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Welcome to Sally Beauty Holdings

Whether you are a new or existing vendor with Sally Beauty Holdings, Inc.(SBH) which includes the following banners, Sally Beauty Supply and Beauty Systems Group, the following set of requirements should be followed in order to engage in a business relationship with SBH. The adherence to these requirements will enable our Vendor Performance Team, Distribution Centers, Buying Teams and Accounts Payable to effectively, accurately and quickly receive, stock and process your shipments for payment and serve our customers.

The requirements in the following document will cover important information on:

- 1. How to electronically communicate with SBH via EDI
- 2. Prepare shipping documents such as packing slips
- 3. Carton, label and pallet requirements
- 4. Purchase order accuracy and shipping window expectations
- 5. Appointment requirements
- 6. Transportation
- 7. Regulatory carton and product markings
- 8. New vendor onboarding

All references in the document are to SBH and will apply to all banners as listed above.

For more information, please reach out to the Vendor Performance Team vendorperformance@sallybeauty.com. You can also find this manual and our Supplier Code of Conduct at https://www.sallybeauty.com/vendor-compliance-guide.html.

At any time, you may update your organization contacts here: https://rb.gy/kqypk



This manual replaces "Sally Beauty Holdings, Inc. Vendor Guide For Merchandise Vendors" April 8, 2019



Electronic Data Interchange (EDI) Requirements

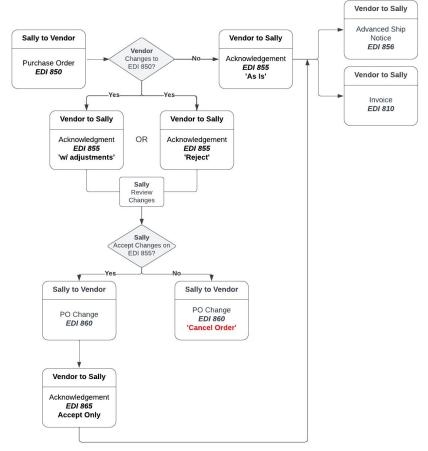
EDI will enable SBH to electronically exchange business information in efforts to facilitate speed and accuracy. To effectively exchange data, both SBH and our vendors must utilize the same formatting for all fields (data maps), which will require testing and validation before a vendor can be considered an active EDI trading partner.

Benefits

- Improved operational efficiency and accuracy
- Enhanced visibility to data
- Faster payment to vendors

Requirements

- SBH requires all vendors to be 100% EDI compliant, actively and successfully exchanging all required documents.
- SPS Commerce is SBH's partner for EDI testing, validation and VAN services.
 Although SPS is the dedicated VAN for SBH, you may choose to use any EDI provider for your EDI needs.
- The following documents must be tested with SPS Commerce and pass to become EDI compliant and active with SBH:
 - Purchase Order (850)
 - Purchase Order Acknowledgement (855)
 - Purchase Order Change (860)
 - Purchase Order Change Acknowledgement (865)
 - Advanced Ship Notice (856)
 - Invoice (810)





EDI New Vendor Onboarding

SPS Commerce is SBH's partner for EDI testing, validation and VAN services. If you are a new vendor with SBH, the following process will occur for your EDI activation.



Important

- Must provide an EDI contact to buyer to prevent delays in activation
- SPS will contact new vendor once 'Vendor Onboarding' process is complete
- Vendors will have 45 days to successfully complete testing
- Use the following SPS link to become familiar with SPS mapping documents and the SPS site http://community.spscommerce.com/sally-beauty-fulfillment



Electronic Purchase Order (850)

This X12 Transaction Set contains the format and establishes the data contents of the Purchase Order Transaction Set (850) for use within the context of EDI environment. This transaction set should be used to convey items, quantity, costs, ship to location, allowances and delivery window.

