

September 15, 2009

Dear Business Partner,

As you may already know, Food Lion LLC and Hannaford Bros. Co., are creating a Supply Chain Master Network, which will serve both of our operating companies. This effort is a substantial undertaking that is significantly changing – and improving – our everyday operations.

In order to achieve common numbering throughout our U.S. operations, **we must change the vendor numbers you use** while doing business at Hannaford. Your broker number, partner ID and the corporate ID you were issued by Hannaford accounting will not change.

Please refer to the attached document for your new number, which will go into effect Sept. 26.

Starting Sept. 17, you can learn more about the vendor number changes as well as other upcoming supply chain milestones by visiting the vendor Web pages on Hannaford.com (b2b.hannaford.com) and Foodlion.com (www.foodlion.com/vendors). Upcoming milestones in the Supply Chain Master Network include:

- Sept. 26: Conversion to common vendor numbering
- Oct. 25: Conversion to common item numbering

Also in October we are restructuring our internal processes for handling new-vendor and new-item setup. Details of all of these changes will be available on our vendor sites beginning Sept. 17, with occasional updates scheduled. At that time, a Supply Chain Help Line will be available to answer questions.

Although your Category or Merchandising representative is fully aware of these changes, we encourage you to direct any questions to our Supply Chain Help line.

Thank you for your patience and support as Hannaford Bros. Co. and Food Lion LLC create a Supply Chain Master Network.

Sincerely,



Derrick Penick
Senior Vice President



Mark Doiron
Executive Vice President