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BEST BUY, KIMBERLY CLARK, DILLARD'S, NYGARD, MERIT-TRAX AND JB HUNT HONORED AT 10th VICS ACHIEVEMENT AWARDS

Randy Mott Receives Career Achievement Award

Lawrenceville, NJ — The Voluntary Interindustry Commerce Solutions Association announced the winners of the 2007 VICS Collaborative Commerce Achievement Awards this evening at the VICS Annual Conference U Connect Conference in Orlando at the Gaylord Palms Hotel. The Awards are designed to identify and reward excellence in supply chain collaboration. Winners of the VICS Achievement Awards were decided by votes of the VICS Board of Directors, which is composed of an elite Who's Who of industry luminaries.

The 2007 VICS Collaborative Commerce Achievement Awards honor outstanding companies for their strategic thinking and leadership, as well as the implementation of GS1 US standards and VICS collaborative commerce guidelines that have resulted in more effective supply chain practices and partnerships. The awards recognize the positive results of company-wide dedication to customer satisfaction that have made continuous improvements to the supply chain.

The following are the **2007 VICS Collaborative Commerce Achievement Awards Winners** along with the accomplishments noted by the judges --

Most Innovative on Retail Side:

Best Buy Company, Inc.

- Best Buy now offers suppliers 3 levels of CPFR: light, medium and full.
- It led the establishment new extended attributes for data synchronization in the electronics product categories.
- Nearly 50% of revenue is now involved in some level of CPFR, resulting in improved inventory levels.
- Best Buy has also achieved a faster time-to-market.

Most Innovative on Supply Side:

Kimberly-Clark Corporation

- By analyzing RFID and inventory data from its retail trading partners in its RFID Lab, Kimberly-Clark identified where individual stores are not executing promotions properly and deployed merchandisers for quick remedies.
- In the case of trading partner Wal-Mart, in-store execution performance improved 20%.
- By analyzing root causes of out-of-stocks among non-promoted items, Kimberly-Clark has also addressed a series of improvements for those goods as well.

Most Innovative VICS CPFR® Implementation:

Dillard's, Inc. and Nygard International Partnership

- Dillard's and Nygard have custom-integrated each company's IT applications to enable collaborative merchandise planning/assortment planning for a season—using the best tools from both companies.
- Based on synchronized data at the retailer and supplier, the approach speeds time-to-market and flows directly into replenishment CPFR processes.
- While results ranged from store to store and were positive in all test stores, one of the largest stores experienced a 14% sales increase while carrying an average of 41% less inventory—resulting in a 40% gain in turns and GMROI.
- Time from replenishment order to goods on selling floor was cut from 16 to 7 days.
- Neither company could have achieved the results alone.

Most Innovative Third Party Technology Provider (Tie):

Agentrics, LLC

- Instrumental in development of all GS1 standards for Global Data Synchronization (GDS) including addition of standards for the consumer electronics vertical through work with Best Buy
- GDSN-certified data pool for over 4 years, effectively driving adoption of the GS1 Global Registry
- Agentrics was the first data pool to implement the original GS1 GDSN (formerly EAN.UCC) trade item XML message
- Agentrics has deployed all GS1 GDSN messages and extensions to date, surpassing the current capabilities of most certified data pools
- CPFR 3-step model is first of its kind in industry, allowing manufacturers to accomplish what they can today and gradually move to a full CPFR program with generated exceptions and weekly meetings

Most Innovative Third Party Technology Provider (Tie):

Merit-Trax Technologies, Inc.

- Merit-Trax developed the first fully traceable system that tracks beef products from the individual animal through delivery of individual shrink-wrapped products to the retail customer, while meeting the new Canadian Food Traceability Data Standard.
- The system automates manual processes with RFID tags and bar codes in real time, and it integrates with slaughterhouse processes and systems.

- The approach has dramatically streamlined data collection, paying invoices from animal providers, and compliance with the Canadian Food Inspection Agency.
- It also enables meeting requirements of international markets, potentially increasing sales.
- The approach has won the Canadian Information Productive gold award for customer Atlantic Beef Products.

Most Innovative Third Party Service Provider:

J.B. Hunt Transportation Services

- JB Hunt has created a new “mobile command center” onboard-truck communications device that streamlines home delivery by delivering turn-by-turn street directions
- It also assures that only the ordered items are delivered at each stop via a handheld wireless scanner.
- The wireless system enables adding/changing stops in transit.
- By optimization routing and directions, the systems has increased fleet utilization and lowered the number of out-of-route miles.
- It improved driver satisfaction and reduced frustration—resulting in reduced driver turnover.
- It lowered communications costs and reduced administrative support needs.
- Overall, it increased customer retention and enabled new sales.

Supply Chain Excellence:

Wal-Mart Stores, Inc.

- Wal-Mart has increased the use of VICS standard bill of lading (BOL) and improved accuracy of data.
- 70% of top 100 vendors now comply with VICS BOL.
- Those in the top 30% are now 100% compliant.
- For example, JB Hunt’s compliance jumped from 30% to 91%.

Roger Milliken Career Achievement Award

Randy Mott, Executive Vice President & CIO of Hewlett-Packard Company

Randy Mott is responsible for IT strategy and all of the company's IT assets. This includes all application development, data management, technology infrastructure, data center operations and telecommunication networks worldwide. Previously, Mott was senior vice president and chief information officer for Dell, Inc., which he joined in 2000. Mott was responsible for managing that company's global IT infrastructure, which included the backbone of its extensive Internet and web-based capabilities. Mott significantly enhanced the company's IT executive talent and focused the organization on global, scalable, and common systems.

Prior to joining Dell, Mott spent 22 years at Wal-Mart Stores Inc., where he held a variety of technical and management positions and pioneered retail and supply chain systems automation. In 1994, Mott was named senior vice president and chief information officer and for the next six years Wal-Mart almost tripled in revenue and its IT group earned a "best of class" reputation as it cost-effectively leveraged global and common IT systems. In 1996, Mott was promoted to Wal-Mart's executive committee and in 1997 InformationWeek named him "Chief of the Year."

Mott has a bachelor of science in mathematics from the University of Arkansas, Fayetteville. In 2005, he was named in the Fulbright College Alumni Academy as a Distinguished Alumni. Mott has been on the VICS Board of Directors for more than a decade and has been instrumental in the development of several of the organization's initiatives.

“This year's winners each show the importance of collaboration throughout the supply chain, and emphasize how critical it is for companies to use standards to bolster industry-wide efficiencies,” said Joe Andraski, president and CEO of VICS. “The VICS Board of Directors applauds each and every winner of this year's awards, and extends a special congratulations to one of its own, Roger Milliken Career Achievement Award winner Randy Mott.”

The 10th annual VICS Collaborative Commerce Achievement Awards dinner was sponsored by Oracle Corporation.

About VICS.

The Voluntary Interindustry Commerce Solutions (VICS) Association has enabled companies in the retail and consumer-focused industries to eliminate billions of dollars of waste and delay. By creating voluntary guidelines, often referred to as “standards,” VICS has created new best practices that ultimately lead to lower costs and better availability of products for consumers. VICS' volunteer members improve the flow of products and information throughout retailing and the consumer-focused industries that supply retail. The Association provides leadership and an environment in which executives can make a difference in their industry, their company performance—and their personal commitment to make the world work a little bit better. VICS' members help define the next best practices in the industries and thus anticipate and optimize business processes and costs. Additional information can be found at www.vics.org.

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