

Contact: Stuart Zlotnikoff
National Grocers Association Service Corporation
703-437-5300
szlotnikoff@nationalgrocers.org

Tim Clausing
Corporate Director of Retail Services, Roundy's, and Chairman of FDRSG
262-953-5718
tclausin@roundys.com

N.G.A. AND FDRSG ANNOUNCE JOINT INITIATIVE ON RETAIL TECHNOLOGY SOLUTIONS FOR INDEPENDENT GROCERS

RESTON, Virginia (April 11, 2001) — The National Grocers Association (N.G.A.) and the Food Distribution Retail Systems Group (FDRSG) have announced a new alliance between the two organizations. A goal of the joint initiative between the two organizations will be to develop and implement a joint informational and educational program, starting this year, aimed at providing independent retailers with the latest and most relevant and credible technology solutions.

FDRSG was formed more than 20 years ago as a task force of wholesaler, retailer and service supplier technology specialists to discuss and evaluate retail store automation technologies. This includes store level computing, computer associated store level automation, computer-to-computer and computer-to-device communication, point of sale and related technologies. A major accomplishment of FDRSG has been the development of the Standard Interchange Language (SIL), now adopted by the Uniform Code Council (UCC).

N.G.A. senior staff met with the Board Members of the FDRSG to explore the first steps to initiating the alliance on March 30. Representing FDRSG were Tim Clausing, Corporate Director of Retail Services, Roundy's, who is the current Chairman of FDRSG; Larry Foster, Manager, Retail Technology, Nash Finch Company; Tom Shortt, Director, Industry Relations, NCR; and Patricia Mahan, Product Manager - Grocery Applications, IBM Retail Store Solutions. Representing N.G.A. were Tom Zaucha, President and CEO, N.G.A.; Stuart Zlotnikoff, Senior Vice President, N.G.A. and President of N.G.A. Service Corporation; and Frank DiPasquale, Senior Vice President, N.G.A. and Executive Director, Grocers Research and Education Foundation.

"The synergies generated by the joint efforts of the N.G.A. and the Food Distribution Retail Systems Group will aid both organizations in the accomplishment of our goals. We are looking forward to working with the N.G.A. staff to further develop the role of FDRSG in the supermarket industry," said Clausing.

N.G.A. was created 18 years ago as the national trade association committed solely to the independent sector of the food industry, both retail and wholesale. The N.G.A. commitment is best defined by the "Nine Keys to Retail Success," which N.G.A. published a year ago after substantial research and input from the membership was compiled. They represent N.G.A.'s active agenda. Programs, products, services, and lobbying efforts are in place to support the Nine Keys. They include:

1. Repeal the estate tax
2. Create a level playing field
3. Reinvent the supermarket as a lifestyle destination center
4. Win back center-store sales
5. Recruit and retain quality employees, managers and the next generation of entrepreneurs
6. Retailers/Wholesalers must operate more as a virtual chain
7. Take full advantage of all available technology
8. Create new synergies that achieve more competitive economies of scale
9. Access to competitive growth capital

The new relationship between N.G.A. and FDRSG clearly reflects these priorities.

"We see an excellent opportunity to work with FDRSG to develop technology solutions that will benefit our members, the independent retailers," Zaucha said. "FDRSG officials have the expertise we need to move forward

in providing independent retailers more information and education about technology solutions. I am extremely excited about our alliance and think it can have a dramatic impact on how we conduct our businesses in the future.”

N.G.A. is the national trade association representing the retail and wholesale grocers that comprise the independent sector of the food distribution industry. An independent retailer is a privately owned or controlled food retail company operating in a variety of formats. Some are publicly traded but with controlling shares held by the family. Most independent operators are serviced by wholesale distributors, while others may be partially or fully self-distributing. Independents are the true “entrepreneurs” of the grocery industry and dedicated to their customers, associates, and communities. N.G.A. members include retail and wholesale grocers and their state associations, as well as manufacturers and service suppliers. For more information about N.G.A. and the independent sector of the industry, see the N.G.A. website: www.NationalGrocers.org.

Food Distribution Retail Systems Group (FDRSG) is a group of professional food retailer, wholesalers, suppliers and vendors who meet to provide a forum for discussion and evaluation of retail store automation technologies. Some of the FDRSG’s objectives include monitoring the rapidly changing environment of store-level computing and computer associated store-level automation, computer-to-computer and computer-to-device communication, point-of-sale, and related technologies, acting in an advisory capacity to direct and improve the development of solutions for retail food store automation, evaluating retail technologies both from a technical and business function perspective, creating open, cooperative industry standards where none exist and promoting open, cooperative industry standards that are true solutions for retail store automation.