



Vendor Guidelines

REVISED 10/1/11

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INTRODUCTION

Welcome to the Bob's Stores Vendor Guidelines. We would like to take this opportunity to thank you for entering into a partnership with Bob's Stores. This manual has been assembled to make your introduction to Bob's Stores as seamless as possible. We look forward to working with you to ensure an efficient, profitable relationship. Your cooperation and support will help maximize sales for both of us.

The goal of our Distribution Center is flow your product to our stores quickly and efficiently. We need our vendors to support us by shipping merchandise floor ready, complying with our fill rate initiative, following our transportation, packing, and invoicing guidelines, and trading with our required EDI documents. In the following pages, you will find detailed descriptions of our requirements. Please take a moment to read through this information completely. If you have any questions regarding this material, please contact compliance@bobstores.com.

New Vendors must complete the [Vendor Set Up Form](#) completely. We will not be able to enter orders into our system until this form is complete. Existing vendors must maintain the form. Any changes on the data required on the set up form must be resubmitted.

All vendors are required to set up a compliance email. To streamline communication between our Logistics Department and our vendor community, we are requesting all vendors set up an email address on their company directory. The email address should be **bobscompliance@yourcompany.com**. This will provide a central address to direct all correspondence. A distribution list for this email should be created including anyone handling our account from a finance, compliance, or logistics perspective. You may also want to include the sales contact.

New vendors - please make sure you include the compliance email address on the Vendor Set Up form.

Existing vendors - Please respond by sending an email to compliance@bobstores.com with your company name in the subject field and created email address in the body.

RECENT CHANGES

The following have been changed or up dated for greater clarity since last release.

<u>ITEM</u>	<u>DATE</u>	<u>PAGE</u>
<u>Fill Rate Initiative</u>	5/1/10	5
<u>Maximum carton weight</u>	2/1/11	7
<u>Minimum and maximum carton size</u>	2/1/11	7
<u>Packing List Requirements</u>	2/1/11	9
<u>Carton Labeling Requirements</u>	2/1/11	12
<u>Updated third party ticket providers</u>	2/1/11	15
<u>Conversion to black hanger</u>	10/1/11	22
<u>Ground Transportation Instructions</u>	10/1/11	30
<u>Schedule of Expense Offsets</u>	5/1/11	35

FILL RATE POLICY

Bob's Stores has initiated a fill rate requirement. Details of the policy are below:

1. The fill rate expectation is 90% for bulk orders and 95% for pack by store orders.
 - Each line of a purchase order is measured individually.
 - For example, if 3 lines are shipped at 100% but line 4 is shipped at 80%, an expense offset will be issued for line 4.
2. To fairly execute fill rate, we have chosen to freeze PO details as follows:
 - Replenishment orders are frozen 3 days after create date
 - Non replenishment orders are frozen at first pickup date.
3. Purchase orders will be analyzed for fill rate 17 days after the cancel date.
4. There are two fill rate violations that can be issued:
 - Style fill rate below standard for PO (order 100 units and 75 are shipped)
 - Style not shipped for PO (order 100 units and 0 are shipped)
5. The minimum expense offset per PO for each rule is \$100. The minimum charge for each rule is calculated independently of the other rule.
6. There will not be an expense offset for any line where the total shortage is less than 20 units. For example, if 100 units are ordered and 85 are shipped, that is below the 90% requirement. No charge will be issued because the total shortage is only 15 units.
 - **There will be an expense offset issued if any line is 100 or more units short regardless of fill rate percentage.**
7. The expense offset for a fill rate violation is 10% of the total cost of the shortage. (See example on next page)
8. Total charges for any purchase order cannot exceed 25% of the cost of the purchase order.
9. Our goal is to encourage our vendors to ship purchase orders as written. If you are unable to ship a purchase order as written, you must notify the merchant in enough time for them to replace the product so we can meet our customers' needs. Exactly what is "enough time" should be discussed with the merchant.

FILL RATE EXAMPLE

STYLE	UNIT COST	UNITS ON ORDER	COST ON ORDER	UNITS SHIPPED	FILL RATE	UNITS SHORT	EXPENSE OFFSET	ADJUSTED EXPENSE OFFSET	COMMENTS
Tee 1	\$ 8.00	400	\$3,200	325	81%	75	\$60	\$60	
Tee 2	\$ 8.00	500	\$4,000	475	95%	25	\$0	\$0	
Tee 3	\$ 8.00	100	\$800	0	0%	100	\$80	\$100	minimum expense offset per po per rule
Tee 4	\$ 8.00	1200	\$9,600	1090	91%	110	\$88	\$88	Total shortage over 100 units
Fleece 1	\$ 22.00	100	\$2,200	81	81%	19	\$42	\$0	Units short < 20
Fleece 2	\$ 22.00	100	\$2,200	100	100%	0	\$0	\$0	
Fleece 3	\$ 22.00	200	\$4,400	175	88%	25	\$55	\$55	
PO Totals		2600	\$26,400	2246	86%	354	\$325	\$303	

PACKING METHODS AND SPECIFICATIONS

All Merchandise must be shipped in re-shippable corrugated cartons. Cartons used for shipping must comply with the following standards:

Minimum Size: 9" Length x 9" Width x 3" Height

Maximum Size: 36" Length x 27" Width x 30" Height

Minimum Weight: 2 LBS.

Maximum Weight: 50 LBS.

*Use tape on each carton. Do not use large staples or straps. We require cartons with standard quantities and request Sales Representatives provide Buyers with packing options upon purchase.

Bulk Merchandise:

- Coordinates, collections and related separates must be shipped 100% complete in one shipment.
- Buyer must approve any changes or substitutions to orders prior to shipping.
- Footwear must be packed in a single layer.

Pack by Store:

- Merchandise must be 100% floor ready.
- Vendor must be pre-approved by Logistics.
- Vendor must be EDI ASN capable.

PACK TYPES (Specified by Buyer):

Solid SKU Case Pack: One style, color, size (UPC) per carton.

- Do not mix more than one style, color, or size in a carton
- Each case pack should contain a consistent or standard quantity of units when possible
- Multiple case packs may be packed in a master carton providing both the master carton and inner packs/bundles contain consistent or standard quantities and sizes.
- Please try to minimize carton count by maximizing carton efficiency.

Standard Quantity Pre Pack: Fixed assortment of sizes and quantities per carton. (I.E.1-2-2-1, 2-4-4-2).

- Pre pack cartons must be a consistent size ratio per line on the P.O.
- The carton must be clearly labeled as a pre pack carton including quantity and ratio.
- Multiple pre packs may be packed in a master carton providing both the master carton and inner packs/bundles contain a consistent quantity and size ratio
- Please try to minimize carton count by maximizing carton efficiency.

EXCESSIVE PACKAGING

Bob's Stores is committed to reducing the use of non-recyclable materials.

- All orders should have one carton liner surrounding the contents of the carton instead of each piece being enclosed separately. Exceptions to this are dependent upon the product type. Contact compliance@bobstores.com for details.
- One master poly-bag surrounding a pre-pack or bulk order is acceptable.
- Footwear cartons should be packed one layer only.
- No pins, clips or strapping.
- Minimize carton count

PACKING LIST REQUIREMENTS

- Each purchase order within a shipment must have a packing list attached.
- The packing list must be in a poly envelope on the outside of the lead carton.
- The envelope containing the packing list should be marked "Packing list Enclosed."
- The lead carton should be loaded last so that it is the first carton removed when unloading. This carton should be labeled carton "1 of x."
- Pack by store orders require a packing list for each store.
- ***IMPORTANT*** Non-EDI vendors are also required to send Bob's Stores a copy of the packing list and BOL upon shipping. Please email to traffic@bobstores.com or fax to (203)235-1898, attention "Traffic."

The packing list must be accurate, legible and contain:

- Purchase order number
- Total number of cartons
- Total number of units shipped by style, by color, by size
- Total number of cartons per store (for pack by store orders only)
- Store number (for pack by store orders only)

Vendors using our consolidators for shipping are required to provide two copies of the packing list. One copy is to accompany the shipment as instructed above and the second copy is to be given to the consolidator when picking up the shipment.

Sample Packing Lists

S

DIV: Chippewa
 PO#: 080693
 SO#: 0003809934

PICKLIST#: 244088
 DELIVERY#: 0086167360
 PACKED: 06/28/2011
 PAGE: 1 of 1

SHIP TO:
 BOBS STORES CORP
 DBA BOBS STORES
 160 CORPORATE CT
 MERIDEN, CT 6450-7177

SOLD TO:
 BOBS STORES CORP
 DBA BOBS STORES
 160 CORPORATE CT
 MERIDEN, CT 6450-7177

STYLE	CAT	WIDTH	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	TOTAL
24514 - 6" GOLDEN TAN NUBUC																				
		M									5	5	6	2	2	2	3			25
		½							4	6	8	11	4							33
24514 - 6" GOLDEN TAN NUBUC																				
		W								6	8	4	1	3	8					30
		½							7	4	7	7								25
24951 - 8" GOLDEN TAN NUBUC																				
		M							2	2	6	9	3	2	4	1				29
		½							1	5	9	4	3							22
24951 - 8" GOLDEN TAN NUBUC																				
		W								8	7	6	7	3	3	2				36
		½							1	4	2	6	4							17
25405 - 9" BAY APACHE																				
		E								3	4	7	15	6	5					40
		½							3	5	7	11	8							34
25405 - 9" BAY APACHE																				
		EEE								6	6	15	13	11						51
		½								8	14	13	9							44

Number of cartons this packing list: 96

Total items this packing list: 386

Sample Packing Lists (Continued)

