



Meijer Sees Substantial Boost in Product Forecasting Effectiveness

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DAYTON, Ohio, Oct 1, 2002 (BUSINESS WIRE) -- Meijer, Inc., the leading supercenter operator in the Midwest, has seen dramatic improvements in inventory efficiency, reductions in out-of-stocks and increases in same-store sales as a result of implementing the demand chain management (DCM) application from Teradata, a division of NCR Corporation (NYSE:NCR). The Teradata DCM application replaces the manual process of identifying products by assigning them to optimal seasonal models.

Since deploying Teradata DCM to selected categories, Meijer has experienced a significant improvement in sales and a substantial increase in inventory turns.

Meijer, which has deployed the Teradata DCM forecasting tool and a Teradata data warehouse for several years, previously used in-house systems to create spreadsheet-based forecasts. The retailer first implemented forecast-based replenishment for selected product categories and used Teradata DCM-generated forecasts to build better model stock in other categories. After successful results in these trials, Meijer is now using the Teradata solutions to forecast demand for all products in all stores.

"We are delighted with the results Meijer is having with Teradata's DCM automated profile-tuning and forecasting solutions. The improvements the company continues to experience are clear examples of the benefits that can be realized when a retailer moves from a business model in which they sell what they buy to a model where they buy what they sell," said Darryl McDonald, Teradata vice president of retail industry solutions.

About Meijer

Founded in 1934, Meijer, Inc. is a family owned and operated grocery and general merchandise retailer with 160 locations throughout Illinois, Indiana, Kentucky, Michigan and Ohio. Meijer's corporate philosophy is to offer our customers the best possible value on the products and services they desire, and to do so more effectively than anyone else. Additional information is available at <http://www.meijer.com>.

About Teradata Division

Teradata, a division of NCR Corporation (NYSE:NCR), is the global leader in enterprise data warehousing and enterprise analytic technologies and services. For more information, visit www.teradata.com.

About NCR Corporation

NCR Corporation (NYSE:NCR) is a leading global technology company helping businesses build stronger relationships with their customers. NCR's ATMs, retail systems, Teradata data warehouses and IT services provide Relationship Technology(TM) solutions that maximize the value of customer interactions. Based in Dayton, Ohio, NCR (www.ncr.com) employs approximately 30,400 people worldwide.

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