

Weis Markets, Inc.

1000 South Second Street, P.O. Box 471 • Sunbury, Pennsylvania 17801-0471

April 7, 2010

Dear Sir or Madam:

Everyone associated with the grocery industry can appreciate the value of valid data in our information systems. For that reason, Weis Markets has integrated a data-cleansing phase into our Electronic Data Interchange (EDI) implementation process. Attached to this email is an Excel Spreadsheet listing each product that we order from your company. Please complete the requested information on the spreadsheet (or pass this letter and the spreadsheet on to the appropriate member of your customer service or sales staff for completion) and return it via email to dritter@weismarkets.com or via US Mail to the attention of Dawn Ritter at the address shown on our letterhead.

This information is critical to the proper procurement and warehousing of your product by Weis Markets, so your diligence in accurately completing the spreadsheet is very important. To assist you, the second page of this letter shows an explanation of the spreadsheet's column headings.

We understand that this request may take a substantial amount of time to complete and appreciate your assistance. Should you have any questions regarding the data-cleansing phase or completion of the spreadsheet, you may contact Dawn Ritter at the previously referenced email address or via telephone at (570) 863-2813.

Best regards,

WEIS MARKETS, INC.



Michael T. Zettlemyer
Director Merchandising Technologies

Enclosures (1)

MTZ

WEIS DATA CLEANSING SPREADSHEET
COLUMN DEFINITIONS

Case UPC: The case UPC used to order your product.

Length: Case length in inches.

Width: Case width in inches.

Height: Case height in inches. VERY IMPORTANT! This figure is used to determine how we slot your item in our warehouse based on the height of the layers.

Weight: Case weight in pounds.

Cube: Case cube expressed in cubic feet.

Cases per layer: The number of cases contained on 1 layer of product. (Also known as TI or Tie)

Layers per pallet: The number of layers per pallet. (Also known as HI or Tier)

Order Restriction: The minimum order multiple for the item. What is the lowest multiple in which the buyer is able to buy? VERY IMPORTANT! This figure determines our ability to keep inventory low and lessen receiving times at our warehouse.

C = Cases
L = Layers
P = Pallets

Shelf Life: The guaranteed minimum number of days of shelf life your product will have when it is delivered to our warehouse. (For nonedible or unlimited shelf life items, enter 730).