



Special Fleming Kickoff Rebate

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To celebrate the new Partner Program between Fleming, Fujitsu and Fujitsu Dealers (see Marketing Bulletin 1061-4, December 2001) Fujitsu Transaction Solutions is pleased to offer a special rebate to Fleming members using the Dealer/Fujitsu/Fleming partnership.

With a cycle of Fleming Retailer PoS leases expiring on April 1st, this offers the Dealer a prime opportunity to work with the Fleming Strategic Area Managers (SAMs) to upgrade Fleming members' PoS to ISS45.

The limited-time offer gives the Retailer a special \$200-per-lane rebate from Fujitsu above the discount negotiated between the Dealer and the grocer. Remember that the new Fleming Partner program calls for **no** payments from the Dealer.

Here is a summary of the program:

- Fujitsu offers a \$200 per lane rebate for Fleming member stores. The \$200 is a net rebate to the member, paid via the Dealer. The Dealer will receive the \$200 per lane off the Dealer invoice.
- The program is available for orders between February 1, 2002 and May 1, 2002. All orders must ship by May 31, 2002
- The \$200 rebate is applicable to full Fujitsu lanes only (scanner/scale not required). The lane must include the CPU, Cash Drawer, Printer and all Displays/Keyboards. Orders not containing all these items do not qualify for the rebate.
- The Fleming WHS002 PIN must appear on the Dealer order to Fujitsu. Fujitsu will not accept a Dealer order without a WHSxxx PIN.

Fleming SAMs will be taking this offer to their grocers as they negotiate the end of the current cycle of Fleming PoS leases. Dealers are advised to work closely with the Fleming SAMs to make the most of this opportunity. A list of the Fleming SAMs is attached.

To Your Success,

Tony

Tony van Seenter
Director: Supermarket Systems

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FLEMING STRATEGIC AREA MANAGERS

Fleming Division	Fleming SAM	Telephone
Sacramento, CA Hawaii	Steve Becker	916-373-4240
Kansas City, MO Lincoln, NE	Stacey Bowen	913-551-1960
Miami, FL	Liz Cabello	305-593-7995
Lafayette, LA Geneva, AL	Lane Ezell	337-839-3836
Garland, TX Lubbock, TX	Mike Hayden	972-840-4517
Memphis, TN	Todd Hendren	662-342-4287
Massillon, OH	Jeff Hoffman	330-879-3325
LaCrosse, WI Superior, WI Milwaukee, WI	Greg Janok	608-779-3539
Phoenix, AZ	Tim Mickel	800-437-0129 x5379
Warsaw, NC Nashville, TN	Frank Powell	910-293-3894
Northeast	Paul Rudolph	610-935-5158
Oklahoma City, OK	Patty Trosper	405-841-5737
Fresno, CA	Diane Furatdo	559-441-6558
Salt Lake City, UT	Jeff Williams	801-973-5572
Director of SAMs	Jim Snavelly	330-879-3411