

# NY/NJ ECOM NEWS

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

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## President's Message...

It has been a very busy start to the new year for us all, I am sure, but in the words of Wayne Marshall the President of NEECOM (The New England Ecommerce Users Group)... 'If we, as EDI Ecommerce professionals, cannot make time to take an afternoon out of the office to enhance our skills and network with like minded individuals... there is something wrong'. Wayne and I attended a formative session of a fledgling organization that is just taking root in the South Jersey/Philadelphia region back in January. The group was grappling with the issue of meetings—how many? How long? Impact to members busy schedules, etc, etc. Wayne's input made sense.

Looking back over the last three meetings in 2003 and at what we have in store for 2004, it strikes me that the NYNJ ECOM Users Group is a valuable source of free training and good information that we can all take back to our jobs and use to enhance the quality of the Ecommerce programs at our individual companies.

Last year over three days spread out throughout the year we spent about

12+ hours together. We heard some great information on Chargebacks, Internet Security, AS2, UCCnet, EDI Standards, and we heard some good old fashion 'war stories' about EDI programs in different industries and companies as well.

Seems like a bargain when you look back on the time we had together, and if the emails and comments were/are any indication, folks appreciated the speakers, the content, and the 'afternoon format'. Dollar-wise the cost to be at the meetings and be part of the group was—nothing...nada...zero...just the time that we as individuals must set aside to be out of the office for a few hours! Of course, the cell phone umbilical cord is ever present.

This year we are about to 'take it to the next level'. Dues will be a part of this and I will be making a short presentation on a schedule that allows us to collect a modicum fee per individual and per company. (Cont'd P. 2)

## 2004 Upcoming Dates of Interest:

- NYNJ ECOM Users Group—2/25, NYC. To be followed with June and October meetings, locale TBD.
- Book Industry Study Group/BISAC General Mtg—3/5, NYC.
- Vendor Compliance Federation May Meeting—5/10-5/12, Newark, NJ.
- Retail Systems 2004/VICS Collaborative Commerce—5/17, Chicago, IL
- UCC UConnect Conference—5/25-27, Anaheim, CA.
- NRF Tech IT Leadership Conference—8/8-10, San Diego.
- 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)



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

That will be part of my 'housekeeping' on Wednesday the 25th—our first meeting of 2004. Collectively the group hopes to expand, seek future venues in hotels in our area, and continue to attract high caliber speakers with informative and instructive topics. We are tentatively set to meet in May and once, maybe twice, in the Fall of 2004.

Please show your ongoing support with your attendance. We look forward to seeing you February 25th from 1:30 to 4 pm. Doors will be open early

for coffee and a snack at 1 pm.

Do not forget that the meeting is moving for the first time to a new venue—The McGraw Hill HQ Bldg at 48th Street and the Avenue of the Americas here in Manhattan. Profuse and hearty thanks to Lisa Fauley and Howard Liebman at COSI— Infocrossing Inc. , for their generous hospitality in 2003. We had some requests to rotate the venue somewhat and to see if we could not get the meeting onto Manhattan Island for the folks in NYC and Long Island. Thanks to support from Brian

Sharlach at McGraw Hill, a client and a supporter of these types of events, we are about to accomplish that. We will be in a large conference room on the second floor (up the lobby escalator to the conference/ auditorium center). Follow the signs to room 208.

See you soon.

John J. Daub

Director of Sales—ICC

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*And here is an appropriate quote for the day.....*

**“Nothing endures but change”**

**Heraclitus  
540 BC—480 BC**

## Compliance Corner

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

- JCPenney is rolling out a new Supplier Tool for EDI 856 ASN Compliance as early as this March... automation of ASN error notices and retransmission requests will occur via email. Key highlights include ASN error summary information communication, and multiple ASN error emails per day which will provide suppliers with the opportunity to correct and retransmit rejected ASN's without receiving a Late ASN offset on the retransmission.. In order to benefit from this new tool, the vendor will need to include the email information JCP added as a requirement in the ASN mapping late last year. Note ASN's must continue to be available for processing by JCP by 2 AM Central Time the day after the merchandise is shipped, and this tool applies to Retail shipments only.
- Also for JCPenney, effective April 1, 2004 merchandise received at a Retail SSC or

Catalog CLC without a valid production TMS Load ID or TMS Lite Routing Authorization Number is subject to a 5% of merchandise cost compliance offset. JCP is stating that after April 1, no extension or grace periods will be granted.

