



14 September 2011

Dear Supplier

Re: Electronic Trading with Harris Scarfe

Harris Scarfe requires that all deliveries to our Cross Dock DC's be compliant to our electronic trading standards. This means that each supplier needs to be technically accredited to trade with us via EDI and invest in the required infrastructure or outsourcing to achieve this.

Harris Scarfe is committed to our EDI trading platform and will continue to develop this platform in the next 6 months to include new RCTI processes (this is to allow electronic processing of payments and in effect replaces your invoices).

Our records show that you are looking at becoming accredited to trade electronically with us.

Harris Scarfe is working on creating an additional methodology for suppliers to trade with us electronically via a new and currently under development Web Based platform. The new Web Based platform offers in effect a no cost/low cost methodology to deal with Harris Scarfe electronically. The only requirement of the Web Based platform is a computer with internet access and a suitable printer with each supplier.

Our intention is to offer our suppliers the choice of how they want to trade with Harris Scarfe either via our:

Full EDI platform- this offers the advantages of a full electronic trading platform that is common through out the industry but requires some investment.

or

New Web based platform- that is now available .

Please find attached to this communication an overview of how the new platform works.

Can I ask that you review your trading options with Harris Scarfe. Our Supplier Accreditation team will be in contact to answer any questions and finalize our way forward together.

Regards

Sherif Abada

General Manager Supply Chain and IT

