

HDX CONNECTED

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HDeXchange

HDX Explores New Projects for Industry Collaboration During Conference

HDeXchange, Inc. recently hosted a New Products Conference, inviting a small group of heavy duty truck parts industry leaders to participate in the interactive dialogue in Atlanta, Ga., on June 24, 2003. The diverse group discussed the most pressing electronic commerce initiatives and the need for industry collaboration on specific projects. With the information gathered from this meeting, the HDX Board of Directors created a list of action items for HDX to expand its role as the industry's electronic commerce leader and service provider.

"Participants at our meeting included warehouse distributors, parts manufacturers, all major marketing groups, as well as the leading business system providers and e-commerce service providers. Without everyone actively involved in our projects, the industry will have difficulty moving forward as a group. That's why HDX exists - for this industry to grow," said Edward Kuo, General Manager of HDeXchange.

The format of the meeting consisted of short presentations on a number of topics, followed by facilitated, in-depth round table discussions. Among the topics discussed were vendor managed inventory (VMI), industry price sheet standards, product data warehouse, electronic catalog, XML standards, sourcing standards, market information sharing, electronic ordering, and supplier-

managed inventory.

Over the course of the next several months, HDX will update its members and the industry on its priorities through the HDX Connected newsletter. Additionally, the HDX Web site will feature action item updates, PowerPoint presentations and full length digital video of the presentations.

FleetPride, HDX Begin Price Sheets Standard Guidelines Initiative

HDX announced a new price sheets initiative, with the purpose of developing a simple, standardized electronic file that can be created by all parts vendors and distributed to their customers. The need for price sheets standard guidelines was discussed in depth following a presentation by Erach Balsara, Chief Information Officer, FleetPride, at the HDX New Products Conference last month.

"A single electronic price list format means less effort and programming to import into our systems from hundreds of vendors. We are hopeful that if the industry - on both sides - supports the effort, it will be beneficial and economical for all parties," said Balsara, who was also named the task force leader.

HDX will assign its technical committee - composed of volunteers from leading companies in the industry - to review and recom-

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mend necessary data fields and formats, as well as output document types. The final product will take into consideration the requirements of the major business system providers, distributors with customized, in-house business systems, as well as the Product Information Exchange Standards (PIES) document, developed and maintained by the Automotive Aftermarket Industry Association (AAIA).

Once created, the price sheet standard guidelines will be maintained by HDX, and distributed to HDX members companies for use with their trading partners. The document will also be available to the public on the HDX Web site.

If you are interested in reviewing and providing input to the task force, please contact HDX at 770-493-6470 or e-mail hdx@att.net.

HDX Webinar: Ryan to Speak on Vendor-Managed Inventory

Enterprise Data Management (EDM), one of HDeXchange's primary vendor-managed inventory (VMI) technology partners, will be hosting a Web-based seminar (Webinar) featuring one of the heavy truck parts industry's leading distributors - Bill Ryan, President of Point Spring and Driveshaft Co. Ryan will speak about his company's commitment and successes with VMI.

The webinar, "A Distributor's Perspective on Vendor-Managed Inventory," will be held on Thursday July 10, 2003 at 2:00 pm EDT. Ryan will highlight Point Spring's experiences with VMI and discuss the specific benefits that have accrued to Point Spring, as well as the

"lessons learned."

Point Spring has nine locations in three states and this is their second year of involvement with VMI programs. Ryan is active in the Council of Fleet Specialists (CFS) where he recently completed a term on the Board of Directors. *Truck Parts and Services Magazine* has just notified Point Spring that they are one of five finalists for "Distributor of the Year."

For questions about this session or to reserve your spot, please reply to EDM directly at info@edml.com or 513-791-7272.

HDX Services EDI Traffic Continues Tremendous Growth Trend

The industry's use of the HDX Services' network continues to grow at significant rates. Based on kilocharacter volume from January to May, traffic in 2003 has been 523% higher than traffic in the same time frame in 2002. Much of this growth can be attributed to new members of HDX, as well as the continued adoption of vendor-managed inventory services.

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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.