.82 1.57 1.32 0.54 0.55 1.22 2.59 1.28 0.86 1.26 88 3904 4058 4359 3538 3230 4059 4585 3813 3680 4779 8 8 9 7 6 8 9 8 7 10 Last Year 49 5263 4906 4887 4523 4683 4692 3685 6408 4302 6701 3 1.8 1.7 1.7 1.6 1.6 1.3 2.2 1.5 2.4	77 0.82 1.57 1.32 0.54 0.55 1.22 2.59 1.28 0.86 1.26 1.32 88 3904 4058 4359 3538 3230 4059 4585 3813 3680 4779 4541 8 8 9 7 6 8 9 8 7 10 9 Last Year 49 5263 4906 4887 4523 4683 4692 3685 6408 4302 6701 5529 3 1.8 1.7 1.7 1.6 1.6 1.3 2.2 1.5 2.4 1.9	77 0.82 1.57 1.32 0.54 0.55 1.22 2.59 1.28 0.86 1.26 1.32 1.32 88 3904 4058 4359 3538 3230 4059 4585 3813 3680 4779 4541 4244 8 8 9 7 6 8 9 8 7 10 9 8 Year 499 5263 4906 4887 4523 4683 4692 3685 6408 4302 6701 5529 4999 3 1.8 1.7 1.7 1.6 1.6 1.3 2.2 1.5 2.4 1.9 1.8	1.57 1.32 0.54 0.55 1.22 2.59 1.28 0.86 1.26 1.32 1.32 2.04 88 3904 4058 4359 3538 3230 4059 4585 3813 3680 4779 4541 4244 5411 8 8 9 7 6 8 9 8 7 10 9 8 11 Last Year 49 5263 4906 4887 4523 4683 4692 3685 6408 4302 6701 5529 4999 5642 3 1.8 1.7 1.7 1.6 1.6 1.3 2.2 1.5 2.4 1.9 1.8 2.0

Store Template

			Tue				
Open Time:	closed	06:00	06:00	06:00	06:00	06:00	08:00
Open Time: Close Time:	closed	16:00	16:00	16:00	16:00	16:00	16:00

5u	M	Tu	W	Th	F	Sa	Year Week
	AJ_V	BR_X	KN_V	MN_H			200922
	MN_H	BR_R		AJ_V	BR_X KN_V		200922
R_X	AJ_V		KN_V	MN_H			200923
	MN_H		BR_X	AJ_V	KN_V		200923
R_X	AJ_V		KN_V	MN_H			200924
	MN_H		BR_X	AJ_V	KN_V		200924
R_X	AJ_V		KN_V	MN_H			200925
	MN_H		BR_X	AJ_V	KN_V		200925
R_X	AJ_V	KN_V MN_H					200926
	MN_H			AJ_V	BR_X KN_V		200926
R_X	AJ_V		KN_V	MN_H			200027
	MN_H		BR_X	AJ_V	KN_V		200927
R_X	AJ_V		KN_V	MN_H			200928
	MN_H		BR_X	AJ_V	KN_V		200928

Load Forecast

CANAD	n							[Load For	ecast		~		
Loa	d Fo	recast												
tore: 0	001 - DM	ID MERCHANDI	SING LIM	ITED	~	Clear								By Whse
Whse ID	Whse Type	Plan Date	Plan Cube	Plan Pick	Plan Line	Plan Weight	Plan Unit	Schedule Date	Sched. Cube	Sched. Pick	Sched. Weight		Plan Delivery Date	Trailer
08	R	6/18/2009	684	139	75	4540	0						6/22/2009	
	R	6/17/2009	2	0	0	0	0						6/19/2009	
04			4070	862	350	10826	0						6/18/2009	
04	R	6/15/2009	1060	002	000									
	R R	6/15/2009 6/14/2009	1060 2800	1224	354	34085	0						6/17/2009	
05						34085 5796	0 0						6/17/2009 6/15/2009	
05 03	R	6/14/2009	2800	1224	354		-							
05 03 08	R R	6/14/2009 6/11/2009	2800 571	1224 264	354 88	5796	0						6/15/2009	
05 03 08 04	R R R	6/14/2009 6/11/2009 6/10/2009	2800 571 1	1224 264 6	354 88 6	5796 23	0						6/15/2009 6/12/2009	

Load Summary

Load Summary

Filter					
BOL	Date	Status	Carrier ID	Stop Location	Store Region: R-17-NFLD
Trailer ID:	Shipment	PO	Origin	Origin Zone	R-18-NS R-19-NBPEI R-20-QUSLGAS R-21-QUMCOG
Show Loads Awaiting Update Status	Show Loads with Misse Show Loads with # of Hour Arrival Date:		nds Not Departed Only	Go Reset	R-22-QUQUEBI R-23-QUCHAPI R-24-QUMNTR R-25-ONEAST R-26-ONGETA(R-27-ONMETO