Benefits

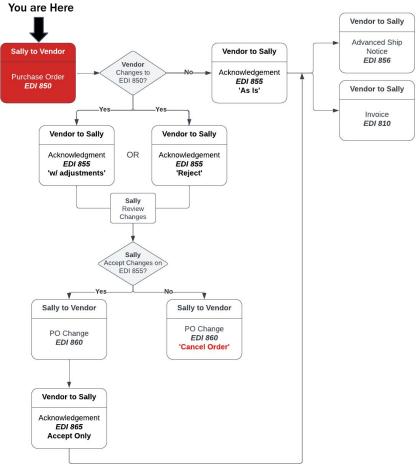
- Streamline communication
- Increased accuracy
- Data consistency

Requirements

- Purchase Order will only contain one designated Distribution Center/Ship to Location
- Only one shipment per purchase order
- Any changes to the Purchase Order must be communicated through the EDI 855 document within 48 hours of purchase order receipt

Resources

EDI 850 Map



Purchase Order Acknowledgment (855)

This X12 Transaction Set contains the format and establishes the data contents of the Purchase Order Acknowledgment Transaction Set (855) for use within the context of EDI environment. SBH requires this transaction set to be used as an acknowledgment of the purchase order and to notify SBH if there are any adjustments to the purchase order items, quantities, costs, and allowances.

Benefits

- Streamline communication
- Increased accuracy
- Data consistency

Requirements

- Must be acknowledged within 48 hours of purchase order receipt
- Verify all details are correct
- Vendor can take the following actions on the EDI 855
 - Accept 'as is' or reject
 - Only the following adjustments may be made: items, quantities, costs and or allowances
- This document should not be used as a generic acceptance of the EDI 850 transaction
- If no EDI 855 is received, SBH will consider all information transmitted on the EDI 850 as a binding agreement with the vendor

You are here Vendor to Sally Advanced Ship Sally to Vendor Notice EDI 856 Vendor Purchase Orde EDI 855 Vendor to Sall EDI 810 EDI 855 EDI 855 Review Changes Accept Changes on Sally to Vendor Sally to Vendor PO Change PO Change EDI 860 'Cancel Order Vendor to Sally Acknowledgemen EDI 865 **Accept Only**

Resources



Purchase Order Change (860)

This X12 Transaction Set establishes the data contents of the Purchase Order Change Request. This will be a SBH buyer initiated transaction set (860). This transaction will be used: (1) by a buyer to request a change to a previously submitted purchase order or (2) by a buyer to confirm acceptance of a purchase order acknowledgement (855) initiated by the vendor.

Benefits

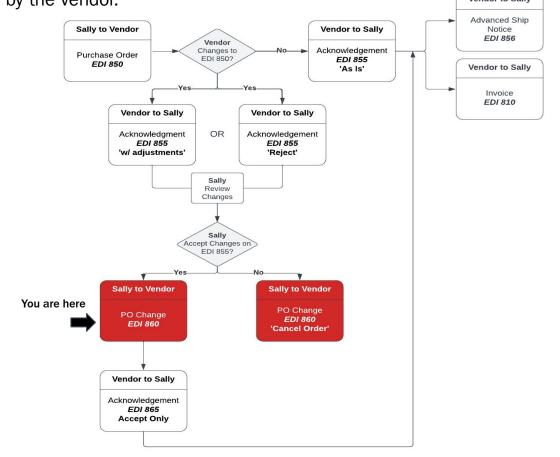
- Streamline communication
- Increased accuracy
- Data consistency

Requirements

- SBH will transmit the EDI 860 if necessary, based on the details of the inbound EDI 855
- SBH will transmit the EDI 860 within 24 hours of receiving the EDI 855 from the vendor

Resources

EDI 860 Map





Purchase Order Change Acknowledgment (865)

This X12 Transaction Set establishes the data contents of the Purchase Order Change Acknowledgment. This will be a vendor initiated transaction set (865). This transaction will be used by the vendor to convey the acceptance or rejection of the changes communicated on the EDI 860 (Purchase Order Change).

Benefits

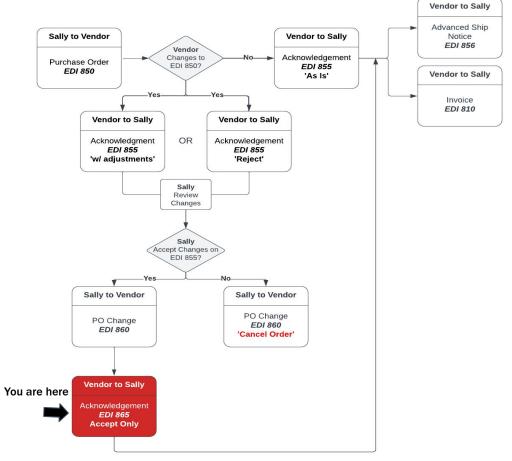
- Streamline communication
- Increased accuracy
- Data consistency

Requirements

- Vendor will transmit the EDI 865 to convey the acceptance of an EDI 860, if one was transmitted to the vendor.
- Vendor will transmit the EDI 865 within 48 hours of receiving the EDI 860 from SBH.

