August 13, 2012

Dear Valued Supplier,

We at *Delhaize America* support the Produce Traceability Initiative (PTI) Action Plan and have followed the individual timelines and milestones part of this plan.   We ARE currently reading the hybrid pallet labels and GTIN case labels in our Distribution Center located in Salisbury, North Carolina. It is our EXPECTATION that **all** of our suppliers be compliant with milestones 1 to 5 in order to facilitate Delhaize America achieving milestone #6 by September 30, 2012, which is stated as:

> **MILESTONE #6**: Read and store information on INBOUND cases
> Each subsequent handler of the CASE must have the systems and capability to read and store the GTIN and Lot # from each case of produce received. (See Best Practices on Pallet Labeling at
> www.producetraceability.org)

To be clear in our expectation, you must provide the following:

- All cases and cartons shipped to the Delhaize America Salisbury, North Carolina Distribution Center must have a PTI compliant case label or direct print equivalent.
- All pallets shipped to the Delhaize America Salisbury, North Carolina Distribution Center must have a PTI compliant hybrid pallet label.
- The GTIN number for each item that you deliver to the Salisbury Distribution Center. Specifically, we will provide a spreadsheet of your items with our item number. You will confirm and/or update the spreadsheet with your GTIN number.
- Certification that each the GTIN barcodes are accurate
- An account of whether you are transacting with us via Autofax or EDI. If, EDI, you must provide which EDI documents are used.

All PTI communications must be sent directly to Teri Miller at tamiller@foodlion.com.

Please understand that our expectation and support of PTI is serious, and it is our desire that your organization shares our views of PTI. We count on your support for moving this program forward.

Sincerely,

Jim Corby, Delhaize America Vice President of Produce Category Management
Teri Miller, Delhaize America Produce Category Manager