Loads

<u>BOL</u>	<u>Status</u>	<u>Scheduled Date</u>	<u>Warehouse</u> Departure	<u>Store Delivery</u> <u>Begins</u>	<u>Oriqin</u>	<u>Final</u> Location	<u>Carrier</u>	<u>Carrier</u> <u>Refrence</u>	<u>Total</u> <u>Trip#</u> <u>Stops</u>
00026853283	<u>M</u> Revised	04/15/2009 13:40	04/20/2009 15:49	04/23/2009 09:00	V5925	W0003	KELTIC T 943	105774/G	2
00026876544	<u>IS</u> Completed	04/23/2009 12:22	06/05/2009 23:59	04/30/2009 10:00	V6912	F0051	OVERNIGL 869		2
0002687655	<u>S</u> Awaiting	04/23/2009 12:22	05/01/2009 23:59	04/30/2009 08:00	V6912	F0083	CL OVERL 869		2
00026881528	35 Awaiting	04/24/2009 11:34	05/04/2009 23:59	05/01/2009 09:00	V4797	F0083	CL OVERL 869		2
00026887399	95 Awaiting	04/27/2009 13:52	05/05/2009 23:59	05/04/2009 07:00	V1921	F0083	CL OVERL 869		2
00026891019	95 Awaiting	04/28/2009 14:41	05/06/2009 23:59	05/05/2009 09:00	V9120	W0008	OVERNIGL 869		2
00026891112	S Awaiting	04/28/2009 13:41	05/04/2009 23:59	05/05/2009 10:00	V6831	F0051	OVERNIGL 869		2
00026897209	<u>)S</u> Completed	04/30/2009 13:28	05/05/2009 05:00	05/07/2009 06:30	V2571	F0083	CL OVERL 869	63962287	2
00026897217	<u>'S</u> Completed	04/30/2009 11:28	05/08/2009 23:59	05/07/2009 09:00	V8997	W0007	CL OVERL 869	86818771	2
00026897230) <u>5</u> Awaiting	04/30/2009 12:28	05/08/2009 23:59	05/07/2009 10:00	V6912	F0051	OVERNIGL 869		2
0002689723	<u>S</u> Awaiting	04/30/2009 12:28	05/08/2009 23:59	05/07/2009 10:00	V6912	F0052	OVERNIGL 869		2

Load Details

CALIBRIT					Loa	id Summary	~					APE	WARE
Load De	eta	nil Pr	rint friendly v	ersion							9	.ast Update: 06/05/2009 21:08	BAC
ELM Status Total Stops Reference Carrier Reference	Re ²	990420 000268 vised 5774/GP531092		Carrier ID Trailer ID Trip Number Save All	KELTIC T 943								
BOL		p Shipment #	Status	Loc ID	Name	Address	City	Stop Type	Planned Arrival	Planned Departure	Actual Arrival	Actual Departure	
00026853281M	1	2499537	Completed	V5925 60510	SUNCAST CORPORATION	701 NORTH KIRK ROAD	BATAVIA	Pick Up	04/20/2009 15:49	04/20/2009 16:36 Piece: 204	04/20/2009 10:07 Weight: 12485	04/20/2009 11:11 Cube: 2850	
	2		Revised	W0003 L6T4L5	CTC Warehouse - Brampton DC	2111 STEELES AVE.EAST (Melanie Dr.) BRAMPTON	N Delivery	/ 04/23/2009 / 09:00	04/23/2009 09:17 Piece: 204	04/21/2009 08:33 Weight: 12485	Cube: 2850	

Trans-load Rail Summary

Transload Rail Summary

Filter				
BOL	Load Date	Status	Carrier ID	v
Trailer ID	Origin	Destination		
			Go Reset	
Show Loads Awaiting Update Status	Show Loads with # of Hours I	Delayed: = 💌		

Loads

BOL	<u>Trailer ID</u>	<u>Status</u>	<u>Load Date</u>	<u>ETA</u>	<u>Origin</u>	Destination	<u>Carrier</u>
279908	CDAU35436	Arrived	01/22/2007	02/02/2007	BRAM	TOR	CPRail
<u>279911</u>	NYT700344	Arrived	01/26/2007	02/02/2007	A.J.	TOR	CPRail
<u>279917</u>	CDAU32400	Arrived	01/22/2007	02/02/2007	AIRP	TOR	CPRail
<u>279918</u>	CDAU34764	Arrived	01/22/2007	02/02/2007	A.J.	TOR	CPRail
<u>279921</u>	CDAU34783	Arrived	01/22/2007	02/02/2007	BRAM	TOR	CPRail
<u>279924</u>	CDAU33201	Arrived	01/22/2007	02/02/2007	BRAM	TOR	CPRail
<u>279926</u>	CDAU34046	Arrived	01/22/2007	02/02/2007	BRAM	TOR	CPRail
279937	NYT700444	Arrived	01/22/2007	02/02/2007	BRAM	TOR	CPRail
279954	CDAU35251	Arrived	01/22/2007	02/02/2007	BRAM	TOR	CPRail
279958	CDAU35726	Arrived	01/22/2007	02/02/2007	A.J.	TOR	CPRail
279959	CDAU34604	Arrived	01/22/2007	02/02/2007	BRAM	TOR	CPRail
070070			or loo looo7			700	cop. 1

