

Fujitsu Signs Agreement with UWG

July 20, 2001

Fujitsu Transaction Solutions, Inc. is very pleased to announce that an agreement has been signed with Unified Western Grocers. Fujitsu has been designated the "Preferred Vendor" to provide Retail Technology solutions through our ISS45 Dealers to UWG Member stores. The TeamPoS 2000, 9900 Scanners and ISS45 V8 software will be the primary product offerings.

Unified Western Grocers dominates West Coast with over 3,700 stores and \$1.8 Billion in sales. The result of a merger of United Grocers, Portland and Certified Grocers of Northern and Southern California, UWG's member stores operate in a massive trading area including California, Oregon, Washington, Alaska, Hawaii, Arizona, Colorado, Nevada, Utah, Idaho and New Mexico.



The UWG agreement is the latest in a recent series of new wholesaler agreements designed to help ISS45 Dealers sell quickly and effectively into independent member stores by establishing corporate wholesaler endorsement, promotion and sales support.

Last month, agreements with Affiliated (Amarillo), Associated (Baton Rouge) and Affiliated (Norfolk) were announced. According to K.C. Potts, Fujitsu's Wholesale Warrior, more agreements are in various stages of negotiation and will be announced when completed.

To Your Success,

Tony

Tony van Seenter
Director: Supermarket Systems