

HDX CONNECTED

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HDeXchange

HDX Welcomes New Companies to Trading Community

The HDX customer list has grown over the last several months, as has the number of companies that can send or receive transactions electronically using HDX's store-and-forward network services.

New distributors actively using HDX include:

- Crenshaw Corp.
- Ft. Garry Industries
- UAP
- Weldon

These distributors are joined by Boone Parts, Drive Train Industries, Gooch Equipment, Harman HVS, Inland Truck, Keller Truck Equipment, Midwest Wheel, Page Brake and PowerTrain, as well as the HDAmerica and TruckPride corporate offices, as active users of the HDX network.

New manufacturers trading through HDX include:

- Accuride
- Baldwin Filters
- Firestone
- Luberfiner
- Phillips
- Tenneco
- Timken

These manufacturers are joined by Arvin-Meritor, Bendix, Chicago Rawhide, Dayco, Dayton Parts, ECCO, Haldex, Holland, Stemco and Triangle—all of whom have been active with HDX.

A current list of HDX participants is always maintained on the HDX Web site at www.hdexchange.com.

HDX Customers to Present at After-market eForum in Chicago

Steve McEnany of Midwest Wheel and Craig Young of Chicago Rawhide will deliver a joint presentation for HDX at the upcoming e-commerce business conference for the automotive and heavy duty aftermarkets—the Aftermarket eForum. During their presentation, they will detail their successes as trading partners using HDX and its services, including the Data Warehouse and VMI.

Aftermarket eForum will take place on July 30-31, 2002, and is sponsored by the Automotive Aftermarket Industry Association (AAIA) and the Automotive Warehouse Distributors Association (AWDA). For registration information, please contact AAIA at 301-654-6664 or go to their Web site located at www.aftermarket.org.

<more>

Space for Free Data Warehouse Webinars Available in July

HDX is now sponsoring periodic Webinars (Web-based seminars) demonstrating the benefits and the actions needed to be an active participant of HDX's Industry Data Warehouse service.

Upcoming Webinars will take place on the following days:

- Distributors: July 9, 12:00 noon EST
- Manufacturers: July 16, 12:00 noon EST

All you need is an Internet connection and a telephone to gain access to this free seminar. However, you must register for this seminar and space is limited. To register, send an e-mail directly to hdx@worldnet.att.net or call 770-493-6470.

E-commerce Definition: ANSI X-12 and EDIPro Standards

HDX endorses the EDIPro file standards for the heavy duty aftermarket. However, many customers are asking: "What is EDIPro and why? And how does it relate to ANSI X-12?"

The American National Standards Institute (ANSI) X-12 committee specifically provides the formatting guidelines needed for trading partners to exchange correctly-formatted information within data fields. As an example, ANSI X-12 requires the date field of a document to be formatted CCYYMMDD, or "20020529" for today. Without a formatting guideline, today's date could be entered as

"05292002", or "05-29-02", or even "May 29, 2002", and there would be no guarantee that the recipient's computer would recognize an incorrectly formatted date.

However, the ANSI X-12 committee provides only minimal direction for which fields should be mandatory or optional in a basic document (like a PO or an invoice). The HDX technology committee, currently composed of 12 industry volunteers, developed "EDIPro" - based on the ANSI X-12 formatting guidelines - to specify the mandatory and optional fields that should be used by the heavy duty aftermarket. This allows trading partners in the industry to send and receive files with an identical number of specific fields, each field with consistently-formatted information.

The standardization of fields and data formats reduces the programming time necessary for computers to communicate, making e-commerce more affordable and improving the efficiencies of all participating companies.

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HDeXchange is a non-profit company created by distributors and manufacturers in the Heavy Duty, Automotive and Industrial aftermarkets to provide a neutral, widely-accepted, electronic commerce solution for those industries.