

# NY/NJ ECOM NEWS

**EDI** NY/NJ METRO  
ECOM USERS GROUP

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## President's Message...

Greetings...

As the incoming president of the NYNJ ECOM Users Group, I wish to bid you a warm welcome to our third and last meeting of 2003. This group was revived through the dedication of many of the members led by William Alletzhauser and with guidance from the New England ECOM organization last year, which resulted in the two previous meetings in February and May.

As an attendee and a new member, I was immediately struck by the usefulness of such an organization for the NYNJ Metro area EDI professionals who lead their prospective companies EDI and Ecommerce initiatives. Too often we are collectively driven, by the nature of our businesses to focus totally on the corporate initiate of the day... of the hour... and sometimes lose sight of the need to trade ideas, to understand what the business down the street is doing to cope with a similar problem as we might have faced or are yet to cope with, to communicate as professionals with one another. I think we can all agree that the New York Metro area can

support it's own organization. We have the myriad of vertical industry groups to draw from, and in the words of Gregg Lanni, my colleague at ICC, a de facto leadership role to play as a geographic Ecommerce hub.

This organization will seek to continue to foster a forum for new ideas, and for discussion of industry initiatives that we must deal with. With your help it can be a place where we can come and learn, exchange thoughts, verify our agendas, ask questions, and break free for an afternoon several times in the busy year to meet our fellow Ecommerce brethren... in the hope that we can gain some knowledge that can add additional value to the organizations that we represent.

As we move into our second year of existence, the NYNJ ECOM Users Group will seek to be a bigger part of our professional lives.

We will have three meetings.  
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## 2004 Upcoming Dates of Interest:

- NYNJ ECOM Users Group—2/25, NYC. To be followed with June and October meetings, locale TBD.
- Vendor Compliance Federation—2/22-24, Ft. Lauderdale. To be followed with May meeting, in NY, locale TBD.
- National Retail Federation—1/11-14, 93rd Annual Convention, Javits Centre, NYC.
- Shop.Org 2004 Member Forum—1/13-15, NYC.
- UCC UConnect Conference—5/25-27, Anaheim, CA.
- NRF Tech IT Leadership Conference—8/8-10, San Diego.
- Book Industry Study Group/BISAC General Mtg—1/16, NYC & 3/5, NYC.
- Automotive Aftermarket Products Expo—Nov '04, Las Vegas.

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## Websites to Remember:

- [www.neecom.org](http://www.neecom.org)
- [www.bisg.org](http://www.bisg.org)
- [www.mema.org](http://www.mema.org)
- [www.nrf.com](http://www.nrf.com)
- [www.uc-council.org](http://www.uc-council.org)
- [www.vcfww.org](http://www.vcfww.org)



*“This organization will seek to continue to foster a forum for new ideas, and for discussion of industry initiatives that we must deal with”*

## President’s Message, cont’d from Page 1

The first will be on 2/25 at the McGraw-Hill HQ Auditorium in midtown Manhattan, with the subsequent meets in the June and October timeframe with dates to be firmed up quickly, so as to become part of your planning agendas for next year.

There will be a discussion of and an establishment of a more formal registration process which will include the collection of dues. This fee will not be an onerous one, and it will allow the group to attract speakers and create more professional agendas as we move forward and gain momentum.

We are already looking at speakers and presentations that touch on subjects such as Global Data Synchronization, Ecommerce and Logistics, Vendor Compliance, and some other very pertinent examples of dynamic Ecom-

merce initiatives in other industry segments, as we look to these upcoming meetings. We are planning to add and attract new members and to meet in new venues to keep the organization vibrant and growing.

You are our best resource for new members and hot topics, and my door (electronically speaking) is always open. Let me know your thoughts as we get through this busy Holiday season and recharge for the start of a new year. Tell your friends and colleagues about the group—everyone will benefit from this.

So far, there has been some interesting progress over the last 30 days as we have unveiled an updated logo. There is a new registration form that will allow us greater ability to collect information on present members and new additions. And this issue

introduces our newsletter which will help immensely with future communication regarding events and with content of general interest to our members.