Resources

EDI 865 Map





Advanced Ship Notice/ ASN (856)

This X12 Transaction Set establishes the data contents of the Ship Notice/Manifest Transaction Set (856). The transaction should be used to list the contents of a shipment as well as additional information relating to the shipment, such as order information, product description, quantities, and carrier information. The EDI 856 enables the sender to specify the contents and configuration of a shipment at the carton level.

Benefits

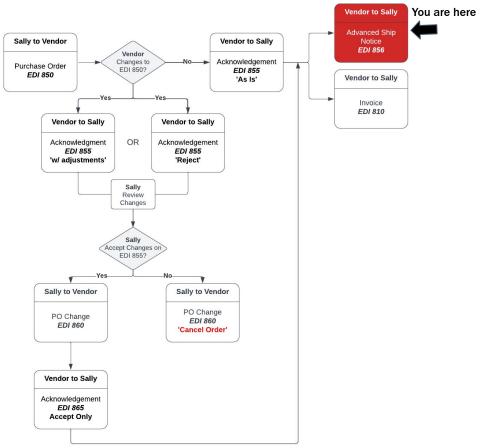
- Improved inventory accuracy
- Increased receiving efficiencies
- · Improved invoicing accuracy, quicker payment

Requirements

- ASN must be received by SBH before a delivery appointment can be made.
- Appointment scheduling requirements can be found <u>HERE</u>.
- Consolidated ASNs not allowed, only one purchase order per ASN.
- · ASN must have a unique BOL number. Do not re-use the same BOL number.
- ASN must contain accurate information corresponding to the purchase order and inbound shipment to SBH.

Resources

EDI 856 Map



Electronic Invoice (810)

This X12 Transaction Set contains the format and establishes the data contents of the Invoice Transaction Set (810) for use within the context of the EDI environment. The transaction set will be used for the billing for goods shipped against the purchase order and the Advance Ship Notice.

Benefits

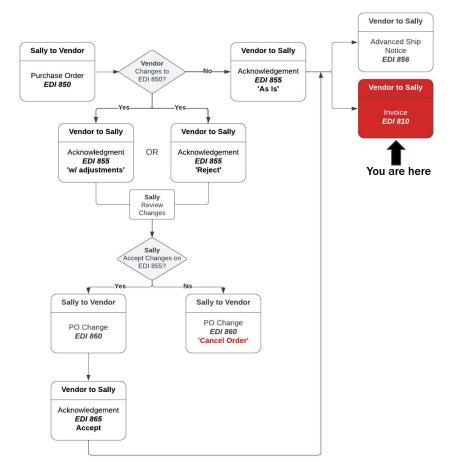
- Streamline communication
- Increased accuracy
- Data consistency

Requirements

- An invoice can only contain one purchase order.
- EDI 810 should contain accurate information as to what was shipped against the purchase order to include: items, quantity, costs and allowances.
- All data elements on the invoice must match the most current purchase order along with the ASN, as to not delay payment.

Resources

EDI 810 Map



Inbound Appointment Scheduling

SBH requires all LTL and FTL shipments to have appointments for delivery at the designated Distribution Center indicated on the purchase order.

Requirements

- ASN must be received by SBH before an appointment can be scheduled.
- SBH will conduct an ASN to purchase order validation prior to appointment scheduling. If variances are found during the validation, appointment will not be made.
- Appointment request must include all purchase orders that are being delivered, carton count by purchase order and total pallet count in the delivery.
- Shipment must arrive on time of scheduled appointment.
 - Shipments that arrive later than 60 minutes from scheduled appointment may be rescheduled or asked to wait for dock availability.
 - SBH is not responsible for any fees associated with idle or wait time related to an appointment that is late and asked to wait for dock availability.
 - SBH will monitor carrier performance on 'on-time' deliveries and accuracy of delivery details.
- Shipment must be delivered within the delivery window, stated on the purchase order.
- Any shipments delivered without an appointment or outside the delivery window may be turned away at the dock door.
- Shipment must be delivered to the correct distribution center location on the purchase order.



