

WAL*MART

Dear Wal-Mart Supplier:

In our continuing focus to improve supply chain efficiencies for ourselves and our trading partners, Wal-Mart called for our suppliers to begin providing item data electronically by January, 2004. Since that time we have seen the advent of the Global Data Synchronization Network and the certification of multiple data pools within that network. We have worked with other retailers and a large percentage of our supplier base to bring this strategy forward. No longer just an idea or a "bleeding edge" technology, it is now a mature solution providing tangible benefits for Retailers and Suppliers.

There are many benefits to suppliers, starting with reducing the 10-30 day item maintenance window to only 1-2 days. Accuracy of Purchase orders is improved, reducing costly administrative errors, decreasing out of stocks, and improving speed to shelf. Order tracking and tracing is simplified due to improved accuracy of data.

As we move forward with additional supply chain initiatives like RFID, data accuracy and consistency become even more critical. Wal-Mart has a renewed focus to ensure all our trading partners are taking advantage of the efficiencies of Data Synchronization.

If you have already begun synchronizing data with Wal-Mart we want to thank you for joining us in this initiative. We would also like to encourage you to ensure 100% of your items carried by Wal-Mart have been synchronized and the data is accurate. If you have not begun the process, we would like to start synchronizing data with you immediately. With this effort we anticipate achieving a faster and more efficient supply chain with your organization. We expect that you will begin this process by joining a certified data pool by **January 1, 2007**. Joining a Data Pool is only the first step. You will need to cleanse your data and begin the process of publishing your data as soon as possible.

For more information about how to get started with data synchronization go to the Retail Link Home page, click on "Explore the Site", then click on "Data Synchronization Information" which can be found under the heading "Find Documentation". Wal-Mart has chosen 1SYNC as our GDSN-Certified data pool of choice. You may choose 1SYNC or any other GDSN-Certified data pool. For a complete list of certified data pools go to http://www.gs1.org/docs/gdsn/gdsn_certified_data_pools.pdf. Additionally, you can contact Retail Link Technical Support at (479)273-8888 or send an email to rlinkHelp@wal-mart.com.

We appreciate your participation in this collaborative initiative.

Sincerely,



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