



February 12, 2009

We are writing to invite you to participate in an industry initiative which we believe can significantly improve compliance in the industry, protect consumers and brands thereby significantly reducing risk in the supply chain (and saving quite a few \$ too). Specifically, we believe the time is right to explore the possibility of harmonizing industry cGMPs.

In collaboration with leading CPG companies, we have developed a three phased plan which is outlined on the attached .ppt presentation. The first phase is Building the Business Case. Before we move forward, we should be absolutely certain there is compelling reason to do so. To that end, we have designed a qualitative internet survey to gauge industry interest/readiness to move forward. In addition, F4SS members will be completing a more detailed quantitative analysis. Once we've collected the information, we can make a determination as to whether it's advisable to move forward to Phase II – Complete the Technical Work Plan.

As a key industry contributor, we are inviting you to participate in this initiative as your input would be valuable to this effort. Please do so by clicking on this link: <http://www.zoomerang.com/Survey/?p=WEB228T2HM8WQ8>. It should take no more than 15 minutes to complete.

In addition, leading industry associations are aware and support this initiative: Consumer Healthcare Products Council (CHPC), Grocery Manufacturer's Association (GMA), Personal Care Products Council (PCPC), in collaboration with leading industry participants such as: P&G, Unilever, J&J, and General Mills, to name a few.

NEXT STEPS

- **Communicate.** Please complete the brief survey (<http://www.zoomerang.com/Survey/?p=WEB228T2HM8WQ8>). Should you be interested in contributing to the quantitative analysis, please provide contact information to Lisa Shambro (lshambro@f4ss.org or 201.677.1254) with the Foundation for Strategic Sourcing. Feel free to reach out with any questions or to gather more information.
- **Confidentiality.** As an interested, objective third party, F4SS serves as the confidential aggregator of all the information provided. No individual company information will be visible to any other. Should a confidentiality agreement be needed, please let us know.

Once all the information is collected we will be back in touch to advise of the results and suggested next steps.

Thank you for taking time to consider this opportunity. We hope you share our enthusiasm for the positive impact this initiative can have on our industry.

Kind regards,

Lisa M. Shambro