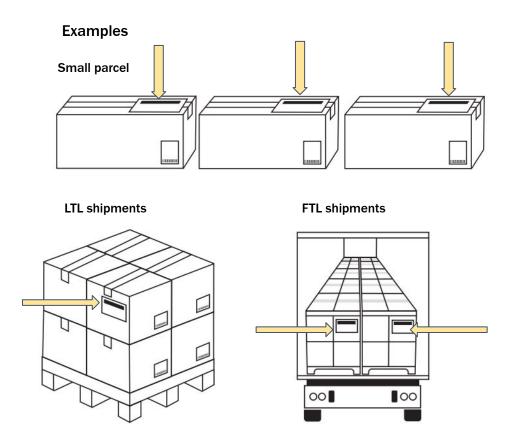
^{**} Routing guide and distribution center details can be found in the appendix.

Packing Slip Requirements & Placement

SBH requires all shipments to contain a packing slip, indicating the contents of either the shipment or the single carton (small parcel) deliveries.

Requirements

- Packing slip is required for all shipments.
- Packing slip must be located/affixed:
 - Small parcel: Packing slip required on each carton showing only contents of that carton.
 - LTL shipments: Packing slip(s) must be affixed in an exterior sleeve beside pallet label on the last pallet of the loaded shipment facing trailer door. Packing slip contained should only be for cartons on said pallet.
 - FTL shipments: Packing slip(s) must be affixed in an exterior sleeve beside pallet label on the last pallet loaded on the trailer, facing the door of the trailer.



Packing Slip Contents Requirements

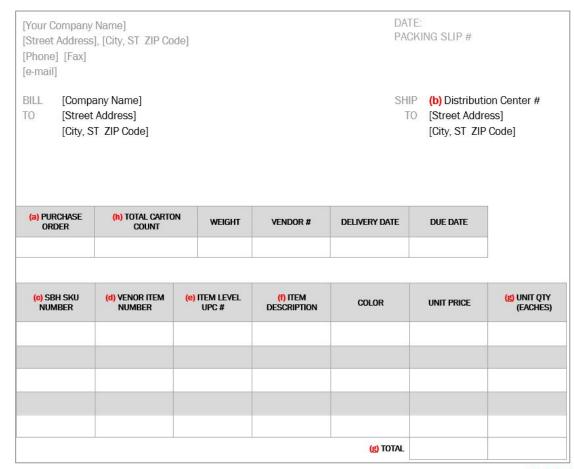
SBH requires all shipments to contain a packing slip, indicating the contents of either the shipment or the single carton (small parcel) deliveries.

Requirements

Packing Slip must contain:

- a. Purchase order number
- b. Delivery location (Warehouse)
- c. SBH SKU number
- d. Vendor item number
- e. Item Description
- f. Item level UPC#
- g. Unit quantity (eaches)
- h. Total quantity in carton
- i. Total carton count of shipment

Example





Carton - Label Requirements

SBH requires all cartons to have a permanently attached carton label to aide the Distribution Center in the receiving process.

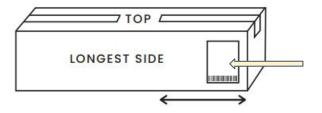
Requirements

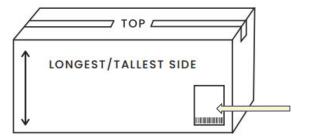
- All cartons must be labeled with a scannable GS1-128 label, following the GS1 technical formatting standards and the SBH specific label data fields.
- Cartons more than 6" tall should have the label permanently affixed in a vertical orientation to the bottom right hand corner of the carton, on the longest side.
- Cartons less than 6" tall should have the carton label placed as stated above, with the excess of the top portion of the label folded over the top of the carton.
- Do not cover taped seams with labels or place label on top of the carton.
- Please note that a packing slip does not count as a carton label.
- Label size should be 4" x 6".

Resources

GS1-128 Label Map

Examples





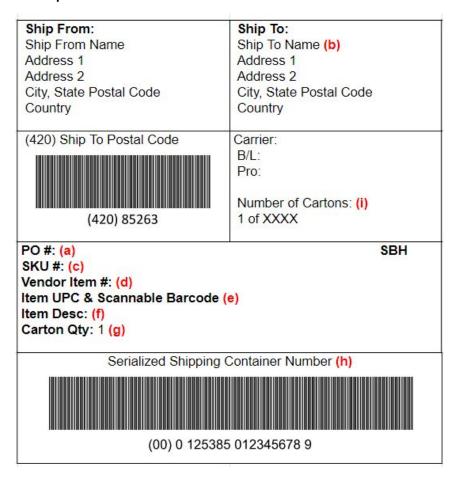


Carton - Label Requirements (GS1-128)