- Federated Department Stores will begin to send special instructions on direct to consumer orders, effective 3/15/04, in new segments of the 850 PO previously unused. The segments will be the MTX/MSG and N2 segment. Both the N2 and the additional messages found in the MTX segments are to be added to the drop ship packing slip.
- Target Corporation has issued a statement in regard to RFID, or Radio Frequency Identification technologies. They stated they will accept RFID tags from all vendors as a supplement to the current barcode markings at the carton and pallet level by Spring 2007. Current carton marking requirements for shipping containers will remain un-

changed. They commit to learn more early this year, and have developed a RFID FAQ document that can be accessed through their Partners Online website.

- May Department Stores issued revised Floor Ready requirements late in 2003. Be sure to review your compliance to their requirements, as 8/1 is the date their new requirements will generate chargebacks if not met.
- Most retailers have updated their Technology and Logistics manuals by this time... be sure to review these publications for changes to avoid chargebacks.

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.

Prepared by Lisa Fauley  
VP of EC  
COSI, A Division of Infocrossing, Inc.



## 2005 Sunrise

As we are all aware, the use of the EAN.UCC system has expanded rapidly to facilitate global commerce. To meet the need for improving commerce efficiency, the UCC announced in 1997 that by January 1, 2005 all US and Canadian companies must be capable of scanning and processing EAN-8 and EAN-13 symbols, in addition to 12-digit UPC symbols, at point of sale.

By now this may seem like old news, but are you ready for this major change?

Some of the things that must be kept in mind:

On a positive note, where once re-labeling was required in order to sell retail products marked with EAN-8 and EAN-13 symbols, Sunrise 2005 will result in expanding system capability, allowing companies to handle a greater range of products.

Also keep in mind the number of products marked with EAN-8 and EAN-13 symbols will increase quickly after January 1, 2005, because UCC company prefixes will no longer be issued to new companies based outside the US and Canada. Some US and Canada companies will be assigned UCC prefixes with lead digits of 10 to 13, however the guideline will be that these prefixes can only be used to create EAN-13 symbols, not UPC symbols.

The UCC changed their method of assigning prefixes in March of 2000. UCC prefixes no longer were issued as 6-digit numbers, they now vary between 6 and 10 digits in length. This is very im-

portant should companies have systems or applications that assume a 6-digit prefix only. Manufacturers must be cognizant of their allowable number of UPC's, based on the length of the prefix, and not exceed that limit!

The UCC also opened up new UCC company prefixes beginning with lead digits of 1, 8, and 9, which were previously not issued. Companies that are erroneously using these lead numbers in their systems will have them clash with valid UPC's assigned by other companies.

A critical first step in handling this transition for any company must be to process and store product identification numbers in their entirety. Parsing or changing GTIN's (the 'new' acronym for product identification num-

bers today, standing for 'Global Trade Item Numbers') puts the company at risk of storing and sharing bad information with their trading partners. Parsing must be discontinued!!

In addition to being 2005 Sunrise Compliant, GTIN Compliance is important to work towards now. This means that a company must be able to process, store, and communicate with trading partners using all GTINs, whether 8, 12, 13, or 14 digits. To properly store in the 14 digit convention, the UCC recommends right justifying and zero-filling left where needed.

Many resources are available as each company begins their preparations. If you have any knowledge to add to this discussion, feel free!

### Give us your feedback!

Use this as an opportunity to communicate to us what is important to you! Also please take a moment to answer the simple questions below.