Pick Ticket

ACT CO FREE COUNTRY 3155 UNIVERSE DRIVE(212)719-4596 MIRA LOMA CA 91752 3252 USA Ship To: BOB'S STORES 160 CORPORATE COURT MERIDEN CT 06450 8313 Store # : SAME Mark For Salesman # : CA1	Warehouse : A1 Pick Ticket # 5236502 Ctrl # : 260963 Date : 06/15/11 Term : 30 Order # : 331206 NET 30 PRO # : B/L # : Via : ROUTING GUIDE 06270701	BOB03 Dept :36 Event Region Div # : 2
Wt. By:		Cartons : 10 Cubic Ft : 22.6 Pick By:

Style/Sub/Lot#	Color	Ln	Cust Style	Cut/PO #	Description	Cls	Qty
13-L01451A	0C3 BLKCH	2		42004013	SOFTSHELL ATT HOOD JKT	2	16
				790437827713 790437827720 790437827737 790437827744			
				S M L XL			
				4 4 4 4			
13-L01451A	1C3 WHTCH	1		42004013	SOFTSHELL ATT HOOD JKT	2	16
				790437827768 790437827775 790437827782 790437827799			
				S M L XL			
				4 4 4 4			
13-L01451A	5C0 MYSVL	3		42004013	SOFTSHELL ATT HOOD JKT	2	16
				790437827812 790437827829 790437827836 790437827843			
				S M L XL			
				4 4 4 4			
30-L0149173	0EE BRACK	7		42004014	SOFTSHELL PRT BUTPILE DET.HOOD JKT	2	16
				790437846615 790437846622 790437846639 790437846646			
				S M L XL			
				4 4 4 4			
30-L0149173	5CS PURST	5		42004014	SOFTSHELL PRT BUTPILE DET.HOOD JKT	2	16
				790437867061 790437867078 790437867085 790437867092			
				S M L XL			
				4 4 4 4			
QTY:							80

Remark 100-3000 LBS AND UP TO 750 CUBIC FEET USED MAIN FREIGHT TRUCKING
 PHONE: 310-525-7208
 FOR OVER 3000 LBS YOU HAVE TO REQUEST FOR ROUTING CONTACT PMC LOGISTIC
 PHONE 508-830-1100 EXT 120 FAX # 508-830-0303
 AFTER PICK UP FAX BL & PACKING LIST TO "ED" FAX #203-235-1898

***** End of Report *****

CARTON LABEL REQUIREMENTS




- Each carton in a shipment must have a carton label.
- Each label must be placed consistently on the lower right leading edge on the long side of the carton.
- Label must be clear and legible.
- EDI vendors must also use a UCC 128 label.
- See samples on next page. Vendors may use their own formats as long as the required fields are addressed.




Carton label/marketing must contain:



- Ship to address:
Bob's Stores Corp
160 Corporate Court
Meriden, CT 06450
 - For pack by store orders, store number must also be included. Please use larger font for store number.
- Shipper Information - Vendor Name and Address
- Purchase order number
- Vendor style number
- Unit quantity by style by color by size
- For pre-packs, print the quantity by size in the assorted ratio on each carton (i.e. S-2, M-4, L-4, XL-2)
- Total Units
- Carton # of # (i.e. "1 of 5, 2 of 5" etc. to indicate the total number of cartons in a PO)
 - For pack by store orders, carton # of # by store (i.e. "1 of 5, 2 of 5" etc. to indicate the total number of cartons in a per store)

SAMPLE CARTON LABELS

UCC128 Label &
UCC128 Label with Carton Content Label

FROM: UNIONWAY SPORTSWEAR 21214 73RD AVE SOUTH MERTON, NJ 08052	TO: BOB'S STORES INC 160 CORPORATE COURT MERIDEN, CT 06450																																							
Ship To (420) 06450 																																								
P.O. # 729800 DEPT # 0021																																								
<table border="1"> <tr> <td>Order</td> <td>YT1200</td> <td>START</td> <td>02/15/89</td> <td>PT#20-</td> <td>980544</td> </tr> <tr> <td></td> <td></td> <td>COMP</td> <td>02/28/89</td> <td></td> <td></td> </tr> <tr> <td>STYLE</td> <td>CL</td> <td>SIZE</td> <td>1</td> <td>2</td> <td>3</td> <td>4</td> <td>5</td> <td>6</td> </tr> <tr> <td>PT22864</td> <td>WHT</td> <td></td> <td>2</td> <td>4</td> <td>4</td> <td></td> <td></td> <td>16</td> </tr> <tr> <td>PT22864</td> <td>BLU</td> <td></td> <td>1</td> <td>2</td> <td>2</td> <td>2</td> <td></td> <td>8</td> </tr> </table>		Order	YT1200	START	02/15/89	PT#20-	980544			COMP	02/28/89			STYLE	CL	SIZE	1	2	3	4	5	6	PT22864	WHT		2	4	4			16	PT22864	BLU		1	2	2	2		8
Order	YT1200	START	02/15/89	PT#20-	980544																																			
		COMP	02/28/89																																					
STYLE	CL	SIZE	1	2	3	4	5	6																																
PT22864	WHT		2	4	4			16																																
PT22864	BLU		1	2	2	2		8																																
Store # (90) 0000 FOR STORE  0000																																								
Serial Ship Code (00) 0 07 13859 200728438 1 																																								

FROM: FILA SPORTS INC Point Breeze Distribution Cent 2200A Braeming Highway Baltimore MD 21224	TO: BOB'S, INC. 160 CORPORATE COURT MERIDEN CT 06460
(420) 06560- 	CARR: 2585 PRO#: 000000000000 BOLF: 0001024469
PO # : 724340 DEPT : CARTON: 2	
FOR Store (91) 4 	Mark for Address BOB'S, INC. 160 CORPORATE COURT MERIDEN CT 06460-
(00) 0 0731616 000124252 1 	

CARTON CONTENTS	Cart ID: 2585		
CARTON#: 00007316160001242521	ORDER NUMBER: 0695953002 Load: 0185000		
CUST: 0000001165	Wave #: 295		
SHP#: 1013242000	Transfer ID: 11S		
STYLE	COLOR	SIZE	UNITS
SJ115	150		4
000000281574 			
UNIVERSAL	TOTAL	4	

TICKETING REQUIREMENTS

Bob's requires all merchandise to be pre-ticketed. Details of our pre-ticketing requirements are as follows:

- All merchandise should be ticketed in accordance with the pricing strategy and ticket format indicated by buyer on the purchase order. Please see [Ticket Formats](#) under appendices for a complete list of pricing strategies and ticket formats.
- Ticketing should be at the style, color and size level.
- All merchandise must have a UPC type "A" barcode.
- UPCs cannot begin with the numeral "4" as that could conflict with our internal UPCs. Please contact the logistics department at compliance@bobstores.com if there is a conflict.
- Vendors are encouraged to generate their own tickets as this allows vendors to print tickets on demand for the lowest possible cost. Please see [Ticket Formats](#) under appendices for examples of our pricing codes and ticket types. All vendor generated tickets must be approved by Bob's Stores' logistics department. Please email compliance@bobstores.com to inquire about generating your own tickets.
- The second option is to order tickets from an approved third party provider. Our approved third party providers are listed on the following page. You will need to set up an account with the third party provider. Prices and minimums vary by provider. You can order tickets by purchase order number. The provider will be able to provide the correct pricing format and ticket type.

Third Party Ticket Providers

Avery-Dennison (North Carolina, Hong Kong)

Customer Service: Beverly Hardy Ph: 336-808-727243
beverly.hardy@AveryDennison.com

Avery Dennison Hong Kong B.V. Customer Service: Ling Lee.

Ph: (852) 3146 8281; Fax: (852) 3410 1281;
Email: lingll.lee@ap.averydennison.com

FineLine Technologies (Atlanta)

<https://www.finelineglobal.com/fasttrak/>; phone (800) 500-8687

PAX Tag & Label, Inc. (California)

Local 626-579-2000 Toll Free 1-800-729-8247 Fax 626-579-7299, Email
info@paxtag.com

Rapid Tag & Label, Inc. (New Jersey, Hong Kong)

Local 201-337-5551, Toll Free 877-GET-TAGS (438-8247) Email:
denise@rapidtags.com, www.rapidtags.com

NOTE:

TICKETS FOR PRICING CODE 95 CAN ONLY BE ORDERED FROM
FINELINE AND RAPID TAGS

TICKET PLACEMENT & ATTACHMENT REQUIREMENTS

- All merchandise must have a scannable UPC barcode
- All merchandise must have a human readable UPC
- Tickets should be located near the UPC barcode with the exception of packaged accessories. The price sticker should be placed on the front of the package even if the bar code is located on the back.
- Tickets should not obstruct product information including
 - Care instructions, Safety Alerts, Ingredients, and Expiration dates

ITEM TYPE	PLACEMENT USING A HANG TAG	PLACEMENT USING A STICKER
BOTTOMS - HANGING (PANTS, JEANS, SHORTS)	SWIFT ATTACH TO LEFT HAND SIDE WAISTBAND.	STICK TO POCKET FLASHER OR HANG TAG.
BOTTOMS - FLAT (PANTS, JEANS, SHORTS)	SWIFT ATTACH TO LEFT HAND SIDE WAISTBAND. SIZE STRIP APPLIED TO LOWER RIGHT HAND SIDE OF FOLD.	STICK TO POCKET FLASHER OR HANG TAG. SIZE STRIP APPLIED TO LOWER RIGHT HAND SIDE OF FOLD.
TOPS - HANGING	SWIFT ATTACH THROUGH LEFT SLEEVE OR CARE LABEL IN SEAM OF NECK.	STICK TO VENDOR HANG TAG.
TOPS - FLAT	SWIFT ATTACH THROUGH CARE LABEL IN SEAM OF NECK. SIZE STRIP APPLIED TO LOWER RIGHT HAND SIDE OF FOLD.	STICK TO VENDOR HANG TAG. SIZE STRIP APPLIED TO LOWER RIGHT HAND SIDE OF FOLD.
FOOTWEAR	N/A	PLACE STICKER ON SIDE OF BOX WITH VENDOR INFORMATION
SOCKS	N/A	PLACE STICKER ON SOCK BAND.
BRIMMED HATS	SWIFT ATTACH THROUGH EYELET ON TOP OF HAT.	PLACE STICKER ON UNDERSIDE OF BRIM OR VENDOR HANG TAG.
OUTERWEAR	SWIFT ATTACH ON LEFT SLEEVE OF GARMENT.	STICK ON HANG TAG.
BELTS	LOOP-LOCK THROUGH BELT BUCKLE.	N/A
SUNGLASSES	LOOP-LOCK THROUGH ARM OF GLASSES.	N/A

Please contact compliance@bobstores.com for product not covered above.