The Carton label must contain the following elements:

- a. Purchase order number
- b. Delivery location (warehouse)
- c. SBH SKU number
- d. Vendor item number
- e. Item level UPC# & Scannable Barcode
- f. Vendor description from 850 & 856
- g. Case quantity
- h. GS1-128 barcode
- i. Carton count sequence number (1 of xxxx)

Sample GS1-128 Label



Carton - Packaging Requirements

SBH requires cartons being shipped be of good quality, specific size, weight and with appropriate packing material to ensure safety within the Distribution Centers and to limit damages to merchandise being shipped.

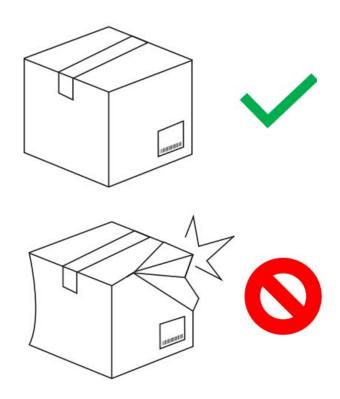
Requirements

- Cartons must be sealed properly and maintain structural integrity to move within the supply chain.
- Carton dimensions & weight requirements:

Minimum requirements: 9"L x 7"W x 3"H (2 lbs.)

Maximum requirements: 25"L x 22"W x 23"H (50 lbs.)

- · Cartons must have inner voids filled with acceptable packing materials (dunnage).
- The use of sustainable packing materials is preferred. Packing materials accepted and have sustainability options include: bubble wrap, eco-friendly foam, ranpak, air pillows, eco-friendly molded inserts, and recyclable paper.
- The following packing materials are not allowed: styrofoam peanuts, shredded paper, printed newsprint, and confetti.

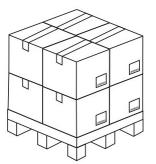


Pallet - Requirements

Pallet requirements are critical to the safety and efficiency of the inbound receiving process at the SBH Distribution Centers.

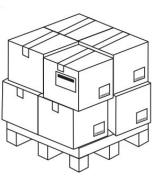
Requirements

- Pallets must be in acceptable condition; only wood pallets are permitted.
- Pallet must maintain structural integrity to move within the supply chain.
- Pallet must be stacked 55" or lower in height and with a standard dimension of 48" X 40".
- Cartons must be secured on the pallet with no overhang.
- Keep cases of the same SKU and purchase order on the same pallet unless quantity exceeds pallet capacity.
- Only a single distribution center per pallet.



Secured Pallet, no overhang

Pallet not secure, cartons not aligned, overhang



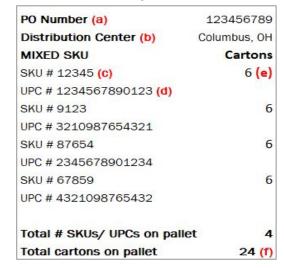
Pallet - Label Requirements

Pallet label requirements are important to the inbound receiving process and will aide the Distribution Center to quickly identify and receive shipments.

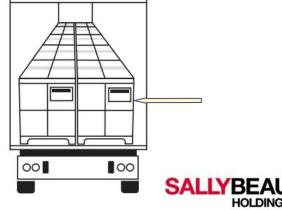
Requirements

- Label must be affixed to the upper right corner of the pallet, positioned on the side facing the door of the trailer.
- Pallet label should include the following elements:
 - a. Purchase order
 - b. Distribution center location
 - c. SBH SKU contained on pallet
 - d. UPC # contained on pallet
 - e. Total carton count by SKU (do not include next to UPC)
 - f. Total pallet carton count
- If there are multiple SKUs on the pallet, then the pallet must be labeled 'Mixed SKU'.

Pallet Label Example - Mixed Sku







Purchase Order, Accuracy and Floor Ready

Purchase Order Accuracy is critical to the success of products being shipped and sold through SBH. It is a standard expectation that a vendor ship what is ordered and within the expected delivery window. SBH will monitor end to end purchase order accuracy. In addition to the importance of the accuracy, all products shipped must have a scannable UPC either affixed or printed on the sellable item for a product's floor ready requirement.

Purchase Order Requirements and Accuracy

- Purchase order must ship complete and in full.
- Must ship within the delivery window as stated on the purchase order EDI 850.
- Only ship items and quantities on the final purchase order.
- Substitutions are not permitted.
- Overages are not permitted.

