



Dear eCommerce Coordinator:

As you know, Meijer is dedicated to providing its customers with extraordinary selection, low prices and friendly service. Since we count on you, as a key supplier, to help inventory our stores and keep costs down we'd like to announce an important initiative. To ensure our mutual business success, Meijer has established an Internet Communication Initiative to cut unnecessary costs out of our collective operations, making both companies more profitable and competitive in the process. Meijer anticipates this initiative will serve as the backbone for more strategic programs between our companies and enable us to achieve greater levels of efficiency and productivity in our business relationship.

One of the ways for us to manage costs today is to eliminate costs associated with EDI VAN's in addition to any paper transactions (P.O.'s, Invoices, Acknowledgements, etc.). To achieve this, communications with all suppliers will be moved to the Internet during 2002.

Meijer is changing its methods for transmitting EDI data with its trading partners to using Internet Protocol. We are adopting open communications standards endorsed by the UCC and VICS (EDIINT-AS1 and EDIINT-AS2).

Meijer has selected IPNet Solutions eBizness Transact to enable our virtual trading community. See [http://www.uc-council.org/e\\_commerce/ec\\_b2b\\_internet.html](http://www.uc-council.org/e_commerce/ec_b2b_internet.html) for an up to date list of companies and products that have passed the interoperability test.

Please complete and return the attached by Friday, January 18, 2002.

Thank you.