



April 2002

**Subject – ECCnet Implementation**

Dear Supplier,

McKesson Canada is currently implementing ECCC Network Services (ECCnet) industry standard compliance for product data integrity and product data synchronization. As an important supplier to McKesson Canada you will be required to subscribe to ECCnet to ensure that your product data will be synchronized with us this year.

ECCnet is a wholly owned subsidiary of the not-for-profit Electronic Commerce Council of Canada providing e-commerce advancement tools such as a national product registry, data synchronization services, image and dimension capture and bar code certification. McKesson Canada strongly believes that ECCnet is an important industry initiative. We have long been a supported of this project together with Canadian trade associations such as the Canadian Association for Pharmacy Distribution Management, the Canadian Association of Chain Drug Stores, the Food and Consumer Products Manufacturers Council, the Canadian Council of Grocery Distributors, the Retail Council of Canada and ECRx.

The tremendous value that all supply chain members; Retailer, Distributor and Manufacturer will generate through ECCnet data synchronization include:

- i. More productive sales representative/category management relationships
- ii. Elimination of order and invoice discrepancies due to inaccurate master data
- iii. Faster introduction of new products
- iv. Reduced dispute resolution time
- v. Enabling of other value-added e-commerce applications

In addition, your participation in ECCnet will synchronize your data with other major customers supporting ECCnet. A sample of the current ECCnet community includes Shoppers Drugmart, London Drugs, Le Groupe Jean Coutu, The Great Atlantic & Pacific Company (A&P) and Safeway Canada.

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**McKesson Canada**

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Page 2 of 2

A representative from ECCnet will be contacting you in the near future to provide a schedule for ECCnet training and product data loading. Please ensure that you provide them with your full cooperation. ECCnet participation will become part of McKesson Canada standard trade terms and conditions. We reserve the right to assess charges to suppliers who are non-compliant.

Please be advised that starting in May 2002 all of your **NEW** product listings to McKesson Canada must go through ECCnet. Any potential delay in implementation must be brought to our attention immediately so we may work with you to resolve any obstacles in meeting this deadline.

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

Yours sincerely,

A handwritten signature in black ink, appearing to read "G. Craigie".

George Craigie  
Director,  
Inventory & Supply Management

A handwritten signature in black ink, appearing to read "Domenic Pilla".

Domenic Pilla  
Executive Vice-President

A handwritten signature in black ink, appearing to read "Gordon Ferguson".

Gordon Ferguson  
Director,  
Business Partner Solutions

A handwritten signature in black ink, appearing to read "Pierre L. Charron".

Pierre L. Charron  
Vice-President,  
Purchasing & Manufacturer Relations

A handwritten signature in black ink, appearing to read "Claudio F. Bussandri".

Claudio F. Bussandri  
President & CEO

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