

## Update Bulletin

### Save A Lot Dealer Program

January 16, 2003

As you likely know, Save A Lot is one of ISS45's largest users, with approximately 400 stores installed. These stores include Save A Lot corporate stores, independently owned franchised Save A Lot stores, and additional stores that do business under the "Deal Stores" banner.

With more than 1,000 total stores, it is important that StoreNext maintain and support the Save A Lot program. In this light, StoreNext is has been working with SAL to assemble a specific configuration of ISS45 that can be part of a "cookie-cutter" franchise package at a pre-negotiated price.

Save A Lot is concerned, however, that in the past many Dealers did not cooperate with this program and actively sold against it. For example, instead of selling Save A Lot's specified system, other configurations and products were pushed, making service and support difficult at SAL headquarters.

Save A Lot has therefore taken a position that all ISS45 systems to Save A Lot corporate, franchise and Deal stores must be run through their single local preferred Dealer. In fact, Save A Lot feels so strongly about this that they have recently caused existing orders from other Dealers to be cancelled in favor of a new standard configuration and price being finalized.

This is not StoreNext's wish – nor that of SAL's lead Dealer – and StoreNext is urgently working to restore all-Dealer access to Save A Lot business. Assuming we are successful a Save A Lot Dealer Program with pricing, terms and conditions will be provided to Dealers in the near future. Until this is successfully completed, however, Dealers cannot assume that SAL will accept store orders.

To Your Success,

***Tony***

*Antony van Beventer*

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