



November 7, 2003

Dear Vendor:

Summit Food Service Distributors Inc. is currently implementing product listing through ECCnet Canada's National Product Registry and assuring that our vendors hold valid Company Prefix Licences. We are undertaking these initiatives to ensure product data integrity and product data synchronization with our trading partners. These initiatives are part of our ongoing commitment to supporting industry-endorsed e-commerce initiatives, in conjunction with other major Foodservice distributors and vendors.

Product listing through the ECCnet registry will become part of our standard terms and conditions of trade effective December 31, 2003. **As an important vendor to Summit Food Service Distributors Inc. we request that you ensure that your Company Prefix(es) are valid by December 1, 2003 and implement the ECCnet registry within your organization by December 31, 2003.** Holding valid Company Prefix Licences and implementing the ECCnet registry prior to these dates will allow your company to continue to do business with Summit Food Service Distributors Inc. without disruption.

We are asking you, as a valued vendor, to commence your ECCnet registry implementation process immediately. ECCnet registry implementation can be completed in seven steps:

- Step 1 Register all company GTIN prefixes with the Electronic Commerce Council of Canada prior to December 1, 2003.
- Step 2 Register a staff executive as an ECCnet Catalogue Captain.
- Step 3 Attend Vendor Education on the ECCnet registry at www.eccc.org/vendoreducation.
- Step 4 Choose the data loading option best suited for your company.
- Step 5 Complete the ECCnet technical education for the data loading option chosen.
- Step 6 Complete the Data Readiness Evaluation.
- Step 7 Prepare for data loading before December 31, 2003.

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Visit ECCC at www.eccc.org/foodservice or contact ECCC Member Services at 1-800-567-7084 or info@eccc.org to begin your ECCnet registry implementation today.

In conjunction with leading Foodservice vendors and distributors, ECCC has developed the Foodservice Subset, a collection of data fields tailored to the needs of the Foodservice industry. Foodservice vendors load data into these fields, which include information crucial to the day-to-day operation of organizations in the Foodservice industry:

- Core Product Attributes
- Nutritional and Ingredient Information
- Information and High Resolution Images for Marketing purposes
- Customer Specific Published Pricing Information

ECCC offers several data loading options tailored to fit the requirements of businesses of all sizes. Visit www.eccc.org/dataloading to access these loading options. Foodservice vendors can also load their data through third-party solution providers. One such provider, FSE Inc., can be contacted at 416-626-0809 or www.accessfse.com.

Summit Food Service Distributors Inc. appreciates your immediate support of this vital industry initiative.

Summit Food Service Distributors Inc.