FOOTWEAR TICKETING

- The sticker should be placed on the same side of the shoe box as the vendor style number, color and size.
- Do not cover the UPC barcode information or any key product information.
- Do not cover the pull hole.
- Please be sure that the lid does not cover the price sticker.
- The price sticker may be applied to the box lid only if it is attached to the box.
- If the style is a wide width, narrow width or a safety toe shoe, a wide width, narrow, width and/or safety toe sticker must be placed in the upper left-hand corner of the shoebox. This sticker should be placed on the same side as the vendor style number, color and size. Do not cover the UPC barcode or any key product information.
- The box label should always be placed vertically.
- Bob's Stores requires a unique box number to be included on the ticket. The box number can be extracted from EDI-850 or hard copy purchase order. The box number is a combination derived from the last two digits of the Bob's class and the four-digit Bob's style number. Example below:

CLASS	STYLE
7520	0016

BOX NUMBER IS 20-0016

FAUX FUR AND FUR LABELING REQUIREMENTS

As of November 13, 2007, New York State law requires all garments containing any fur or faux fur be labeled accordingly. It is the responsibility of the vendor to properly label all merchandise containing any type of fur or faux fur.

The exact wording “Real Fur” or “Faux Fur” must be visible in one of the following locations on all garments:

- 1) The sewn in label of the garment.
- 2) The hangtag or joker tag of the garment.
- 3) Sticker placed on the hangtag or joker.
- 4) Sticker on the shoebox.
- 5) On the sewn in label of the shoes.

Sample Stickers for placement on Hangtag/Joker Tag (Must duplicate text exactly):



Sewn in label sample wording:

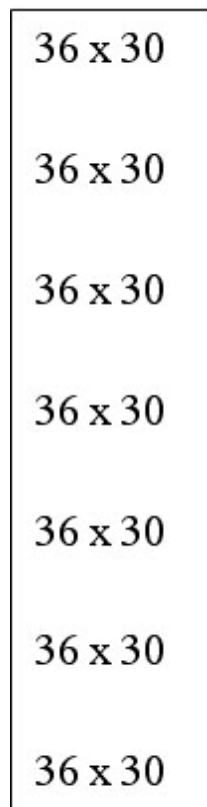
- 1) Product contains “Real Fur”
- 2) Product contains “Faux Fur”

FLOOR READY FLAT/FOLD PROGRAM

- Flat/fold programs will be determined by the buyer
- No pins, clips or excessive packaging. No individual poly bags unless used to protect a white garment
- All flat/fold merchandise must contain a clear size strip with black print. (See sample on next page)
- Size strips should never cover a vendor emblem or logo. Every item must be individually folded before packing in cartons.
- Vendors may submit examples of their folds if they differ from Bob's.

SIZE STRIP STANDARDS

- Size strips (not dots) are required on all merchandise that is flat fold presentation
- On the strip the words Small, Medium, 36x30, etc. should be printed. (See Sample)
- The strip must be clear with black print.
- The strip should be used for both tops and bottoms.
- Size strips should not leave a gluey residue on the merchandise.
- The size label must be placed on the garment, not on the poly bag. Size Strip should be placed 2 inches from the right hand side of the garment. It should be placed on the centerfold, so that half the strip appears on the front of the garment and half the strip appears on the back of the garment.



Flat Fold dimensions are as follows:

- **Men's Woven and Knit Tops**
 - All tops should be front folded (bi-fold).
 - Folded shirt dimensions should be: 10 1/2 inches across the bottom, 13 inches in length (horizontally) and between 1/4 - 1/2 inch thick. Thickness will vary with the size of the shirt.
- **Men's Fleece Tops**
 - All tops should be front folded (bi-fold).
 - Folded shirt dimensions should be: 11 inches across the bottom, 14 inches in length (horizontally) and between 1/2 - 1 inch thick. Thickness will vary with the size of the shirt.
- **Men's T-Shirts**
 - All tops should be front folded (tri-fold- Shirt bottom to Middle, Middle to shirt collar).
 - Folded shirt dimensions should be: 10 1/2 inches across the bottom, 10 inches in length (horizontally) and between 1/4 - 1/2 inch thick. Thickness will vary with the size of the shirt.
- **Men's Twill and Denim Bottoms**
 - All bottoms should be tri-fold (cuff to knee, knee to waist)
 - Folded bottom dimensions should be: 11 inches across the bottom, 20 inches in length (from waist- band to folded knee) and 1/4 - 1/2 inch thick. Thickness will vary with material type.
- **Women's Woven and Knit Tops**
 - All tops should be front folded (bi-fold).
 - Folded shirt dimensions should be: 9 1/2 inches across the bottom, 11 inches in length (horizontally) and 1/4 - 1/2 inch thick. Thickness will vary with the size of the shirt.
- **Women's Fleece Tops**
 - All tops should be front folded (bi-fold).
 - Folded shirt dimensions should be: 9 1/2 inches across the bottom, 14 inches in length (horizontally) and between 1/2 - 1 inch thick. Thickness will vary with the size of the shirt.
- **Women's T-Shirts**
 - All tops should be front folded (tri-folded - Shirt bottom to Middle, Middle to shirt collar).
 - Folded shirt dimensions should be: 9 1/2 inches across the bottom, 9 inches in length (horizontally) and 1/4 - 1/2 inch thick. Thickness will vary with the size of the shirt.
- **Women's Twill and Denim Bottoms**
 - All bottoms be tri-fold (cuff to knee, knee to waist)
 - Folded bottom dimensions should be: 8 inches across the bottom, 20 inches in length and 1/4 - 1/2 an inch thick. Thickness will vary with material type.
 - The strip should be visible when the pants are tri-folded (cuff to knee, knee to waist band).

Flat fold dimensions continued:

- **Kid's Knit Tops - (Boy's 8-20 and Girl's 7-14)**
 - All tops should be front folded (bi-fold).
 - Folded shirt dimensions should be: 8 1/2 inches across the bottom, 12 inches in length and 1/2 inch thick. Thickness will vary with the size of the shirt.
- **Kid's T-Shirts - (Boy's 8-20 and Girl's 7-14)**
 - All tops should be front folded (bi-fold)
 - Folded shirt dimensions should be: 8 1/2 inches across the bottom, 6 inches in length and 1/4 to 1/2 inch thick. Thickness will vary with the size of the shirt.
- **Kid's Twill and Denim Bottoms - (Boy's 8-20 and Girl's 7-14)**
 - All should be bottoms be tri-fold (cuff to knee, knee to waist)
 - Folded bottom dimensions should be: 6 inches across the bottom, 16 inches in length and 1/4 to 1/2 inch thick. Thickness may vary with material.

FLOOR READY HANGER REQUIREMENTS



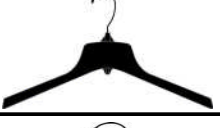
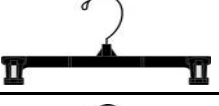



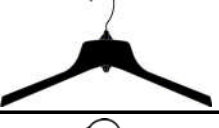
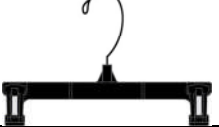
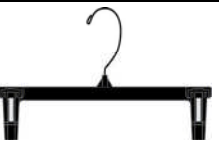

All product to be displayed hung in our stores must be shipped in compliance with Bob's Floor Ready Hanging program. The general guideline for Bob's Stores is a VICS hanger with a swivel wire hook as detailed on the following page. We will be converting to black hangers for 2012. The schedule for conversion is as follows:

Beginning October 1, 2011, we will allow black hangers on all product categories (excluding intimates). Beginning January 1, 2012, we will require black hangers on all product categories (excluding intimates). We will accept clear hangers through the December 31, 2011.

As a vendor, you are responsible for ordering and inserting hangers. Listed below are the key points to the program.



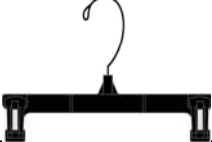

- Vendors must allow adequate lead-time when ordering hangers.
- Hangers must be ordered, shipped and billed directly to the vendor from the hanger supplier.
- Do not use size clips.
- All wide neck tops and dresses require grippers or foam strips to prevent the garment from slipping off the hanger.
- Please use the guidelines below to determine the appropriate hanger. Please contact compliance@bobstores.com if you have any questions or your product type is not listed.

