

DOLLAR TREE STORES, INC.®



May 25, 2004

Dear Valued Vendor:

Dollar Tree has always placed great value on our partnership with our vendors and continually seeks new ways to improve that partnership. In keeping with that commitment, Dollar Tree began piloting EDI purchase orders with several vendors in the latter part of 2003.

Based on the great success of our pilot program, we are now ready to partner with more of our vendors in the coming year.

The first step in that process is to gather information from each of our vendor partners. We are asking all of our vendors—no matter what level of EDI capabilities exist—to complete a survey located on our corporate website.

Within ten days of receiving this communication, please log on to our website, www.dollartree.com, and click on the “vendor EDI survey.” When prompted for a password, enter “MADM.” Fill out the brief survey and submit the form. Dollar Tree will receive this information and you will be contacted to begin the EDI process.

Thank you for taking the time to promptly complete our EDI survey. You may not be contacted for several months, but collecting information from all vendors will allow Dollar Tree to plan an efficient and smooth transition to EDI.

Sincerely,

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