- |  |  |           |
|--|--|-----------|
| I found the information on   | I found the information on 3PL to be...                                | Comments: |
| <input type="checkbox"/> Useful  | <input type="checkbox"/> Useful  |           |
| <input type="checkbox"/> Not Useful                                    | <input type="checkbox"/> Not Useful                                    |           |
| <input type="checkbox"/> Other <small>(list comments at right)</small> | <input type="checkbox"/> Other <small>(list comments at right)</small> |           |

- |  |   |
|--|---|
| I found the overall meeting to be...                                   | I would like to contribute...                         |
| <input type="checkbox"/> Useful  | <input type="checkbox"/> Presentation at next meeting |
| <input type="checkbox"/> Not Useful                                    | <input type="checkbox"/> Article for newsletter       |
| <input type="checkbox"/> Other <small>(list comments at right)</small> |   |

Name \_\_\_\_\_

Address \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Phone \_\_\_\_\_

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**We're on the Web!  
Check out Neecom.org,  
go to Contact Info/New  
York**

*Upcoming Attactions:*

*As you know more and more large retailers are requiring UCCnet implementation today... and WalMart has required its largest vendors to implement RFID in the next year. The mandates continue...*

*At our next meeting in the Spring, Larry Chernicoff, President and CEO of the Kodiak Group will talk about the ways in which these two technologies, and the business processes they support, need to work together for success.*

*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 final meeting of 2003 was on December 4th, at Infocrossing HQ in Leonia, NJ.

Approximately 80 attendees were present from about 50 different companies and several different industry verticals.

William Alletzhauer, outgoing president of the User Group for 2004, introduced John Daub as the incoming president.

Bill and John discussed the transition, made a presentation on the potential for dues, and conducted appropriate group business.

Two speakers were graciously welcomed by the audience. Each presentation with associated questions and answers from the assembly took about an hour.

Lisa Fauley, VP of ECommerce

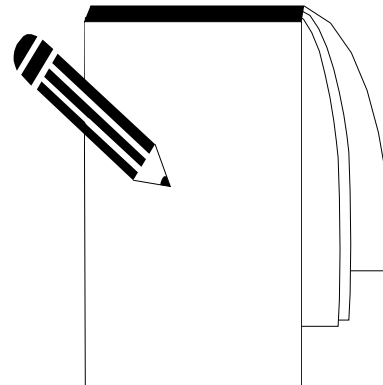
for COSI, a division of Infocrossing, delivered an insightful presentation on EDI standards and how the average supplier/vendor must cope with the myriad of changes that companies are faced with regarding compliance to retailers specifications.

Kristen Mascenik, Key Accounts Manager for UCCnet, followed with an eagerly received presentation on Global Data Synchronization, including information on WalMart, and UCCnet's role as a data pool and service provider. The entire issue of compliance and data sync was of interest to the assembly and there were plenty of comments and questions directed to Kristen on UCC's role and the impacts to suppliers.

The speakers were followed by

the 'open mike' session that opened the floor to all members to share thoughts and questions and engage in a thoughtful exchange on topics of general interest to the entire group.

Meeting was adjourned at 4:30 pm.



## 2/25 Meeting Agenda

1 PM—*Gathering at Room 208*

1:30 PM—*Meeting called to order, introductions, agenda, etc.*

1:45—*Cindy Cruzado, Global Director of Item Management Strategy, WorldWide Retail Exchange (WWRE)*

*In the last several years, retail and CPG leaders across the globe have been embracing online collaboration as a new path to shareholder and customer value. In this session, Cindy Crusado will discuss how some of the world's largest retailers and suppliers are adopting Data Synchronization to improve trading partner relationships and deliver results. She will focus on the shared challenge of managing product data, and review how the exchange is leading the way towards the development of a global data synchronization solution and serving as a single point of access to standardized data for both retailers and suppliers.*

2:45—*Andrew Rotondi, Vice President of Operations, The Dynamic Group*

*Logistics plays a vital role for every company doing business in the national and global economy. Andrew Rotondi will discuss real EDI issues regarding Logistics, and the systems that have been implemented at Dynamic Group. The Dynamic Group has 15 years of experience developing distribution systems to service multiple clients in a Third Party Logistics environment. Details on the evolution of their services, how EDI is utilized today, and plans for the future will also be shared.*

3:45—*Open Mike Session*

*Please share information and pose general questions of mutual interest*

4:00—*User Group Business, Networking*

4:30—*Adjourn*



# NY/NJ METRO ECOM USERS GROUP

## Membership Application

Please enter your company's information below to complete the membership application

★ Required Fields

### Company Contact Information

★ Company Name:

★ Contact Person:

★ Telephone:

★ Email:

★ Street Address 1:

Street Address 2:

★ City:

★ State & Zip:

Business Category (Manufacturing, Banking, etc.)

Secondary Member Name

Email:

Additional Member Name

Email:

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