My sincere thanks to Lisa Fauley, Bill Alletzhauer, Wayne Marshall, Gregg Lanni, Victor Bjorge, and Howard Liebman for their collective support and wisdom. Special thanks to Lisa for the newsletter and Victor for acting as de facto Secretary of the Users Group.

Thank you for your support. I will look to make this group everything that it has the potential to be... with your help.

John J. Daub

Director of Sales—ICC

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## Compliance Corner



Following is a partial recap of current projects retailers are pursuing:

- Kohls AS2 Implementation—Required date was pushed back from 11/1 to 12/1 and does not appear to be mandated at this moment. They have also required use of online dynamic routing via their website.
- Gottschalks Network Change—This retailer is moving from utilizing QRS to GXS, effective 12/10. This also includes catalog usage.
- Bon Ton Acquisition—Recently acquired majority shares of Elder Beerman. No specs are changing at this moment, for now both divisions are operating ‘status quo’.
- JCPenney Expense Offsets—Revised Violations and Expense Offsets Listing were published on their website early this week, immediately effective for highlighted items.
- Federated Department Stores PO Carton Consolidation—Pilot program will allow vendors to pack and ship multiple purchase orders for same department & store number in one carton. They would like to pilot this in Spring 2004, and anticipate mandating this structure for selected families of business in 2005.
- Saks Corp Migration to Common Systems—

Effective 11/16, all Proffitts divisions are utilizing the same EDI mapping. The PO number across the board is now 10 digits (increased from 7 for Saks SA). With this migration, their EDI mailbox sweep and pickup times were altered allowing them greater flexibility.

Please note these items are mentioned to give you a ‘heads up’ of what may be coming in the near future. It is the readers responsibility to verify these points with the retailers involved and analyze impact of same within their organizations.

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*Feel free to volunteer articles and related information in your areas of expertise. If you would like to contribute to future editions, please contact Lisa Fauley or Victor Bjorge.*

*Information provided through this newsletter is informational in nature only. The NYNJ ECOM Users Group provides data to its members as a service only, and posts data to the best of its knowledge. Verification remains the responsibility of the user and the Users Group is not responsible for possible discrepancies.*

## Past Meetings Summary Report

The NYNJ ECOM Users Group has had two previous meetings in 2003, in February and May. Attendance at the meetings averaged about 60 individuals from 45 companies. The meetings were presided over by Bill Alletzhauer, President, and were hosted in Leonia by COSI, a division of Infocrossing, under the hospitable guidance of Howard Liebman and Lisa Fauley.

The February meeting featured two presentations. The lead-in was by QRS (Bill Alletzhauer) and their business partner Cyclone which highlighted AS2 and the WalMart initiative. The in-depth discussion highlighted the origins of AS2 and the move by retail industry leaders to mandate its use. Richard Tasker of GX5 brought forth the next speaker to the group from PSEG.

PSEG gave the audience a 'behind the scenes' look at what deregulation in the Electric and Gas industry meant to those in its organization manning the EDI trenches.

The May meeting featured Kris Mooney, EDI Manager at Jacmel Jewelry, who received a tremendous response from retail supply side EDI'ers with her views on 'Industry Chargebacks—How to Fight Them'. Kris delivered the presentation again in the Boston area at the New England ECOM chapter in June by popular demand. John Daub arranged for his ICC colleague and CTO, Dave Hubbard, to present to the group on 'Security for EDI Over the Internet'. The presentation was technical, but enlightening for the business person as well. Both of the May presentations

are still posted on the NEECOM website.

The best part of all the meetings is a feature that will continue to stand out and this was the interaction/questions/discussion about diverse and general EDI topics that came up during 'open microphone'. Members of the group showed interest in the following topics and the Executive Committee will attempt to bring forth speakers to address these types of issues in future meetings. Topics included Security... Futures... Chargebacks... TMS... RosettaNet... EDI Policy Creation... UCC... Data Sync... Logistics EDI... and others.

Don't forget that our next meeting is on 2/25/2004 in NYC.

Please keep us advised of your 'hot topic!'