KPI

	St	ore Dashboard		~	
Dashboard					
Store 0001 - DMD MERCHANDISING LIMI	TED 🗸 Clear Week W22 - 5/24/2009 🗸	View Actual vs	. Original Plar	n View Actua	l vs. Latest Plan
Dashboard - Actual vs. Origina	Plan Print friendly version				
	Store Ranking				
c	arrier: All Carriers, Store: All Stores, DC: All Dist	ribution Centers			
	Actual vs. Original Plan as of 6/4/20	109			
		2009 - ₩ 22	YTD 2009	2008 - W 22	YTD 2008
	Store Ranking for 0001	0	0	0	0
<u>Unload Rate Ranking</u>	Store Unload Rate for 0001	0 cu/hr	0 cu/hr	0 cu/hr	0 cu/hr
Unload Rate for All Stores	Unload Rate (Cube/Hour)	637 cu/hr	642 cu/hr	589 cu/hr	613 cu/hr
	Scanning Compliance for All Stores	91.6%	91.3%	76.2%	72.4%
Scanning Compliance	Scanning Compliance for 0001	0.0%	0.0%	0.0%	0.0%
	Store Scanning Compliance Ranking for 0001	0	0	0	0
Shipment Paperwork Ready	Ontime - Delay 4 Hr%	92.0%	93.0%	92.5%	93.9%
Departure From Origin	Ontime - Delay 4 Hr%	84.2%	86.7%	84.3%	84.7%
All Deliveries	Ontime - Delay 4 Hr%	92.6%	85.8%	86.2%	83.9%
		00.001	91.4%	88.1%	87.3%
1st Drop Shipment Arrivals	Ontime - Delay 4 Hr%	93.6%	J 21.770	00.170	07.070

Instructions

- Drag mouse over KPI to display its definition
 Target Unload rate is 551 cube/hour
 For technical assistance call the Visibility Support Team (1-800-387-9045 option 2 option 6)

Store Ranking

Store	Ran	kīna
	_	

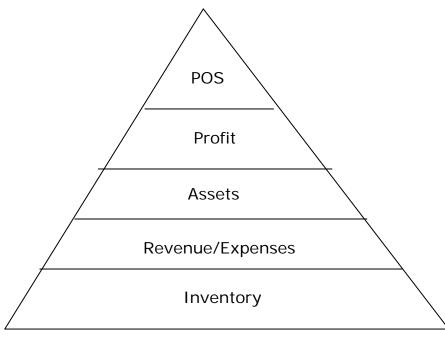
0001 - DMD MERCHANDI	SING LIMITED 🔽 Clear Week 🗤	vzz - 5/24/2009	View Ac	tual vs. Original	Plan Vie
tore Ranking - Actual	vs. Original Plan 📄 Print fr	iendly version			
	Store Ranki	ng			
c	arrier: All Carriers, Store: All Stores,	DC: All Distributio	on Centers		
	Actual vs. Original Plan a	s of 6/4/2009			
		2009 - W 22	YTD 2009	2008 - ₩ 22	YTD 2008
	Ontime %	86.5%	89.0%	88.1%	90.3%
	Delay 0 - 0.5 Hr %	0.8%	1.0%	0.2%	0.6%
	Delay 0.5 - 1 Hr %	0.8%	0.6%	1.5%	0.9%
-	Delay 1 - 2 Hr %	3.2%	1.8%	1.4%	1.4%
ipment Paperwork Ready	Delay 2 - 4 Hr %	0.7%	0.7%	1.3%	0.7%
	Delay 4 - 8 Hr %	1.8%	2.0%	0.9%	1.1%
	Delay 8 - 24 Hr %	6.1%	4.7%	5.3%	4.3%
	Delay > 24 Hr %	0.0%	0.3%	1.3%	0.8%
	Ontime %	75.7%	78.3%	72.4%	72.0%
	Delay 0 - 0.5 Hr %	3.1%	3.3%	5.0%	5.7%
	Delay 0.5 - 1 Hr %	1.0%	1.4%	2.3%	2.0%
Nana antona Francia Oniaia	Delay 1 - 2 Hr %	2.3%	1.7%	2.2%	2.4%
Departure From Origin	Delay 2 - 4 Hr %	2.1%	2.1%	2.4%	2.6%
	Delay 4 - 8 Hr %	1.9%	1.3%	1.7%	1.3%
	Delay 8 - 24 Hr %	9.4%	7.9%	7.7%	7.4%
	Delay > 24 Hr %	4.5%	4.1%	6.2%	6.6%
	Ontime %	40.4%	37.2%	33.9%	32.2%
	Delay 0 - 0.5 Hr %	32.2%	26.6%	30.8%	28.2%
	Delay 0.5 - 1 Hr %	7.2%	8.1%	7.4%	8.8%

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Question and Answer