

Subject: EDI

As you can see from the correspondence that you have received from Barnes & Noble College Bookstores over the years, we are making technology a priority. We believe that EDI is an important step that we can implement to eliminate tasks in our stores and allow us to focus our attention on servicing our customer. It also saves you time since you will no longer have to key our orders!

I am enclosing the mapping for the 850 purchase order and the 997 functional acknowledgements as well as our contact information. Would you also take a few minutes to review and complete our EDI survey? The sooner you can complete it and return it to us the faster we can get started trading documents that will save both our companies time and money.

Please fax the completed survey to Judy Roberts at (212) 539 – 2195.