Floor Ready

UPC (GTIN-12) barcode labeling required on all products.

Regulatory Carton and Product Markings

SBH follows the DOT and Federal Motor Carrier Safety Administration's requirements on handling and marking cartons containing hazardous materials. Along with the adherence to hazardous materials, SBH also complies with FDA regulations including the assurance that products sold are within the expiry date. SBH's new item and vendor onboarding process contains all required product specifications. The below requirements are strictly for the shipment of goods to the SBH Distribution Center.

Requirements

- All cartons containing hazardous chemicals must be labeled with the appropriate hazardous markings and/or labels.
- Please reference the Federal Motor Carrier Safety Administration's Hazardous Carton Marking Guidelines. They can be found following this link:

Hazardous Carton Marking Regulations

- Sally Beauty Holdings requires shelf life for all products to exceed 12 months and all products, with expiration dates, must be received greater than 12 months from expiration.
- All cartons loaded on a single pallet should only be from a single lot number, for a single sku pallet. No mixed lot numbers on a single pallet.



Transportation Requirements

Please follow the below general shipping instructions when shipping to SBH. These instructions apply to shipments within the continental United States, as well as to Alaska, Hawaii, Puerto Rico, and Mexico.

- · All shipments require an appointment for delivery. Please see the appointment requirements here.
- Only one shipment per purchase order unless order quantity exceeds a full truckload.
- Shipments under **15 cartons** and **200 lbs**. should be sent via a small parcel carrier.
- When shipping LTL, the vendor must list the Classification on the BOL. Classification can be found in the National Freight Classification
 <u>Manual</u>, which is required by the Department of Transportation.
- Bill of Lading should contain and list out the number of boxes per pallet.
- · Vendor must contact TPS Logistics at SPA@TPSlogistics.com for Carrier EDI requirements.

Transportation Requirements

Collect Shipments to SBH

Consignee:	Freight Bill:			
All SBH Suppliers	Sally Beauty % TPS Logistics PO Box. 490 Troy, MI 48099			

Load Type:	Approved Carriers:			
Parcel Carton>40 lbs. or any package with its length (longest side of the carton) + girth(2x width) + (2x height) combined exceeding 105" in length or any package with the longest side > 48" wide or any packages with its second longest side > 30"	UPS: 1-800-742-5877			
Less Than Truckload (LTL) 200-10,000 lbs. or less than 12 linear feet	YRC: 800-610-6500* Holland: 800-456-6322*			
Truckload shipments (TL) Greater than 10,001 lbs. and greater than 12 linear feet	Contact: TPS Logistics @ 248-731-4725 or SBA@tpslogistics.com			



^{*}Please follow the <u>routing guide</u> in the appendix for the selection of the approved carriers based on your ship from and ship to location.

Vendor Shipment Error Notification

Effective April 2023, SBH is sending auto-email notifications to alert Vendors of shipping errors: overages, shortages, substitutions, damages and incorrect delivery location. This system is also used to request Return Authorizations. This new portal is a powerful control mechanism for both Vendor and SBH to track these activities in an organized manner. Purchase Order, SKU-level detail and photos will accompany notifications where applicable. Emails will come from "SBH Shipment Errors" and require a first-time account setup and authentication upon an error notice.

I need to change who receives this email. How do I do that?

Please contact SBHVSEN@sallybeauty.com to update our contact database.

My password isn't working. How do I reset it?

Follow the prompts for "Forgot Password" to reset.

I have multiple SKUs on a PO to authorize a return for. Can I just fill out one email?

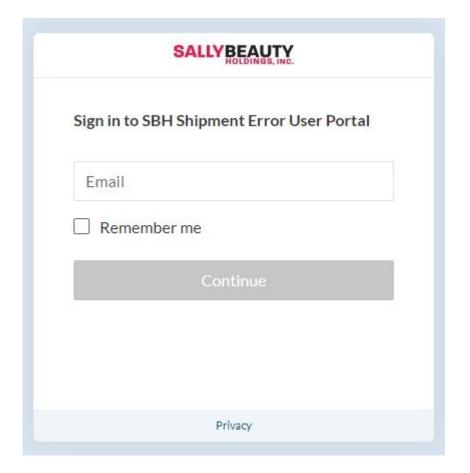
No, each record must be addressed even if you upload or enter the same information.

