



Update

Fleming Program Changes

November 28, 2000

Fleming is contemplating planned changes in its wholesaler program for supermarket systems. Fleming management is looking for different ways of conducting such programs, and the changes reflect some new ideas regarding how a partner program could work.

In the past, Fleming had approved systems such as **ISS45**, and all Dealers who sold this product were automatically eligible for the Fleming program.

In the new program under consideration, Fleming would select specific dealers for states or geographic regions. The program would include only those "selected" dealers and would exclude other dealers from the Fleming program. In this scenario some of the selected dealers would represent **ISS45** while others would represent competing PoS systems.

As such, we would expect that there would be changes to the terms of the original Fleming agreement in the event Fleming moves forward with this modified program. The new approach would be an exclusive arrangement with an alliance partner whereby Fleming will endorse a Dealer and their suite of products versus endorsing specific products chosen at Fleming headquarters.

Fleming has also made it clear that no program changes have been finalized and that any conclusions at this point would be premature. Currently, however, the revised program is being tried in the Eastern United States and moving Westward. Until any new approach is implemented into your area, Fleming recommends that Dealers continue to participate in accordance with the former Fleming program agreement. Fleming will discuss each Dealer/Region with Fujitsu-ICL as these determinations are made.

To Your Success,

Tony van Seventer
Director: Supermarket Systems

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