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## **N.G.A. AND FOOD DISTRIBUTION RETAIL SYSTEMS GROUP (FDRSG) TO SPONSOR SPRING TECHNOLOGY CONFERENCE**

*Conference, scheduled for April 17 and 18 in Phoenix, will focus on understanding practical retail technology applications.*

**ARLINGTON, Virginia (February 26, 2002)** —The National Grocers Association (N.G.A.), the voice of the independent segment of the retail and wholesale food industry, and its affiliate, the Food Distribution Retail Systems Group (FDRSG), will jointly sponsor the 2002 Spring Technology Conference. The conference will be held April 17 and 18 at the Hyatt Regency Hotel at Civic Plaza in Phoenix, Arizona.

The one and a half-day event will feature in-depth coverage to help retailers improve their understanding of the key industry trends in technology and the practical impact of these trends on their operations. Attendees will have the opportunity to learn from key industry technology experts, one-on-one discussions with peers and to have the ability to establish an important network of people who may help improve their performance of information technology.

“The mission of the FDRSG is to educate independent retailers and wholesalers about the latest, most relevant and credible technology solutions to address their business issues. This conference will give attendees a great opportunity to interact with each other and industry experts and gain a better understanding of some key issues facing us,” said Tim Clausung, Chairman of the FDRSG and Director of Retail Services Development at Roundy’s.

The conference will focus on three issues:

1. Practical Retail Wireless Applications -- feature experts from Bashas, Supervalu, and leading industry experts.
2. Web Enabled Applications for the Grocery Store Operation -- examines how web enabled applications can replace manual activities.
3. Fuel Service Applications -- gives an overview of the many considerations and preparations necessary for implementing a fuel service program.

“The Technology Conference will give our members an excellent opportunity to learn pertinent information that can help them operate more efficiently,” said Thomas K. Zaucha, President and CEO of N.G.A. “The conference will bring key industry people together with executives at regional chains, independents and their wholesale partners. We think it will be beneficial to everyone who attends.”

Stuart Zlotnikoff, Senior Vice President of N.G.A. and President of the N.G.A. Service Corporation (NGASC) said, “Once again, I think we are offering retailers and wholesalers an excellent opportunity to get together with key technology industry people to discuss and share practical solutions to the technology challenges facing retailers and wholesalers right now. Working in partnership with FDRSG, we had a very successful fall conference in Dallas. This is the next step in helping our retailers and wholesalers gain a better understanding of technology and how it can help us operate our businesses more efficiently and cost-effectively.”

Larry Foster, Manager, Retail Technology, Nash Finch Company, added, “From our involvement in FDRSG, Nash Finch has learned many things that have helped our retail customers as well as improve our operations over the years. It has been a great opportunity to tackle industry wide issues concerning

technology with novice retail systems users to leading edge systems users from all segments of the industry. We have seen significant benefit from our involvement and believe all segments of the industry would benefit from participation.”

The conference is open to retailers and wholesalers in the operations area as well as grocery executives in information operations, information technology, retail technology, and retail services.

The meeting brochure, agenda, and reservation information can be found on N.G.A.'s [website](#) or by calling Marjory Lorber at (703) 516-0700.

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 UCC.

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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.