

To our valued vendor Partners:

AAFES has made a strong commitment to business re-engineering through Electronic Data Interchange (EDI) i.e. making every major manual process an electronic one. The **intent** is to more tightly integrate both AAFES and its vendor partner's Supply Chain by reducing overall cost and accelerating the movement of key business information to the people that need it.

To achieve this goal, AAFES has made a decision to make the following critical EDI business Transaction Sets MANDATORY for all items on a mechanized system for all vendors. This means that every new and existing vendor must work with AAFES to achieve 100% electronic partnership for at least the following Transaction Sets:

- 1) TS 850 (Purchase Order)
- 2) TS 856 (Advance Ship Notice) with UCC 128 Bar code Label
- 3) TS 810 (Invoice)

AAFES has developed EDI applications/tools which will allow ALL vendors, regardless of size or EDI capability, to trade the mandatory EDI documents with AAFES. Therefore any vendor not currently using EDI or trading all the mandatory EDI documents should contact SD EDI Branch at ext 4075 and/or their AAFES Contracting officer. The EDI Branch will then review your capabilities and provide you a list of options to meet the EDI mandate.

Overseas vendors who use EDIFACT will start at a later date (estimated Jan 05) as we are working to publish new EDI standards. As the business needs dictate, AAFES may add more mandatory EDI documents at a later date. For a complete list of all AAFES EDI documents, please log on to the AAFES WEB page: <http://www.aafes.com/EDI/docs/edtsets.htm>.

AAFES' deadline for partners to finalize trading EDI mandatory documents is June 30, 2005. This new change to AAFES policy will be published in the AAFES "Supplier Requirements" and will be part of your signed AAFES Retail Agreement, (ARA). Because EDI capability is key to supply chain integration, AAFES may **discontinue** business relationship with any vendor who does not cooperate in seeking means to comply with the AAFES mandate. If you have any questions, please contact EDI specialist at ext 3098 or AAFES EDI Manager at ext 4070.

We strongly enlist your support in this endeavor. Improved Supply Chain management is a win-win for AAFES, its vendor partners and most importantly our customers who will reap the benefits of improved in stocks and lower product costs. If after contacting the SD POC's, you still have any major concerns, please contact Dale Bryan, VP, SD or myself and we will get them addressed.

Karen Y. Stack  
SR VP, Sales Directorate