

The Great Atlantic & Pacific Company of Canada Limited

August 2, 2002

Dear Vendor:

A & P is currently implementing ECCC Network Services (ECCnet) for industry standard compliance for product data integrity and product data synchronization. As an important supplier to A&P, you will be required to subscribe to ECCnet to ensure that you will be able to synchronize product data with us this year.

ECCnet is a wholly owned subsidiary of the not-for-profit Electronic Commerce Council of Canada and provides e-commerce advancement tools such as a national product registry, data synchronization services, image and dimension capture, and bar code verification. A&P believes that ECCnet is an important industry initiative along with Canadian trade associations such as the Food and Consumer Products Manufacturers of Canada, the Canadian Council of Grocery Distributors, the Canadian Association of Chain Drug Stores, and the Canadian Federation of Independent Grocers.

The value that both Retailer and Manufacturer will receive from ECCnet through reduced invoicing errors, faster new product introductions, and supply chain efficiencies because our data is synchronized is tremendous. These include:

1. More productive sales representative/category management relationships
2. Elimination of order and invoice discrepancies due to inaccurate master data
3. Faster introduction of new products
4. Dispute resolution time reduced
5. Enabling of other value-added e-commerce applications

In addition, your participation in ECCnet will synchronize your data to other major retailers supporting ECCnet. A sample of the ECCnet community includes Sobeys Ontario, Metro Inc. and Shoppers Drug Mart.



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Please be advised that starting in August 2, 2002 A&P will begin the process to have all **NEW** product listings go through ECCnet.

A representative from ECCnet will be contacting you in the near future and will provide you with a schedule for ECCnet training and product data loading. Please ensure that you provide them your full cooperation. ECCnet participation will become part of our standard terms and conditions of trade. A&P will reserve the right to access a Non-Compliance surcharge to those non-participating vendors.

If you have any questions call ECCnet at 1-866-ECCNET (322-2638) or visit their web site at www.eccnet.org.

Yours sincerely,



Paul Del Duca
Sr. Vice President
Chief Merchandising Officer



David Spry
Vice-President, Merchandising Services &
Data Integrity

