



1500 Brooks Ave.
PO Box 30844
Rochester, NY 14603-0844
October 21, 2004

Dear Valued Trading Partner:

As you know, last year Danny and Colleen Wegman sent a letter detailing our UCCnet data synchronization timeline and I am writing to let you know of an opportunity that can help your organization with implementation.

In the spirit of continuous improvement, UCCnet has developed a new Sync Utility tool to help suppliers get started and implemented with data synchronization. UCCnet's Sync Utility tool offers small suppliers the opportunity to load, register, and publish their items to Wegmans without additional cost! In addition it is available for all suppliers to get more educated about implementation. Please visit UCCnet's homepage at <http://www.uccnet.org> to learn more about the Sync Utility and educational opportunities to get started.

The Sync Utility tool is free and allows unlimited use for those suppliers whose ***total annual sales are \$1,000,000 or less***. For those above that threshold, the Sync Utility can be used as an educational tool with a 5 GTIN (Global Trade Item Number) maximum. To fully implement data synchronization, these suppliers should investigate the services of a 3rd party solution partner. For more information regarding UCCnet's Sync Utility, please review the attached press release. For a full list of 3rd party solution partners and their contact information, visit the following site:

http://www.uccnet.org/Implementation_Tools/solution_partner/search.cfm

We look forward to working with your organization and hope this opportunity can help you meet our January 1, 2005 deadline of becoming 100% synchronized with Wegmans. Any other questions specific to implementation with Wegmans can be referred to Joseph West (585-429-3488) or Rebecca Hicks (585-464-4736).

Thank you.

Best Regards,

Charles Gardner
Category Merchant

Attachments: Wegmans Trading Partner Letter, Data Sync Utility Press Release



1500 Brooks Ave.
PO Box 30844
Rochester, NY 14603-0844
June 20, 2003

To Wegmans Trading Partners:

At Wegmans, we believe that good people working toward a common goal can accomplish anything they set out to do. In this spirit, Wegmans has been a leader in the creation of e-Commerce Standards for the Grocery Industry. We believe that the creation and adoption of these standards will be a critical component of improved productivity and efficiency, leading to the long-term survival and viability of our industry.

Wegmans has been working on industry standards initiatives and UCCnet for more than 4 years. We have learned a great deal and have made significant progress working in concert with a small group of retailers and manufacturers. The industry is beginning to recognize the value of this initiative, which has been endorsed by FMI, GMA, GCI and UCC among others. We are excited about the progress we have made on this industry initiative and are ready for more widespread adoption by you, our trading partners. **We plan to communicate electronically with our trading partners in the future and we are asking each of our suppliers to join us in this initiative.**

To accomplish this, we would like you or your designee to please do the following:

1) NO LATER THAN JULY 10th, assign a key contact for this initiative

Communicate key contact name, title and contact information via e-mail to Joseph.West@Wegmans.com. Joe is facilitating this process for Wegmans. He can be reached by phone at (585) 429-3488. Please contact him if we can assist you in any way.

2) Become a member of UCCnet BY AUGUST 31, 2003

Sign a Trading Partner Service Agreement (TPSA) and pay your membership dues. Additional information on how to accomplish this may be found at www.uccnet.org, or by calling 800-219-8232.

3) Have your data loaded in the UCCnet Global Registry No Later Than March 31, 2004.

4) Have your data synchronized with Wegmans No Later Than January 1, 2005.

It is critical for our industry to reach critical mass as soon as possible. **Failure to comply with the above guidelines will significantly affect your business with Wegmans.** We appreciate your partnership and look forward to working together in the future.

Thank you for your prompt attention to this matter.

Danny Wegman
President
Wegmans Food Markets, Inc.

Colleen Wegman
Senior Vice President, Merchandising
Wegmans Food Markets, Inc.