APPROVED VICS HANGERS

PRODUCT DESCRIPTION	VICS MODEL #	COLOR	HANGER TYPE
MEN'S APPAREL			
Shirts, fleece, overalls, light-weight jackets, Extended sizes	484 - 17" medium weight 479 - 19" medium weight	BLACK BLACK	
Sweaters Extended sizes	584 - 17" medium weight 579 - 19" medium weight	BLACK BLACK	
Medium weight jackets	3328 - 17" heavy weight	BLACK	
Heavy weight outerwear	3319 - 19" heavy weight	BLACK	
Pants, lounge pants, shorts, swimwear Extended sizes	6012 - 12" medium weight 6014 - 14" medium weight	BLACK BLACK	
Heavy weight bottoms - thick waistbands, cargo, heavy denim	7012 - 12"	BLACK	
WOMEN'S APPAREL			
Shirts, blouses, fleece, sweaters, overalls, jackets, one piece swimwear	484 - 17" medium weight	BLACK	
Sweaters	584 - 17" medium weight	BLACK	
Medium weight jackets	3328 - 17" heavy weight	BLACK	
Heavy weight outerwear	3319 - 19" heavy weight	BLACK	
Pants, shorts, leggings, skirts, two piece swimwear	6012 - 12" medium weight	BLACK	
Heavy weight bottoms - thick waistbands, cargo, heavy denim	7012 - 12"	BLACK	
Intimate apparel: panties, teddies, full and half slips, foundations (bras/bottoms)	GS-19 - 10" light weight	CLEAR	

(continued on next page)

APPROVED VICS HANGERS (continued)

PRODUCT DESCRIPTION	VICS MODEL #	COLOR	HANGER TYPE
KID'S APPAREL			
Boy's (8 - 20), girl's (7 - 16) tops, overalls, dresses, shirts, outerwear, robes, girl's one piece swimwear Optional for oversized tops	485 - 15" medium weight	BLACK	
	484 - 17" medium weight	BLACK	
Boy's (4-7), girl's (4-6x) tops, overalls, dresses, shirts, outerwear, robes, girl's one piece swimwear	497 - 10" medium weight	BLACK	
	498 - 12" medium weight		
Pants, shorts, skirts, boy's swimwear, girl's 2-piece swimwear	6010 - 10" medium weight	BLACK	
ACCESSORIES			
Towels	6012 - 12" medium weight	BLACK	

If you do not see a hanger for your category, please contact compliance@bobstores.com for assistance.

Hanging Presentation Guidelines

Hanger opening must face left when viewing front of garment

Graphics to come

Advance Shipping Notice (ASN) Requirements

- An Advance Shipping Notice is required by the end of the day the order is shipped. The ASN must reflect what was actually shipped. ASNs that are not accurate will result in an expense offset.
 - EDI vendors must transmit the ASN electronically.
 - Non-EDI vendors must send the packing list and bill of lading to the traffic department. Please fax to the Transportation Department at 203-235-1898, attention “Traffic” or email to traffic@bobstores.com. The ASN must include the following information:
 - Vendor Name
 - Purchase Order Number
 - Total Cartons in Shipment
 - Total Cartons per PO
 - Total units per PO
 - Date Shipped
 - Summary by style of colors, sizes and quantity being delivered
 - Units by size for each style/color
 - Carrier’s name
 - Pro #
 - BOL #
 - Package ID (for Parcel shipments only)
 - Air Way Bill #, if applicable
 - Total Weight of shipment

SHIPPING INSTRUCTIONS

- Shipments received without a valid purchase order on file will be refused
- Merchandise shipped prior to the "Do Not Ship Before" date or after the "Cancel if Not Shipped By" date will be refused. Please note: On early shipments, Bob's reserve the right to make payment based on the shipping window, not actual ship date.
- If Merchandise cannot be shipped within the window, the vendor must contact the buyer. Do not put merchandise in transit until discrepancies are resolved.
- Overages and unauthorized substitutions to POs may be refused. Associated freight and handling charges will be the responsibility of the vendor. Bob's may return the units without requesting a Return Authorization.
- We allow vendors two LTL shipments from one location per week. Additional LTL shipments from the same facility in a given week may result in an expense offset.
- Vendors should make no more than two shipments to complete a purchase order.
- For vendors who ship through one of our consolidation points, the consolidator must be called prior to shipping for PO verification and to schedule a delivery or pickup appointment. Vendor must be prepared to provide the consolidator with the following information:
 - PO #'s for all POs being shipped
 - Number of cartons per PO
 - Total weight of shipment
 - Cubic dimension of shipment
 - Total cartons in shipment
- For Vendors who ship through one of our consolidation points, please provide two packing lists, one affixed to the lead carton and the other given to the driver. Vendors providing EDI ASNs need to provide only the packing list on the lead carton.
- Vendors must load truckload shipments by PO, Style (within the PO), Color (within the Style) and Size (within a Color). For Pack by Store orders load by PO / store sequence. Small orders may be strapped together.
- Vendors must load Pack by Store Orders keeping cartons for the same store/purchase order together. Cartons for the same store/purchase order may be strapped together.

ROUTING INSTRUCTIONS

- All ground shipments are to be shipped FOB ORIGIN FREIGHT COLLECT, except for shipments originating in the NY/NJ Metro Zone or in the Los Angeles, Ca. Consolidation Zone, which are to be shipped FOB CONSOLIDATOR. Please contact traffic@bobstores.com if you have any questions.
- Prepaid shipments, unless pre-approved by Bob's, will be considered a routing violation. Unauthorized prepaid bills submitted as part of the merchandise invoice will be denied pending receipt of a separate invoice containing P.O. number, shipping origin, weight of shipment and carrier.
- Bob's will not pay for the loading of freight at the vendor facility. Any freight charges incurred due to the driver having to load are the responsibility of the vendor.
- Any loading detention charges added to collect freight bills are charged back to the vendor.
- To route large shipments, please contact PMC Logistics for routing instructions. PMC Logistics is Bob's Stores logistics service partner who is authorized to verify POs and to assign the selected carrier. To contact PMC logistics:
 - Call 508-830-1100 Ext. 2120
 - Fax [Request for Routing Form](#) to 508-830-0303.
 - Email [Request for Routing Form](#) to jmodes@pmclogistics.com.
- For Air Transportation contact Bob's Transportation Department for shipping instructions and authorization. Please fax to 203-235-1898 or email to traffic@bobstores.com.
- For all International Direct Shipments contact Bob's Transportation Department for shipping instructions.
- For all Direct Shipments to the stores contact Bob's Transportation Department for shipping instructions.
- If you have any questions concerning our routing guidelines, call Bob's Transportation Department at 203-235-5775 extensions 101, 137, 312, 597, 532, fax to 203-235-1898 or email traffic@bobstores.com.

DELIVERY APPOINTMENTS

All carriers must contact Bob's Transportation Department for a delivery appointment. Carrier must arrive on time for appointments. Carriers not arriving at the scheduled appointment may be refused and delays in the unloading process can occur. To schedule an appointment, please send the manifest, delivery receipt, or bill of lading to (203) 235 - 1898 or dfield@bobstores.com.

BILLS OF LADING

- Bills of lading must include the following information:
 - ALL Purchase Order number(s) being shipped
 - Total Weight for Shipment
 - Weight by Purchase Order
 - Total Number of Cartons
 - Total Number of Cartons Per Purchase Order
 - Seal Numbers
 - Type of Product
 - National Motor freight carrier (NMFC) code
 - Shipper information - Vendor name and address
 - Freight Terms
 - DO NOT DECLARE EXCESS VALUE ON BILL OF LADING

GROUND TRANSPORTATION INSTRUCTIONS

0 - 100 LBS	* <u>FedEx Ground</u> (no insurance)
3000 lbs or 750 cubic feet and above	* <u>PMC Logistics</u> 508-830-1100 Ext. 2120, jmodes@pmclogistics.com., or fax 508-830-0303
101 - 3000 lbs	* <u>New England Motor Freight</u> * CT, DE, RI, MA, ME, VT, MD, NH, PA, * NY - NON CONSOLIDATION ZIP CODES ONLY (see below) * 800-847-2728
101 - 3000 lbs	* <u>ABF COLLECT</u> ID, NV, WY, MT, UT, CO, NM, ND, SD, NE, OK, TX, MN, IA, MO, AR, WI, IL, MS, IN, KY, MI, * WV, KS, OH, VA and CANADA * CA - NON CONSOLIDATION ZIP CODES ONLY (see below) * Call 800-232-7627 for PO verification.

For vendors who ship through one of our consolidation points, you must call the consolidation for PO verification prior to shipping. If you prefer to use your own carrier, you must call and arrange for a delivery appointment at the consolidator's facility.

101 - 3000 lbs	* <u>Linear Logistics (formerly Triangle Transportation)</u> * NY, NJ * Fob Consolidator: 07000-07900, 08800 - 08900, 10000-1180 Vendor responsible for freight charges. Pick up or delivery options available * Fob Origin : NJ (Non Metro Zone) Freight Collect to Bob's Stores * Primary Contact: Yosori Santos, Yosori.Santos@triangledistribution.com, 201-453-9981, extension 415 * Contact Name: Anita Vansertima, Anita.Vansertima@triangledistribution.com, 201-453-9981, extension 451 * Delivery hours: 8:00am - 2:00pm, Monday - Friday Require one day advance notice FOR ALL VENDORS SHIPPING THROUGH THE FOB CONSOLIDATOR ZONE, PLEASE INQUIRE ABOUT LINEAR'S PICKUP RATES.
101 - 3000 lbs	* <u>MAINFREIGHT</u> * CA * FOB Consolidator - 90001-93100 * Vendor responsible for freight charges. Pick up or delivery options available * FOB Origin - 93200-95300 Freight Collect to Bob's Stores * 888-482-3247 * You must call in advance to schedule a pickup/delivery appointment. * Pickup's can be scheduled by email to: bobs@mainfreightusa.com * Latest pickup time is 3pm with 2 hour pickup window with close time of 5pm. Pickup from 3PL warehouse, vendor name and vendor phone number must be noted on bill of lading

(CONTINUED ON NEXT PAGE)

101 - 3000 lbs

- * **CEVA**
- * WA, OR
- * CALL 800-355-8421 for PO verification and pick up.

