

Weis Markets, Inc.

1000 South Second Street, P.O. Box 471 • Sunbury, Pennsylvania 17801-0471

April 7, 2010

Dear Sir or Madam:

Weis Markets has identified your company as the next vendor with whom we would like to establish EDI communications. This letter will serve as an introduction to our method for adding vendors to our EDI initiative. Our merchandising program and EDI coordinator, Dawn Ritter, will be your primary business contact. She will coordinate the EDI implementation process between your company and ours. Contact information for Dawn is listed on the enclosed EDI Trading Partner Profile.

Enclosed with this letter you will find the eight-phase Weis EDI Implementation Plan and Weis EDI Information Sheets. The Weis EDI Trading Partner Agreement will be forwarded to you under separate cover via US Mail. Please review all the information in its entirety and return one copy of the signed Trading Partner Agreement to the attention of Dawn Ritter.

In advance of the receipt of an Agreement, we will forward a data verification spreadsheet to you. This spreadsheet will show product information for each SKU from your company that exists in our buying system. Data verification instructions will accompany the form. Please complete the spreadsheet or forward to the appropriate person at your company. Following data verification, we will progress through various levels of testing and finish the implementation process. Provided there are no set backs, we anticipate the implementation to be fully complete within 11 weeks of our initial contact with your company. Your company's prompt return of the EDI Agreement and data verification information will expedite the process.

Our experience shows that this systematic approach to EDI results in high confidence levels and superior data quality. We look forward to your company's addition to our EDI project's completion list.

Best regards,

WEIS MARKETS, INC.



Michael T. Zettlemoyer
Director Merchandising Technologies

Enclosures (4)

MTZ