

# SHER-WOOD

## HOCKEY

2745 Blvd Sherwood  
Sherbrooke, QC  
J1K 1E1

Good afternoon Robin,

Sher-Wood in 1998 opted to change from GEIS to Pro EDI/AT&T giving Virtual Logistics Inc. a Turn Key project to start EDI implementations with our Trading Partners who were at the time Cotter Canada, Federated CoOp, Home Hardware, Costco, Sports Authority and Zellers.

At the time, all EDI transactions we did were 850's, but the need to implement the ASN & Invoicing was becoming mandatory with some Trading Partners. Sher-Wood did not have the internal resources to meet the rigid timetables that our Trading Partners were imposing for continued trading.

We had to find a reliable EDI sub-contractor to ensure that Sher-Wood would be able to maintain present partners and grow with them using EDI technology. Virtual Logistics Inc. proved without a doubt that we had made the right choice in choosing them and their team.

Over time we added transactions such as the 860, 824, UCC-128MH10 label set-up, etc with existing Trading Partners. New partner setups were just a phone call or E-Mail away from being done. We just had to ask,

In 2003 we again relied in Virtual Logistics Inc. to convert us to Internet technology when we replaced Pro\_EDI and AT&T with products from Softshare, there was no down time or lost information in the conversion.

In conclusion, Virtual Logistics Inc. proved to be a true partner as we were encouraged to enlarge our understanding of the processes and the new system. It was not simply a case of system replacement and moving on. This for all of us was a great learning opportunity and we sincerely thank you and your team for being part of our team.

Guy H. Blouin  
Customer Service

Toll Free Tel: 1-800-563-2202

Toll free Fax: 1-877-563-7898

E-Mail: [gblouin@sher-wood.ca](mailto:gblouin@sher-wood.ca)