101 - 3000 lbs

- * **SAIA Motor Freight**
- * NC, SC, FL, AL, TN, GA
- * 800-765 7242 for Customer Service, PO Verification, and pick ups.
- * When completing the Bill of Lading, it is extremely important that you enter the correct ship to address. Please use:
 - Bob's Stores**
 - C/O SAIA Motor Freight**
 - 1101 West Craighead**
 - Charlotte, NC 28206**

BILLING INSTRUCTIONS

- All invoices must show:
 - Bob's Purchase Order number
 - Vendor Name and Bob's assigned vendor number
 - Bob's department number
 - Total cartons shipped
 - Number of units of each style, by color and size
 - Weight shipped (by carton for Parcel shipments only)
- If packed by store, send one invoice per store and reference the store number on all invoices.
- Submit one invoice per shipment
- Do not invoice Bob's for the complete purchase order if you are not shipping the PO complete.
- Do NOT include your invoice with the shipment. Please send invoices directly to:

Attention Accounts Payable
Bob's Stores Corp.
160 Corporate Court
Meriden, CT 06450-8313

Please contact accountspayable@bobstores.com with any questions.

DAMAGE ALLOWANCE POLICY

It is Bob's goal to reduce the mutual expense of capital, labor and freight associated with customer worn defective product. To support this goal, Bob's policy on damages is to utilize vendor damage allowances based on actual rates of return. Bob's may renegotiate this rate periodically based on a vendor's rate of return changing. New vendors will start out with an industry average 1% damage allowance until an adequate historical rate of return varies from the 1%. Key components to the policy:

- All damage allowances are automatically deducted from each invoice.
- Damage Allowances replace the physical RTV process.

EDI

Bob's will continue to target the following business documents to be exchanged electronically.

- Purchase Orders (VICS EDI 850)
- Ship Notice/Manifests (ASN) (VICS EDI 856)
- Invoice (VICS EDI 810)

Please see Appendix C – EDI Mapping for our current mapping.

All EDI communications must conform to the Voluntary Inter-Industry Communications Standards (VICS). As of fall 1999 Bob's has been using version 4010.

Below are the EDI Guidelines:

- All EDI communications must be acknowledged as received by the supplier. The use of the functional acknowledgment (FA) is mandatory. Bob's will not send an FA unless requested by the supplier.
- All communications pertaining to purchasing of merchandise must be done using vendor UPC codes. UPC codes must comply with industry standards. We subscribe to GSX and SPS Commerce UPC catalogs and request access to your UPC catalog.
- If your catalog is not available through this provider, please ensure the following.
 - All UPCs be available immediately after receiving the order.
 - Email a spreadsheet with P.O. number (if available), style number, color, size, and UPC to compliance@bobstores.com.
 - Please include company name, UPC contact, phone number, and email address
 - We also will accept an email with a spreadsheet containing all your UPCs for the season.
- Bob's Purchase Order will start the outbound EDI communications flow to the trading partner. The Advance Ship Notice (ASN) will be sent by the trading partner and will be the inbound document to Bob's after the merchandise is packed and on the truck.
- All EDI transmissions must occur through a Value Added Network (VAN). Bob's utilizes ICC.NET. If this is not your VAN of choice, please verify the inter-connectivity between your VAN and ICC.NET.

EDI Contact: Maria Mitchell
IT System Integrator
203-235-5775, ext 322
email: mmitchell@bobstores.com

EXPENSE OFFSETS

Bob's Stores Vendor Guidelines are designed to flow your product to our stores quickly and efficiently. We need our vendors to support us by shipping merchandise floor ready, complying with our fill rate initiative, following our transportation, packing, and invoicing guidelines, and trading with our required EDI documents. Not adhering to our Vendor Guidelines causes a disruption in our receiving process and delays product flow to the stores. Bob's Stores reserves the right to generate expense offsets for non-compliance. The schedule of expense offsets is below.

EXPENSE OFFSET SCHEDULE

FREIGHT EXPENSE OFFSETS	EXPENSE OFFSET CHARGE
Failure to comply with Bill of Lading requirements	\$50.00
Failure to comply with routing guidelines	\$100 + full freight
Carrier detained at pick up location	\$100 + carrier incurred charges
Multiple freight bills not consolidated from one origin on one day	\$100 + full freight
More than two non truckload shipments in a week	\$100 + full freight
More than two shipments per PO	\$100 + full freight
PO shipped via non truckload on consecutive days	\$100 + full freight
Failure to comply with carton labeling requirements	\$7.50 carton / minimum of \$200
Failure to comply with packing list requirements	\$7.50 carton / minimum of \$200
Trailer not loaded by Purchase Order	\$250
FLOOR READY EXPENSE OFFSETS - BULK ORDERS	EXPENSE OFFSET CHARGE
Failure to comply with ticketing requirements	\$.0.50 per unit in violation + \$25 per shipment
Failure to comply with hanging requirements	\$.0.50 per unit in violation + \$25 per shipment
Flat fold items received with out size strips	\$.0.50 per unit in violation + \$25 per shipment
Un-boxed footwear not properly secured	\$.0.50 per unit in violation + \$25 per shipment
FLOOR READY EXPENSE OFFSETS - PACK BY STORE ORDERS	EXPENSE OFFSET CHARGE
Failure to comply with ticketing requirements	\$.0.50 per unit shipped + \$25 per shipment
Failure to comply with hanging requirements	\$.0.50 per unit shipped + \$25 per shipment
Flat fold items received with out size strips	\$.0.50 per unit shipped + \$25 per shipment
Un-boxed footwear not properly secured	\$.0.50 per unit shipped + \$25 per shipment

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EXPENSE OFFSET SCHEDULE (continued)

PURCHASE ORDER EXPENSE OFFSETS	EXPENSE OFFSET CHARGE
Early or late shipment	3% of PO Cost, \$250 minimum
Invalid or canceled PO	3% of PO Cost, \$250 minimum + full freight
style / color / size substitution to ordered PO	\$50/rcpt + 25% cost of merchandise
Style short shipped to ordered quantity	10% cost of shortage, \$100 minimum per PO
Style not shipped for PO	10% cost of shortage, \$100 minimum per PO
Style over shipped to ordered quantity	\$50/rcpt + 25% cost of merchandise
PACKING EXPENSE OFFSETS	EXPENSE OFFSET CHARGE
Multiple POs in a carton	\$.0.50 unit + \$25 per shipment
Carton does not conform to size and weight limits	\$7.50 carton / minimum of \$200
Style / color / size mixed in Casepack	\$.0.50 unit + \$25 per shipment
Casepack shipped as prepack	\$.0.50 unit + \$25 per shipment
Prepack not standard quantity	\$.0.50 unit + \$25 per shipment
INVOICE ISSUES	EXPENSE OFFSET CHARGE
One invoice submitted for multiple shipments	\$200.00
PACK BY STORE EXPENSE OFFSETS	EXPENSE OFFSET CHARGE
Store numbers not on packing lists	\$10 carton / minimum of \$200
Store number not listed on carton label	\$10 carton / minimum of \$200
Unauthorized shipment of merchandise direct to store	\$500 + full freight
Failure to minimize carton count	\$200.00
EDI ISSUES	EXPENSE OFFSET CHARGE
No ASN at time of receipt	\$7.50 carton / minimum of \$200
ASN not accurate	\$7.50 carton / minimum of \$200
ASN technically wrong	\$7.50 carton / minimum of \$200
ASN does not include carton detail	\$7.50 carton / minimum of \$200
Carton contents do not match ASN	\$7.50 carton / minimum of \$200
Invoice not sent electronically	\$200.00
Vendor fails to grant access to catalog	\$100.00
UPC catalog requires correction	\$100.00

If expense offsets are incurred, an expense offset detail letter will be emailed to the compliance email you have provided. If you have not provided a compliance email, please review the request in the Introduction on page 3 of these guidelines. Please see [The Anatomy of an Expense Offset Detail](#).

TERMS AND CONDITIONS

1. Buyer hereby orders the merchandise or other goods herein described (all or which merchandise or other goods are referred to herein as the "Merchandise") on the terms and conditions set forth herein, which supersede Seller's order form, if any, and which constitute the entire contract between Seller and Buyer. All of the terms and conditions set forth herein are an integral part of the order, and may not be varied or modified in any manner, except by a subsequent writing signed by an authorized representative of Buyer. Notwithstanding any previous communication between Buyer and Seller, either oral or written, the terms set forth herein shall constitute the sole and exclusive terms of the contract for the purchase of the Merchandise, and in no event shall Buyer be bound by any terms, obligations, disclaimers or limitations not set forth herein. This purchase order shall become a contract only when signed by Seller and returned to Buyer, or when Seller shall have delivered or invoiced any part of the Merchandise or shall have furnished confirmation of this order or any assortments thereunder or when Seller shall have otherwise indicated its assent to performance of this order.
2. Any shipment made by the vendor after CANCELLATION DATE specified herein shall be deemed late. All delays in delivery of the Merchandise are to be reported at once to Buyer so that Buyer may take steps to obtain conforming or substitute delivery at the earliest possible moment.
3. Without limiting any other warranty, express or implied, or any other provision contained herein, and notwithstanding any disclaimer of warranty heretofore made by Seller, Seller hereby warrants and represents the following:
 - a. The Merchandise is as per description set forth herein, as to quality, quantity and any other specifications. The Merchandise is merchantable and, even if the description contains no specifications as to quality, the Merchandise contains no holes, mends, tears, broken zippers, missing buttons/snaps, and/or defective closures and fasteners,
 - i. and / or other defects which would affect the intended fit, wearability, salability or other use of the Merchandise.
 - b. The Merchandise conforms to any instructions (as to assortment, packing, or otherwise), specifications, drawings, samples, or other descriptions furnished or specified by Buyer. The Merchandise is fit for the purpose for which it was intended and for which it was bought.

