



Because it matters to you.

208 BI-LO Blvd.  
Greenville, SC 29607

PO Box 99  
Mauldin, SC 29662

## Project RAMP Phase 3 Process Change for Warehouse Vendors

June 6, 2008

BI-LO will initiate two major changes to its Vendor deal sheet submission process in the near future. Changes to "Store Groups" will apply to deal sheets with effective dates of June 18, 2008, while changes to the BI-LO Item Number will not become effective until July 12, 2008. We apologize for the different effective dates – they were mandated by system cut-overs.

The details of the changes are listed below and the deal sheet has been updated to accommodate these changes.

Please visit [vendor.BI-LO.com](http://vendor.BI-LO.com) to download the latest version of the VAAC Contract / deal sheet.

### BI-LO Store Groups

- 📄 **Effective June 18, 2008 and thereafter** we will discontinue the use of the FAMILY ALL, SIGNATURE ALL and FW FM ONLY store groups. All BI-LO deal sheets already submitted that are effective June 18 and beyond must be re-submitted if they use FAMILY ALL, SIGNATURE ALL or FW FM ONLY.
- 📄 Please use the "ALL FORMATS" store group if the deal is for Food\$mart, BI-LO and Super BI-LO.
- 📄 Please use the "BILO ONLY" store group if the deal is for BI-LO only (does NOT include Super BI-LO and Food\$mart).
- 📄 Please use the "BILO AND SUPER BILO ONLY" store group if the deal is for BI-LO and Super BI-LO (does not include Food\$mart).
- 📄 Please use the "SUPER BILO ONLY" store group if the deal is for Super BI-LO stores (does not include standard BI-LO stores and Food\$mart).
- 📄 Please use the "FOODSMART ONLY" store group if the deal is for Food\$mart (does not include BI-LO or Super BI-LO).

### BI-LO Item Number

- 📄 **For deals submitted July 12, 2008 and thereafter**, BI-LO item codes submitted on deal sheets must be in the following format:
  - NO check digits. The max length for an item code is 6 digits (i.e. 9035421 becomes 903542)
  - NO leading zeros (i.e. 0324581 becomes 32458).
  - NO Alpha numerics (letters of the alphabet should be replaced with their numeric equivalent (i.e. A=1, B=2, C=3, D=4, etc.)

There will be no changes to the Cost Change process or SPIN reporting process. Changes to the New Item form will be published in the coming weeks.

Please contact your category team if you have any questions regarding these changes.

Thank you.

PLEASE SHARE THIS INFORMATION WITH THE APPROPRIATE PEOPLE IN YOUR ORGANIZATION