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Press Release

SOURCE: J.D. Edwards & Company

J.D. Edwards, NCS Partner to Streamline Supply Chain Last Mile;  
Companies Deliver Solution to First Joint Customer, Suiza Foods

DENVER, FOCUS 2001, June 12 /PRNewswire/ -- J.D. Edwards & Company (Nasdaq:JDEC - news) and Numeric Computer Systems Inc. (NCS) have formed a strategic alliance to offer a complete supply chain planning and execution solution for the Fast Moving Consumer Goods (FMCG) industry, and have successfully implemented the product at Suiza Foods Corporation (NYSE: SZA - news).

(Photo: <http://www.newscom.com/cgi-bin/prnh/20000807/JDELOGO> )

Through the partnership, J.D. Edwards OneWorld® software is fully integrated with the NCS Route Management System (RMS) suite, providing a package that addresses the specific needs of the FMCG industry, including order management and telemarketing, pricing, promotion tracking, trade asset management, route settlement, chain accounting, sales analysis, accounts receivable and collections, and e-commerce.

The FMCG industry includes dairy products such as milk, cheese and ice cream, as well as bakery items, meat, juice, snack foods and other perishable and non-perishable products. The very nature of these products requires companies move them quickly and inexpensively, resulting in frequent deliveries with a very small profit margin.

"Tracking inventory on delivery trucks and reconciling sales is vitally important to the FMCG industry," said Robert Hochberg, president of NCS. "By combining our specialties, we have created a targeted solution that allows companies to address their customer-centric needs, increasing customer satisfaction while improving efficiency."

The first customer to fully implement the integrated product is Suiza Foods Corporation, the leading dairy processor and distributor in the United States. Suiza Foods is using the J.D. Edwards-Numeric combination to integrate order-to-cash operations.

"The partnership of J.D. Edwards and NCS has allowed us to smoothly implement a 'best-of-breed' software solution. This solution combines the manufacturing and accounting strength of J.D. Edwards with our FMCG-centric customer order-to-cash cycle supplied by NCS. We are pleased with the relationship and look to continue to grow Suiza successfully supported by these technologies," said Allen Dickason, CIO of Suiza Foods.

The implementation at Suiza Foods further solidifies J.D. Edwards' dominance in the dairy industry. J.D. Edwards works with dairy companies across the United States, Latin America, Europe and Australia, with customers including Dean Foods (which recently announced a merger with Suiza Foods), Bonlac Foods Limited and Grupo Industrial LaLa.

"By listening to our customers' unique needs, and partnering with leading industry companies such as Numeric, we have developed the best offerings for the consumer goods industry," said Mike Wise, J.D. Edwards industry specialist.

About Quest, J.D. Edwards User Group

The mission of Quest, J.D. Edwards Users Group, is to maximize value to the global J.D. Edwards community. As the independent, global user group serving the J.D. Edwards community, Quest provides a forum for members to exchange ideas and solutions and influence software development. Through special interest groups, Q&A magazine, local and regional user support, the FOCUS user conference and global outreach, Quest fosters collaboration and communication among the J.D. Edwards community. QuestDirect, Quest's electronic collaboration tool and website information source, allows the entire community to interact via a web-based interface. Users can select what information they want, and when and where they receive it.

For more information about Quest, call 1.800.225.0517 (U.S. and Canada) or 859.226.4307, or visit QuestDirect at [www.questdirect.org](http://www.questdirect.org).

About FOCUS 2001

FOCUS 2001 is Quest's premier annual event and J.D. Edwards' user group conference, where users and invited guests can interact with and learn from peers, J.D. Edwards product developers, business partners and third party vendors and service providers.

## About J.D. Edwards & Company

J.D. Edwards (Nasdaq:JDEC - news) is a leading provider of agile, collaborative solutions for the Internet economy. The Company's open solutions give organizations the freedom to choose how they assemble their internal applications and how they collaborate with partners and customers across the supply chain to increase competitive advantage. Founded in 1977, J.D. Edwards is headquartered in Denver, CO. Additional information can be obtained by contacting the Company via the Internet at [www.jdedwards.com](http://www.jdedwards.com) or at 1-800-727-5333.

## About Numeric Computer Systems Inc.

Numeric Computer Systems Inc. ([www.ncssuite.com](http://www.ncssuite.com)), founded in 1967, is a leading supplier of "last mile" supply chain execution software for the Fast Moving Consumer Goods ("FMCG") Industry. The NCSSuite ("Software that delivers"(TM)) includes Host Software including eCommerce functionality and Mobile Software ("eXpress Suite(TM)") for the Salesperson, Delivery Person and Merchandiser. NCS provides a complete service offering including Project Management, Consulting, Technical Support and Helpline. NCS maintains offices in New York, Los Angeles, Puerto Rico, Australia and New Zealand.

## About Suiza Foods Corporation

Suiza Foods Corporation is the leading manufacturer and distributor of dairy products in the United States. Since the acquisition of Suiza Dairy in 1993, the Company has completed 43 dairy acquisitions, including seven during 2000. The Company sells primarily fresh dairy products through Suiza Dairy Group, with the product mix weighted heavily toward fluid milk, including flavored milks and buttermilk. Other products that the Company sells through Suiza Dairy Group include ice cream and novelties, half-and-half and whipping cream, condensed milk, cottage cheese, sour cream, yogurt, dips, coffee creamers, juice and juice drinks and water. Morningstar Foods sells primarily extended shelf life (ESL) fluid, aerosol and other dairy and non-dairy products. Its product offerings include dairy and non-dairy coffee creamers, flavored and unflavored ESL milks, lactose-free milks and soymilk, aerosol whipped topping, dairy and non-dairy frozen whipped topping, egg substitute and cultured dairy products.

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