- c. The required tags, labels, or other printed materials appearing on, or affixed or attached to the Merchandise, or containers thereof, have been made so to appear, or have been so affixed or attached by the manufacturer or by an authorized representative of the manufacturer and are true and correct in all respects, and such tags, etc., the Merchandise, the Seller and the manufacturer (if other than Seller) have complied, do comply and will continue to comply, during the performance of this contract with the laws, regulations, codes, ordinances and other requirements of the United States, the State of Connecticut and any other jurisdictions and their respective regulatory agencies pertaining hereto. Without limiting the generality of the foregoing, Seller expressly warrants and respects that Seller, the manufacturer (if other than the Seller), and the Merchandise and the Merchandise and the labeling thereon, are in full compliance with the applicable requirements of the textile Fiber Products Identification Act, the Fur Products Labeling Act the Wool Products Labeling Act, the Federal Hazardous Substances Act, the Federal Flammable Fabrics Act, the Federal Occupational Safety Hazards Act, the Federal Fair Labor Standards Act, Country of Origin Labeling, and any other federal, state or local regulations applicable (in connection with this order) to Seller,
 - i. The manufacturer (if other than Seller) and the Merchandise. Seller will indemnify and defend Buyer against any claims or expenses which may arise in connection with any actual or alleged failure to so comply.
- a. The Merchandise is original and not an imitation and does not infringe upon any valid and unexpired patent, trademark, design or copyright presently held by any third party, and
 - ii. Will be delivered free and clear of any liens, claims, or rights of third parties.
- b. Except as set forth herein, there are no restrictions upon resale of the Merchandise, including, without limitation, any requirement that any labels presently attached to the Merchandise be removed.
- c. If Buyer has made available to Seller any designs or patterns, or if Seller has agreed to confine any designs or patterns to Buyer, Seller will not copy or reproduce same for others, directly or indirectly, and will use its best efforts to see that same are confined to Buyer. Notwithstanding the immediately preceding sentence, it is expressly understood that Buyer shall at all times be free to copy and reproduce or cause or permit to be copied or reproduced any designs or patterns which it has made available to Seller.

2. Seller expressly acknowledges that all rights and warranties (express or implied) regarding the Merchandise shall survive the delivery of and/or payment for the Merchandise, and that receipt, acceptance or use of any of the merchandise that is delivered late, or that otherwise does not comply with the terms and conditions hereof, or payment for any of the Merchandise, shall not be deemed to be an acceptance thereof, or a waiver of any of buyer's rights or remedies arising, either by the express provisions of this contract or by law, as a result of such noncompliance. Buyer shall be under no duty to inspect the Merchandise before resale, repacking or reshipment, and such resale, repacking or reshipment shall not constitute acceptance of the Merchandise or a waiver of any of Buyer's rights or remedies. Complaints or notice of defects in the merchandise will be considered timely if made within thirty (30) days after the discovery by Buyer of such defects (whether such discovery shall result from inspection by Buyer, complaint by Buyer's customers, or otherwise).
 - a. At the commencement, during the performance of this agreement and following the sale of the Merchandise to Buyer's customers, Seller assures and will provide to Buyer, if requested, evidence that Seller maintains sufficient insurance for general liability coverage with an endorsement for products liability either naming Buyer as additional insured, or broad form Vendors coverage wherein Buyer becomes a certificate holder upon completion of the conditions of Article 1 herein. Failure by Seller to provide a certificate of insurance as required herein shall not be construed as a waiver or
 - i. relinquishment of Buyer's rights nor Seller's obligations with respect to any of the terms or conditions of this contract.
 - b. Seller agrees to indemnify, defend and hold Buyer harmless from and against any and all suits, claims, liabilities, and damages including the payment of legal fees and court costs that result from any product defect(s) in the merchandise that cause injury and/or
 - i. damage to person or property including Buyer and/or Buyer's customers.
3. 5. If any part of the Merchandise (including any installment or portion of an installment, where installments are authorized) is delivered late, or is not in accordance with the instructions specifications and data set forth herein, or otherwise does not comply with the terms and conditions hereof or with any warranties, either express or implied, as to quality, quantity or otherwise, Buyer may, at Buyer's option:

- a. Terminate this order and reject and return all or any part of the merchandise for full reimbursement, including reimbursement of attorney's fees, court costs, and interest for seller's default herein (or may be offset, if amounts are then owing by Buyer to Seller) or both purchase price previously paid and any freight charges incurred by Buyer with respect to delivery of the Merchandise to Buyer and return of the Merchandise to Seller; and/or Utilize all or any part of the Merchandise, holding Seller liable for all damages, costs and expenses resulting from Seller's failure to comply; and/or
 - b. Accept tender by Seller of conforming Merchandise, holding Seller liable for all damages, costs and expenses resulting from the delayed delivery of conforming Merchandise; and/or
 - c. Offset and/or chargeback Seller for any shortage of the Merchandise wherein Seller or its agent (shipper) loaded and counted the Merchandise.
6. The rights and remedies set forth herein shall not act to limit or restrict the rights and remedies otherwise available to Buyer at law or in equity, including, without limitation, those set forth in Article 2 of the Uniform Commercial Code as in effect from time to time in the State of Connecticut. No waiver of any breach of any term or condition of this order shall be construed as waiver of any subsequent breach of that term or condition or other term or condition of the same or different nature.
7. Seller hereby agrees to defend at its own cost, indemnify, protect and save harmless Buyer from and against all claims, demands, proceedings, suits and actions, and all liabilities, expenses, royalties, license fees and costs (including any consequential damages, cost, expenses, legal fees incurred by Buyer, liabilities, and loss of profits resulting from loss of use or necessity of replacement of the infringing item/ownership claim or of otherwise curing any infringement/ ownership claim on account of which use of the Merchandise by Buyer is prevented or adversely affected) arising from any actual or alleged infringement of any patent, trademark, design, copyright or other right/claim, including limitation, of third parties, or from any failure to procure or satisfy the terms of any license required to be granted by any third party, or from any failure to satisfy any requirements of confidentiality with regard to the parties. In the event that any such claim shall be made against Buyer by any third Party, as noted above, Buyer shall in addition to recovering all expenses from Seller, have the right, without limiting other remedies available to it, (i) to withhold payment of a reasonable amount of any sums due Seller to satisfy the indemnity obligation until such time as the claim is satisfactorily resolved and/or (ii) to cancel this and any others orders with Seller and to return merchandise already delivered for full credit (or reimbursement, if already paid) of purchase price and reimbursement by Seller to Buyer of any freight charges and other expenses incurred by Buyer with respect to the purchase and delivery of the merchandise to Buyer and return of the Merchandise to Seller.

8. Seller assures Buyer that the Merchandise delivered to Buyer shall be free of all claims, (including claims of ownership, security interests, conversions, thefts) liens, and encumbrances and that upon the sale of the Merchandise to Buyer title to the merchandise passes to Buyer free and clear. In the event, however, any claim and/or challenge by any party(ies) is made upon the Merchandise sold to Buyer, Seller shall indemnify, defend and hold harmless Buyer including the full payment of all costs, court costs, attorneys' fees, defense costs (if Buyer finds it necessary to retain its own counsel) expenses, and the like incurred by Buyer.
9. Seller shall ship the Merchandise in accordance with the Buyer's Vendor Guidelines (as up-dated from time to time). In the event of failure to comply with this requirement, Seller shall be responsible for any additional shipping costs. In case of embargo, Seller shall request further routing instructions from Buyer's Traffic Department. Buyer may notify Seller that it intends to use its own truck for delivery. In such case, Seller shall advise Buyer of the time and place of delivery to Buyer's truck and shall place the Merchandise on Buyer's truck.
10. Without limiting anything otherwise contained herein, the Merchandise shall be at Seller's risk until actual receipt by Buyer and Buyer assumes no liability of loss, theft, shortage or damage occurring prior to Buyer's receipt of the Merchandise. Actual receipt will be determined by the FOB terms of sale. Risk of loss shall not pass to Buyer if Seller is allowed its agent, factory, mill, etc. to load and count the Merchandise on Buyer's truck.
11. Payment for all Merchandise shall be made in accordance with the terms set forth herein. All goods received on or after the 25th of the month will be paid as if billed on the first of the following month.
12. If, by reason of fires, floods, strikes, accidents, differences with labor transportation contingencies, embargoes, and inadequate supply of labor, utilities, raw materials, or any other material, equipment or supply or because of war, Acts of God, or by reason of any prohibition, restraint, order, directive, or request, rule or regulation, allocation or priority now or hereafter promulgated or enacted by any governmental agency of any other cause beyond Buyer's reasonable control, the business of Buyer, or of a subsidiary, parent, or affiliate of Buyer for whom the Merchandise is purchased, shall be interrupted, in whole or in part, Buyer shall have the option of canceling undelivered orders in whole or in part at any time, by sending a written notice to Seller.
13. Except as to the right to payment arising out of Seller's due performance of his entire obligation or as the Seller's duty to deliver the Merchandise, Seller shall make no assignment of any right arising hereunder and shall not delegate any duty owed by it to Buyer and any such attempted assignment of delegation shall wholly void and totally ineffective for all purposes unless the prior written consent of Buyer, signed by an officer of Buyer, shall have attained.

14. As used herein, the term "Seller" shall be deemed to mean Seller, its successors, assigns, heirs transferees and/or subsequent owners.
15. This order shall be governed and construed (without giving effect to principles of conflicts of laws) in accordance with the laws of the State of Connecticut and Seller and Buyer agree that only the courts of the State of Connecticut shall have jurisdiction over any controversies arising out of this order.
16. Merchandise not labeled in accordance with the FTC Textile Rules and Regulations and care labeling is subject to return.
17. Seller represents that with respect to the production of the articles and/or the performance/sale of the services/goods covered by this Purchase Order, it has fully complied in its entirety by filing continuing guarantees under the Flammable Fabrics Acts and under the Textile Fiber Productions Identification Act with the FTC.

The Bob's Stores Corp. Vendor Code of Conduct

Bob's Stores requires that all products offered for sale in our stores be produced in facilities that meet specific criteria, as set forth below:

Compliance With Applicable Laws and Regulations: Our vendors and the factories in which the merchandise they sell us is manufactured (collectively, our "vendors") must comply with all applicable laws and regulations, including but not limited to all environmental laws and regulations, and all laws, regulations and internationally adopted restrictions concerning bribery and corruption.

