

September 23, 2004

Valued Supplier

Subject: EFS\I-Trade Network Participation

As you are aware, SYSCO is placing renewed emphasis on electronically connecting with our suppliers. In fact, electronic data communication is required for all SYSCO suppliers. In this effort, we have partnered with EFS/I-Trade Inc., a supply chain network focused on enhancing trade relationships and eliminating costs for businesses in all segments of the foodservice industry.

EFS\ITN Participation is already facilitating the exchange of order information with a growing list of SYSCO suppliers. EFS\ITN Participation membership is also a critical requirement for supplier inclusion in SYSCO's Redistribution Centers. Additionally, in the near future, SYSCO will rely on the EFS\ITN to standardize and share critical data for contract and rebate management as well as efforts for enhanced supply chain visibility. Accordingly, we want to emphasize SYSCO's support for EFS\ITN Participation and ask that you act now to join this industry initiative. There will be no better time for your organization to support this effort than now.

EFS\ITN Participation (www.efsnetwork.com) designs pragmatic tools that complement a member's existing business processes. The first product offering is a robust Order Management System, which is "live" today and facilitating business transactions among active trading partners that include manufacturers, distributors and agencies. EFS\ITN Participation offers a single point of integration that can significantly reduce ramp up time with new trading partners by enabling connectivity between disparate systems utilized by different companies. In other words, EFS\ITN Participation allows you to connect not only with SYSCO, but also with a growing list of other distributor members through one interface and with no additional fees required. The EFS\ITN order management system facilitates standardized purchase orders, confirmations, advance ship notices, invoices, payment information and other electronic transaction data. All transactions are validated and translated into each trade partners' preferred electronic format (EDI, flat file, web, XML). This single point of integration will also be leveraged for more advanced collaborative data solutions related to Contract and Rebate Management and Supply Chain Visibility. In fact, our objective is to have all data exchange with our suppliers be managed through EFS\ITN Participation.

Many suppliers have already joined SYSCO and other market leading distributors in the effort to support this vital supply chain initiative for our industry. We expect you to be equally responsive and act now. Membership in EFS\ITN Participation is already a key input in our annual supplier recognition awards. Please contact Kimberly Milbrath (Director of Sales, EFS Network) at 608-845-8283 or via email at KMilbrath@itradenetwork.com to begin the process of participation in EFS\ITN. EFS\ITN Participation and SYSCO are ready to make this possible.

If you have additional questions and would like to speak with a SYSCO Associate regarding EFS\ITN Participation or electronic relationships, please contact Sharon Green, Manager of eSupplier Solutions at 281-584-1327. Thank you for your prompt attention to this important industry initiative.

Sincerely,
Tom Wason
Vice President of Perishables

CC: Larry Pulliam --- Senior Vice President, Merchandising Services
Cameron Blakely --- Vice President, eBusiness
Sharon Green --- Manager, eSupplier Solutions
Rob Bonavito --- CEO, I-Trade Network