December 22, 2014

Dear Valued Supplier,

HPC Foodservice is currently looking to improve our operating and supply chain efficiencies by using the Global Data Synchronization Network (GDSN®).   Through participation in GDSN®, your organization can provide us with accurate and reliable data, which will affect supply chain processes to grow your business. As well, our customers will also be able to make knowledgeable decisions on our web catalogue with the sharing of your product's nutritional and allergen information.

We are asking all our supply side trading partners to send their product data to HPC Foodservice using data synchronization via the GDSN. Data Synchronization is based on the **GS1 Global Standards** that provides for accurate identification and communication of information regarding *products* and *locations*.

Enrolling your products with HPC Foodservice is very simple and it ensures that your products get visibility in our online product catalog and mobile sales systems. We have partnered with 1WorldSync, the leading GDSN-certified data pool, for receiving product information from our suppliers.   Your participation in this initiative will allow us to electronically exchange product information for existing products, changes as well as, new products in real time. In addition, participating in this program will prove to be beneficial HPC Foodservice's suppliers:

- Compliance with industry standards
- Faster transition to marketplace
- Reduction in the number of administrative errors
- Timely product data updates

What are your next steps?

1. Visit http://www.1worldsync.com/web/us/hpc-foodservice to review information about the HPC Foodservice data synchronization initiative.
2. If you **are not** currently subscribed to a GDSN-certified data pool:
    a. Contact 1WorldSync at +1 866.280.4013 or email businessdevelopment@1worldsync.com to get started.
    b. Follow the below steps to publish your product information to HPC Foodservice
3. If you are currently subscribed to a GDSN-certified Data Pool:
    a. Visit http://www.1worldsync.com/web/us/hpc-foodservice to complete the Trading Partner Form and review HPC Foodservice Implementation Guide for attribute requirement and FAQs
        i. **It's strongly suggested that K-12 suppliers publish Child Nutrition (CN) information to HPC Foodservice.** Review Section 3 of the Implementation Guide for CN Information.
        ii. Review How to Populate Child Nutrition Information for details
    b. Publish product information for items you sell to HPC Foodservice Foods, as "Initial Load" to HPC Foodservice **GLN 0022119000009 by February 13, 2015**
    c. For data sync questions, contact 1WorldSync at 866.280.4013; technicalsupport@1WorldSync.com

While we ask all our supply side trading partners to send product data using data synchronization via the GDSN, we understand that some manufacturers might not have the necessary skills or capabilities to use the GDSN. For those we would like to offer the help of our 1Worldsync certified solution partner – AFS Technologies. Their Datum solution is easy to implement, no installation is required as it is hosted, it is inexpensive and provides many additional features helpful for successful implementation. If you are interested to learn more about this solution please contact Andrew Kurth at AndrewK@afsi.com

For questions regarding HPC Foodservice data synchronization process, please Jeffery Lotstein, Director of Special Projects at jlotsein@hpcfs.com. Thank you for your support and cooperation.

Sincerely,

Jeffery Lotstein
Director of Special Projects
HPC Foodservice, Inc.