Health and Safety: Our vendors must provide their workers with a safe and healthy workplace and safe working conditions.

Child Labor: Our vendors must not use child labor. The term "child" will be governed by the national law of the country in which the production is being conducted, including laws defining the age for completing compulsory education. If the laws of that country do not provide a definition or if the definition includes individuals below the age of 14, we define a "child" to be anyone below 14 years of age.

Forced Labor: Our vendors must not use forced labor, whether in the form of prison labor, indentured labor, bonded labor, or otherwise.

Wages and Benefits: Our vendors must abide with all applicable laws relating to wages and benefits, and must pay the legally prescribed minimum wage or the prevailing industry wage, whichever is higher.

Working Hours: Our vendors must not require their employees, on a regularly scheduled basis, to work in excess of 60 hours per week (or fewer hours if prescribed by applicable laws and regulations). All overtime must be voluntary and must be fully compensated in accordance with the requirements of local law, and except in extraordinary circumstances, employees must be entitled to at least one day of rest in every seven-day period.

Harassment or Abuse: Our vendors must respect the rights and dignity of their employees. We will not tolerate human rights abuses, including physical, sexual, psychological or verbal harassment or abuse of workers.

Discrimination: Workers must be employed, retained and compensated based on their ability to perform their jobs, and must not be discriminated against on the basis of gender, race, color, national origin, religious, ethnic or cultural beliefs, age, or any other prohibited basis.

Freedom of Association: Our vendors must respect the rights of their workers to choose (or choose not) to freely associate and to bargain collectively where such rights are recognized by law.



160 Corporate Court
Meriden, CT 06450
Phone (203) 235-5775

Vendor Set Up Form

Please complete information below and email to compliance@bobstores.com. Grey areas to be completed by Bob's Stores
A Sample Invoice must be submitted with Vendor Set Up form.

Please select one: New Vendor Buyer Name:
 Existing Vendor Vendor Number:

Section A - Vendor Information

Vendor Name: Phone #: Line/Label Name:
 Billing Name: Factor Name:
 Remit to address: Remit to address:

 Dun's #:
 Customer Service Contact: Phone #: Email:

Section B - Bob's Business Terms

Payment Terms: Discount % Damage Allowance:
 New Store PO Terms: New Store %

Section C - Vendor Added Service Information

All orders must be shipped in accordance with the terms and conditions indication on the Bob's Stores Purchase Order and the Bob's Stores Vendor Guidelines. Our guidelines can be found on www.bobstores.com/logistics

Please acknowledge you have read the Bob's Stores Vendor Guidelines by completing the following:

Logistics / Compliance Contact: Phone #: Email:
 *Signature: Date: compliance email (refer to page 3 of Guidelines)

Section D - Routing Instructions

Ship from zip code

FOB Point is origin unless shipping from one of the consolidation points.
 FOB Terms are FOB CONSOLIDATOR if shipping from: East Coast Zip Codes - 07000 - 07900, 08800 - 08900 and 10000 - 11800
 West Coast Zip Codes - 90001 - 93100

All shipments must be shipped COLLECT.

Complete traffic guidelines can be found in our on line manual at www.bobstores.com/logistics
 If you have any questions not covered in our guidelines, please email: traffic@bobstores.com

Section F - Bob's Stores Disclaimer / Signatures

Bob's Stores reserves the right to cancel merchandise that does not pass our quality standards as rated by our authorized testing laboratory.
 Bob's Stores reserves the right to change these terms and conditions without notice.

I, the below signed do hereby agree with the above terms as stated by Bob's Stores.
 All terms and conditions of this form must be followed. Changes are not authorized.

*Vendor Signature: Date: Print Name:
 (REQUIRED)
 DMM Approval: Date:

* email return of this document qualifies as approval signature

Bob's Stores Pricing Strategies

Pricing Strategy Code	page	Pricing Strategy Description	Comments
91	1	Every Day Value	Needs list retail, Blowout logo
92	2	Every Day Fair	Needs list retail
93	3	High/ Low	
94	4	Premier	Needs Premier Logo
95	5	Blowout	Needs list retail, EDV logo

PRICING STRATEGY 91 - EVERY DAY VALUE

73
HANG TAG
W - 1.25" x H - 3.5"

85
FOOTWEAR STICKER
W - 1.7" x H - 2.5"

63
STICKER
W - 1.2" x H - 1.6"

79
PRICE ONLY STICKER
W - 1.2" x H - 1.6"

31
HANG TAG
W - 1.25" x H - 3.5"

35
FOOTWEAR STICKER
W - 1.7" x H - 2.5"

33
STICKER
W - 1.2" x H - 1.6"

39
PRICE ONLY STICKER
W - 1.2" x H - 1.6"

Legend

A	Department #	B	Season Code	C	Vendor Style #	D	Color
E	UPC Type A Barcode	F	12 or 13 Digit UPC	G	Size	H	MSRP or List Retail
I	EDV Logo	J	Bob's Selling Retail	K	Shoe Box #		

PRICING STRATEGY 92 - EVERY DAY FAIR

○
BOB'S

A → DEPT 25 311 ← B
C → VS # 1234568990
D → RED / BLACK

E → 
F → 1 23456 78901 2 4

G → **SIZE: XXL**

H → SUGGESTED PRICE
→ \$28.00
I → **BOBS LOW PRICE**
→ **\$14.99**

81
HANG TAG
W - 1.25" x H - 3.5"

○
BOB'S

DEPT 25 311
VS # 1234568990
RED / BLACK


1 23456 78901 2

J → **13-0017**

SIZE: 7 1/2

SUGGESTED PRICE
\$28.00
BOBS LOW PRICE
\$14.99

45
FOOTWEAR STICKER
W - 1.7" x H - 2.5"

DEPT 25 311


1 23456 78901 2

SIZE: XXL

SUGGESTED PRICE
\$28.00
BOBS LOW PRICE
\$14.99

43
STICKER
W - 1.2" x H - 1.6"

○
BOB'S

SUGGESTED PRICE
\$28.00
BOBS LOW PRICE
\$14.99

83
PRICE ONLY STICKER
W - 1.2" x H - 1.6"

○
BOB'S

DEPT 25 311
VS # 1234568990
RED / BLACK


1 23456 78901 2 4

SIZE: XXL

COMPARE AT
\$28.00
BOBS LOW PRICE
\$14.99

21
HANG TAG
W - 1.25" x H - 3.5"

○
BOB'S

DEPT 25 311
VS # 1234568990
RED / BLACK


1 23456 78901 2

13-0017

SIZE: 7 1/2

COMPARE AT
\$28.00
BOBS LOW PRICE
\$14.99

25
FOOTWEAR STICKER
W - 1.7" x H - 2.5"

DEPT 25 311


1 23456 78901 2

SIZE: XXL

COMPARE AT
\$28.00
BOBS LOW PRICE
\$14.99

93
STICKER
W - 1.2" x H - 1.6"

○
BOB'S

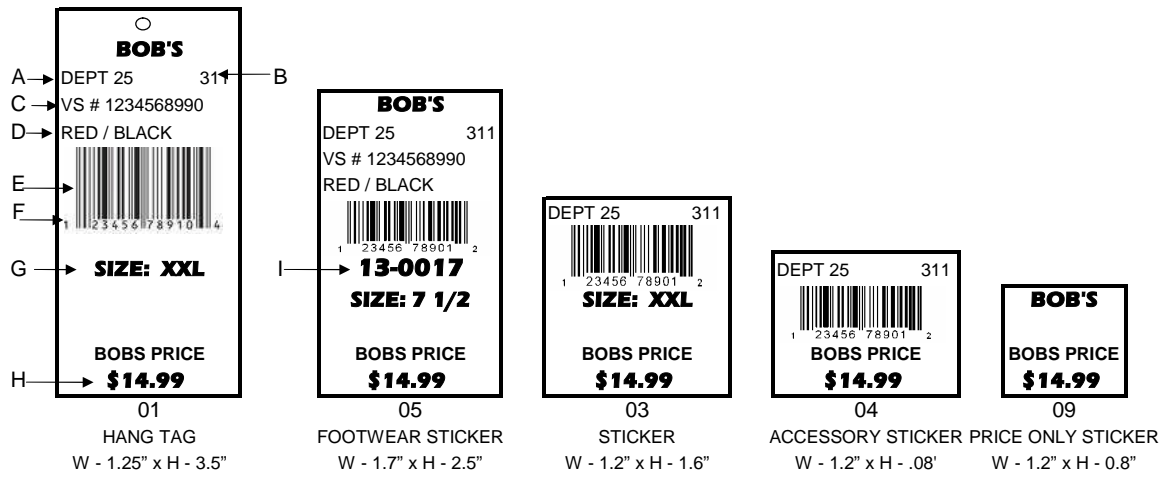
COMPARE AT
\$28.00
BOBS LOW PRICE
\$14.99

23
PRICE ONLY STICKER
W - 1.2" x H - 1.6"

Legend

A	Department #	B	Season Code	C	Vendor Style #	D	Color
E	UPC Type A Barcode	F	12 or 13 Digit UPC	G	Size	H	MSRP or List Retail
I	Bob's Selling Retail	J	Shoe Box #				

PRICING STRATEGY 93 - HIGH / LOW



Legend

A	Department #	B	Season Code	C	Vendor Style #	D	Color
E	UPC Type A Barcode	F	12 or 13 Digit UPC	G	Size	H	Bob's Selling Retail
I	Shoe Box #						

