



Canadian
Council of
Grocery
Distributors

Conseil
canadien des
distributeurs en
alimentation

FCPC
Food & Consumer
Products of Canada

PACC
Produits alimentaires et de
consommation du Canada



December 13, 2005

Dear Vendor:

Re: ECCnet in the Foodservice Sector

We are writing to provide an update and potential next steps for your organization with respect to ECCnet.

ECCnet was created to provide supply chain efficiencies. These efficiencies can only be secured when your company has completely loaded all Foodservice required data into ECCnet. We have made significant progress and are close to substantial completion of this project.

ECCnet's potential is multi-faceted. It offers the industry a more efficient, accurate medium for trading partners to exchange business data. ECCnet offers a very efficient mechanism to exchange product nutrition information, to meet government regulations that come into force for some companies, as of December 12, 2005. Our members believe that the value offered by the catalogue is reason enough for suppliers to load all product information. However, to ensure the catalogue's full value is achieved, members will consider endorsing a cost recovery fee to be applied to suppliers who have not fully loaded data (including core, marketing and nutritional information, and images) on the catalogue, as of March 31, 2006.

The benefits of ECCnet to the industry increase as more distributors and operators are added to the system. Several operators have recently begun supporting ECCnet. This includes Cara Operations Ltd. and Compass Group Canada. Efforts will continue to secure additional operators and distributors.

In order to ensure your business relationship is not affected, please have your company representative contact ECCnet at 1-800-567-7084, to determine your current status and next steps, if any. If applicable, ECCnet will provide you with the appropriate assistance in order to meet the March 31, 2006 deadline.

If your company has completed the ECCnet Foodservice requirements, thank you for your support of this important industry initiative.

CCGD, FCPC and GS1 Canada and our respective members are committed to the completion of ECCnet foodservice. If your company has not completed the ECCnet Foodservice requirements, we respectfully request that you ensure they are completed by March 31, 2006.

Yours very truly

David Wilkes
Sr. Vice President
Trade and Business Development
CCGD

Elaine Smith
Sr. Vice President
Industry Affairs
FCPC

Joe Zenobio, C.A.
President
GS1 Canada