

# ISTA Request for Interested Parties

September 12, 2007

International Safe Transit Association (ISTA) is currently in discussions with Wal-Mart Stores, Inc. to conduct a major study of their Sam's Club distribution environment so that ISTA can develop Company Specific Tests for Sam's Club. It is the company's desire to do this through a non-profit organization and has requested that ISTA manage the project.

In order to be prepared, **if and when** such project were to begin, ISTA is posting this announcement looking for companies or individuals who may be interested in participation (for pay at prevailing rates) in the field data capture and data analysis phases of the project.

## Requirements for Companies or Individuals with Interest:

1. Full understanding of transport packaging environmental data capture for vehicles and individual packages and/or data analysis and reduction from such environmental studies.
2. Five or more years of experience in transport packaging environmental data capture and/or environmental studies.
3. Strong analytical and qualitative research skills.
4. Persuasive resume of prior studies or analyses.
5. Strong references from prior studies.

### **NOTE:**

No direct suppliers to Wal-Mart, Sam's Club Stores or Wal-Mart.com may participate in this project.

Membership in ISTA is not a requirement, but preference will be given to a member over a non-member with equal qualifications.

If this project becomes reality it would be a major opportunity for growth of ISTA and therefore, the ISTA Board of Directors has agreed that we must use the best available resources in the transport packaging environment data capture field on this project. The researchers will be selected by a committee of the following ISTA officers; the President, Vice President – Finance, Vice President – Operations and the Executive Director of ISTA.

The following request for interested parties is being disseminated broadly to ISTA membership and beyond with one month to respond. It is posted on the ISTA website as well.

# ISTA Request for Interested Parties

## Notice Date

September 12, 2007

## ISTA Office

1400 Abbott Road, Suite 160 East Lansing, MI 48823-1900

## Response Due

October 19, 2007

## Description

Request for Interested Parties (RIP) September 12, 2007

The purpose of this RIP is to gather information on the number and capabilities of parties interested in serving as Distribution Environment Measurement Data Capture Specialist (Specialists) and Distribution Environment Measurement Data Analyst (Analysts) pursuant to the possibility that ISTA conducts a major study of the Sam's Club distribution environment. Any company or individual who is not a direct supplier to Wal-Mart Stores, Inc. and who is interested in becoming an approved Specialist and/or Analyst, is requested to respond to this RIP. The ISTA Board of Directors has established a Project Team who will review the responses and who may request interested parties provide additional information. The number of Specialists and Analysts that will eventually be approved is unknown at this time. ISTA will determine the number needed to effectively and efficiently serve the needs of the Project as it develops.

In responding to this RIP, an interested party should consider and provide information concerning its capability to meet the requirements listed below.

Companies or individuals interested in becoming Specialists and/or Analysts are requested to respond to the following:

1. Years and breadth of experience as a Specialist and/or Analyst.
2. Number of such projects, for each type, it has conducted each year for the past five years.
3. List of past customers.
4. Examples of Technical Reports or Presentations of Data
5. Ability to perform the required functions of monitoring and measurement of a distribution environment to include a Distribution Center and/or the analysis of data.
6. Willingness to commit resources to assist with the development of the Project before final approval by Wal-Mart Stores, Inc. management.

Interested parties are encouraged to include in your responses any other criteria/qualifications you would like ISTA to consider when Specialists and/or Analysts are selected/approved. A response must be submitted by October 19, 2007. Responses should be forwarded to ISTA, 1400 Abbott Road, East Lansing, MI 48823-1900, or faxed to 517-333-3813, to the attention of Edward Church.