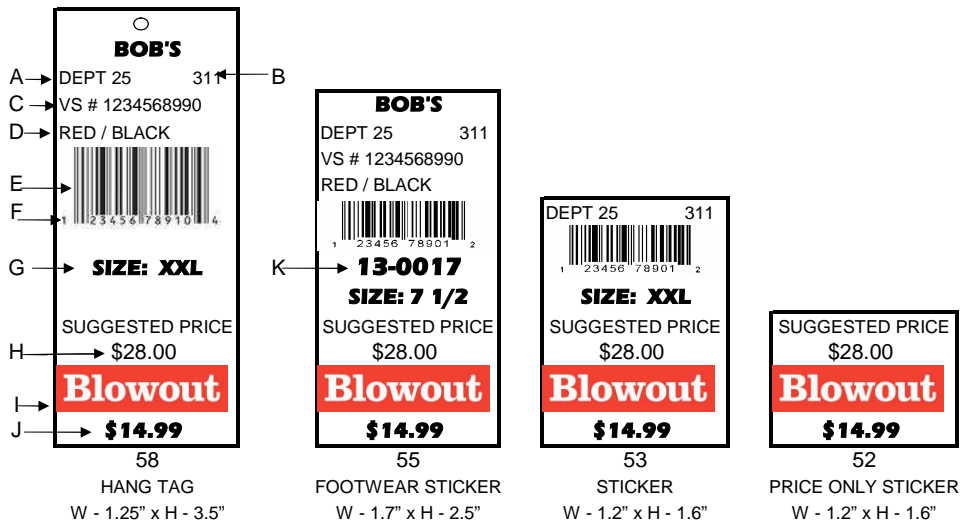
PRICING STRATEGY 94 - PREMIER



Legend

A	Department #	B	Season Code	C	Vendor Style #	D	Color
E	UPC Type A Barcode	F	12 or 13 Digit UPC	G	Size	H	Premier Logo
I	Bob's Selling Retail	J	Shoe Box #				

PRICING STRATEGY 95 - BLOWOUT



ANATOMY OF A PO

		SHIP TO ADDRESS 160 Corporate Ct Meriden, CT 06450-8313		VENDOR # 3	ORDER TYPE BULK	BUYER HANGING (H) FLAT FOLD(F)	SPECIAL PURCHASE ORDER CODES OTHER CODES		PURCHASE ORDER TERMS PER VENDOR SET UP FORM DISCOUNTS DISCOUNT %		ORDER DATE 9	START SHIP DATE 10	CANCEL DATE 11	SHIP TO ARRIVE BOB'S DC DATE 12	OTB 13	PO # 14
		DEPT # 1	PURCHASE ORDER MESSAGE YES _____ NO _____		COORDINATE CODE	RECEIPT FLOW	LADDER PLAN	15		16		VENDOR VENDOR CONTACT/FAX # LABEL				

BOB'S STORES			VENDOR		DESCRIPTION	PACK TYPE	VENDOR CASE PACK	VENDOR INNER PACK	K	TOTAL UNITS	UNIT COST	BOB'S RETAIL	LIST RETAIL	IMU	PRICING CODE	MERCH TYPE	SEASON CODE	TICKET TYPE					
CLASS	STYLE #	COOI	STYLE #	COLOR CODE															A	B	C	D	E

PACKING INSTRUCTIONS 1. Pack each P.O. separately. 2. Packing list must be attached to lead carton for each P.O. in a shipment. 3. Carton Label must include P.O. #, Dept. #, Style #, Color, Size, Carton #, and Qty. 4. Merchandise must be pre-packaged and protected. See Vendor Partner ship guide lines for instructions. 5. Excessive packaging is not permitted. Please do not use individual poly bags, bins, straps, or wire hangers.	BILLING INSTRUCTIONS 1. All invoices must show: Bob's Dept #, Vendor #, total cartons shipped, number of units of each style by color and size, weight of each carton. 2. Do not include invoice with shipment. Send invoice directly to: Bob's Stores Accounts Payable Department 160 Corporate Court Meriden, CT 06450-8313 3. Only ONE P.O. per invoice	CONDITIONS OF PURCHASE 1. This Purchase Order (the "Order") is subject to the terms and conditions on the front of the Order and to the Terms and Conditions included in the Vendor Partnership Guidelines ("the Guidelines") and to our website at www.bobsstores.com/terms . For hard copies of the guidelines, contact the Traffic Department. The Order and the guidelines provide the Buyer with remedies in the event of Vendor's noncompliance, including without limitation the right to impose Vendor chargebacks. 2. Order not valid with out DMM signature. 3. We reserve the right to refuse goods shipped outside of the ship window specified. 4. Orders must be shipped complete and on time.
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BUYER AUTHORIZATION DMM AUTHORIZATION _____ INPUT BY _____ MODIFIED BY _____	VENDOR PARTNERSHIP GUIDELINES CAN BE SEEN AT OUR WEBSITE AT http://www.bobsstores.com/bogmca
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EQUAL OPPORTUNITY EMPLOYER BOB'S STORES RESERVES THE RIGHT TO CANCEL MERCHANDISE THAT DOES NOT PASS OUR QUALITY STANDARDS AS RATED BY OUR AUTHORIZED TESTING LABORATORY

PURCHASE ORDER HEADER LEGEND (RED INDICATES INTERNAL USE ONLY)

- | | | | |
|-------------------------|----------------------------|--------------------------|--------------------------|
| 1 Department number | 5 Pack by store or Bulk | 9 Order Date | 13 Open to buy month |
| 2 Bob's ship to address | 6 Buyer Number | 10 Start Ship Date | 14 Purchase order number |
| 3 Vendor Number | 7 Hanging / flat indicator | 11 Cancel Ship Date | 15 PO message field |
| 4 EDI flag | 8 Terms | 12 Est. Date to Bob's DC | 16 Vendor contact info |

PURCHASE ORDER STYLE DETAIL LEGEND (RED INDICATES INTERNAL USE ONLY)

- | | | | |
|---------------------|-----------------------------|-----------------------------|------------------------------|
| A Bob's Class | F Product description | K Detailed size information | P IMU Pricing strategy |
| B Bob's Style | G Pack Type (pre-Case Pack) | L Total units ordered | Q indicator Merchandise code |
| C Bob's color code | H Quantity | M Unit cost | R code |
| D Vendor style num | I Inner Pack Quantity | N Bob's Retail | S Season Code |
| E Vendor color code | J Bob's Size Code | O MSRP | T Ticket Type indicator |

Anatomy of a Expense Offset Detail

Detail for Expense Offset Number: 93188
Vendor Name and Vendor Number

Offset Amt	Service Fee	Inherent Dol	Freight	Offset Type	Offset Tier
1 <input type="text" value="\$175.00"/>	2 <input type="text" value="\$25.00"/>	3 <input type="text" value="\$150.00"/>	4 <input type="text" value="\$0.00"/>	5 <input type="text" value="Violation"/>	6 <input type="text" value="1"/>
Cust Rule	Rule Category	Rule			
7 <input type="text" value="507"/>	8 <input type="text" value="Failure to comply with ticketing requirements"/>	9 <input type="text" value="507 Retail on ticket does not match PO retail"/>			
Create Date	Transmit Dt	Adjust Reason	Credit Dollars	Tier 1 Offset	Approve Flag
10 <input type="text" value="02/10/2011"/>	11 <input type="text" value="02/15/2011"/>	12 <input type="text"/>	13 <input type="text" value="0"/>	14 <input type="text" value="\$ 0.50/UnitIssue Units"/>	15 <input type="text" value="A"/>
PO Num	Ship Date	Cancel Date	PO Order Cost		
16 <input type="text" value="331354"/>	17 <input type="text" value="01/07/2011"/>	18 <input type="text" value="01/21/2011"/>	19 <input type="text" value="\$2,982"/>		
Ship To	Vendor	Vendor Name		PO Analyze Dt	
20 <input type="text" value="0000"/>	21 <input type="text" value="9811"/>	22 <input type="text" value="VENDOR NAME"/>		23 <input type="text" value="02/10/2011"/>	
Recv Num	Recv Dt	Recv Loc	Recv Units	Recv Cost	
Sequence	Audit Type	Audit Complete	Audit Site		
24 <input type="text" value="33135435498"/>	25 <input type="text" value="RF Audit Load"/>	26 <input type="text" value="02/05/2011"/>	27 <input type="text" value="0000"/>		
Audit Assoc	Recv Units	Audit Units			
28 <input type="text" value="RF Audit Load"/>	29 <input type="text" value="300"/>	30 <input type="text" value="300"/>			
Comments	31 <input type="text" value="Audit #: ; Audit dt: 02/04/2011 10:42:00"/>				

Issue	Bobs Style	Vendor Style	Color	Issue Units	Issue Comments
31	32	33	34	35	36
1	018180695	68041-001	BLACK	300	Product ticket at \$30.00, ordered at \$25.00

LEGEND

- | | | |
|--|---------------------------------|--|
| 1 Amount charged =expense offset + service fee | 13 Any Credits that were issued | 25 Internal use only |
| 2 Service fee amount | 14 Expense offset calculation | 26 Date audit conducted |
| 3 Expense offset amount | 15 Approval flag | 27 Internal use only |
| 4 Freight charges incurred | 16 Purchase order number | 28 Internal use only |
| 5 Type of offset (freight or violation) | 17 Start shipdate | 29 Total units received |
| 6 Internal use only | 18 Cancel ship date | 30 Units audited |
| 7 Bob's Stores rule number | 19 Total cost of purchase order | 31 Count of issue |
| 8 Rule Group | 20 Ship to store number | 32 Bob's style number of product in violation |
| 9 Detailed Rule | 21 Vendor number | 33 Vendor style number of product in violation |
| 10 Date expense offset was created | 22 Vendor name | 34 Color of product in violation |
| 11 Date expense offset was transmitted to vendor | 23 Date PO was analyzed | 35 Units in violation |
| 12 Any adjustments that were issued | 24 Internal use only | 36 Explanation of issue |