

**FOR IMMEDIATE RELEASE**  
May 19, 2004

**CONTACT:**  
Sarah Abbott  
Retail Systems Alert Group Inc.  
Phone: 617-527-4627 x 117  
Email: sabbott@retailsystems.com

**WAL-MART, GILLETTE, WEST MARINE, 3M, AND MANUGISTICS  
HONORED AT VICS AWARDS CEREMONY**  
Griffin Receives Career Achievement Award

Chicago, IL — The **Annual VICS Collaborative Commerce Achievement Awards** were presented on Tuesday, May 18, 2004 at a private ceremony and dinner held in conjunction with Retail Systems 2004 /VICS Collaborative Commerce. The Awards are presented each year as part of America's Leading Retail IT and Supply Chain Event held May 17<sup>th</sup>-19<sup>th</sup> at McCormick Place, Lakeside Center in Chicago, IL USA.

The VICS Collaborative Commerce Achievement Awards, sponsored by Oracle, honor outstanding examples of strategic thinking and leadership as well as Uniform Code Council and VICS standards utilization, that have resulted in more effective supply chain partnerships. The awards recognize efforts and company wide dedication to customer satisfaction that have made continuous improvements to the supply chain.

**2004 VICS COLLABORATIVE COMMERCE ACHIEVEMENT AWARD WINNERS**

**BEST ON RETAIL SIDE**

Wal-Mart Stores, Inc., for the discount retailer's streamlining and reduction of the time it takes to introduce new and changing item information from suppliers by working with an industry-wide solution under EAN.UCC.

**BEST ON SUPPLY SIDE**

The Gillette Company, for the consumer goods manufacturer's improvement of its value chain performance with Wal-Mart using the process mapping methodology, [FMEA-Failure Modes and Effects Analysis], detailing each operational step from master setup to scan at the shelf.

**BEST IN VICS CPFR® IMPLEMENTATION**

West Marine, Inc. with 3M Company, for the boating product retailer/specialty manufacturer team's establishment of a CPFR program involving all nine steps of the VICS CPFR process—utilizing scenario A, where the buyer owns the primary responsibility for developing sales and order forecasts in active collaboration with the supplier—improving in-stocks and on-time shipments, reducing lead-time and lost sales, and increasing average order value.

**BEST THIRD-PARTY PROVIDER**

Manugistics, for the supply chain management and logistics software vendor's integrated NetWORKS Transport and NetWORKS Carrier solutions to implement and create transportation management industry best practices.

- more -

## **VICS ROGER MILLIKEN CAREER ACHIEVEMENT AWARD**

The winner of the Roger Milliken Career Achievement Award is Ron Griffin, President and CEO of Griffin Anderson. Ron was elected to the VICS Board of Directors in 1996 and served on its Executive Committee, and later as its Chairman from 2000 through 2003. He also served as the VICS Conference chair for two years and served as the VICS Treasurer, during which time he held the positions of Senior Vice President of the Home Depot, and later Executive Vice President of the Fleming Companies. During Ron's tenure on the VICS Board, he was instrumental in bringing worldwide retailers, suppliers and associations together for the VICS Vision Summit in 1999 during which they agreed upon the critical need for Global Communication Standards and Business Processes. Ron is presently the President of Griffin Anderson, a firm specializing in IT Management.

The presentation of these awards is part of two days of educational seminars, networking events, and the most comprehensive IT exhibition in the retail industry. Retail Systems 2004/VICS show highlights include:

- Three opening general sessions, featuring an RFID presentation from Wal-Mart, a standards presentation from EAN/UCC, and an RFID panel discussion with panelists from Wal-Mart, Target, HP, and Kimberly Clark
- More than 300 solution providers showcasing the latest technology applications for retail, CPG, and apparel companies
- Retail Best Practice Roundtables – small group discussions addressing hot topics such as RFID, IT management, stores of the future, and data synchronization
- Collaboration Zone – bringing retailers and suppliers together to discuss new supply chain initiatives
- Pre-show seminars on specific topics relevant to the retail and supply chain industries
- TechTours® Program with marketplace analysis presentations, panel discussions, as well as guided and self-guided tours of the exhibit floor
- Strategic Integration Summit featuring some of the industries most innovative thinkers discussing how to make safe investments in innovation
- And much more . . . (visit [www.retailsystems.com](http://www.retailsystems.com) for more information)

The 2004 VICS Collaborative Commerce Achievement Awards are jointly organized the VICS Association and Retail Systems Alert Group Inc.

**Retail Systems 2004/VICS Collaborative Commerce is organized by Retail Systems Alert Group Inc.**, a global research and events company that has followed the advancements of technology applications within the retail, apparel and CPG industries since 1989. The company provides analysis and insight about a broad spectrum of issues and trends through publications, conferences and expositions, information services, special reports, and customized research.

The Retail Systems 2004/VICS conference program was developed in cooperation with the Voluntary Interindustry Commerce Standards (VICS) Association. The mission of the VICS Association is to take a global leadership role in the ongoing improvement of the flow of product and information about the product throughout the entire retail supply chain.