What if I don't authorize the return?

Please contact the Planning & Allocation team member in the landing page or that you usually work with to resolve the discrepancy.

Who do I contact if the screen isn't working?

Please contact SBHVSEN@sallybeauty.com for technical assistance





Contact Information and Important Links

SBH Team	Email Address or Link
Vendor Performance Team	vendorperformance@sallybeauty.com
EDI Team	edi@sallybeauty.com
Transportation & Logistics	sbhtransportation@sallybeauty.com
Accounts Payable	apinvoices@sallybeauty.com

SBH Partners	Email Address or Link
SPS Commerece	www.spscommerce.com
TPS Logistics	SBA@tpslogistics.com

Appendix

- June 2023 Update
- Requirement Listing Quick reference
- Routing Guide quick reference
- Distribution center address listing

June 2023 Update

Valued Partners.

Over the past year, Sally Beauty Holdings, Inc. (SBH) embarked on several strategic initiatives focused on end-to-end supply chain efficiencies. Today's communication is to provide an update on a critical work stream: Vendor Performance. The goal of this work stream is to increase automation and efficiency in product flow starting with our purchase order, through vendor shipment, distribution center receipt, and ending with timely payments to our vendor partners.

Last fall, SBH formed a new Vendor Performance team. This team partnered cross-functionally to develop clear guidelines and policies addressing fundamental aspects of the supply chain. A few examples of these guidelines and policies:

- ASN utilization, compliance and requirements
- PO change workflow and approval process
- Carton and labeling requirements

We are also revising our EDI utilization, compliance and requirements. SBH will be partnering with SPS Commerce to facilitate the changes and re-certification. More information will be coming to you soon on these changes.

Next Steps: In the next couple of weeks, you will be receiving a copy of the revised Vendor Compliance Manual. Upon receipt of this communication, you will be asked to:

- 1. Confirm receipt of the manual and adherence to the new guidelines
- 2. Provide updated contact information for key resources in your organization
- 3. Provide samples of the following documents so we can verify that they meet the new requirements:
 - Packing List
 - Carton Label
 - o Pallet Label

Look for an invitation to an informational webinar (planned for early-mid August) to review the changes and answer any questions you may have. We are also updating the information on our website. For more information, please reach out to the Vendor Performance Team vendorperformance@sallybeauty.com. We will continue to share details over the coming weeks. In the meantime, please begin building awareness within your organization of the nature of these changes and their importance.

To reiterate, this program is being developed to increase efficiencies in the supply chain for SBH and our vendor partners, increase the automation of that process, and enable faster timely payment to our partners. We appreciate your support and partnership.

Thank you,

Mark Spinks
President Beauty Systems Group LLC

John Goss

President Sally Beauty Supply

Maryann Herskowitz

GVP, Sally Beauty Merchandising



Requirements Listing

EDI

100% EDI Compliant in all documents

One PO and DC location per ASN

855 transmitted within 24 hours of 850 receipt

865 transmitted within 24 hours of 860 receipt

Packing Slip

Packing Slip must contain all required elements

Packing Slip must be located/affixed to correct location on both small parcel & LTL shipments

Carton

Carton Label must contain required components

Scannable GS1 Barcode

Caton Label placed in correct location

Master packed cartons require carton contents label

Carton must maintain structural integrity to move within the supply chain

Carton weight must be: Min 2lb Max 40lbs

Carton dims must be: Min 9x7x3 Max 25x22x23

Cartons must have inner voids filled with packing materials (dunnage)

Acceptable packing material (ram pack, tissue, air pillows and foam)

Pallet

Pallet label placement

Pallet label contents

Mixed SKU pallets must be labeled as "Mixed"

Keep cases of the same PO/SKU on the same pallet

Keep cases of a single DC LOC on the same pallet

Authorized pallet must be in good and useable condition

Pallet must not exceed 55" in height

Cartons must be secured on the pallet with no overhang

Carton & Product Markings

Hazardous shipments must contain appropriate labeling

Product must be received >12 months before expiration

Each item must have a scannable UPC

Only one lot number per pallet

Shipment Delivery & Appointment Scheduling

The same SKU/PO should not be loaded on multiple trucks unless quantity requires

Shipments under 15 cartons &/ 200lbs should be sent via Small Parcel Carrier

All LTL & FTL shipments must have appointments for delivery

ASN & PO validations must match before appt can be scheduled

ASN must be received by SBH before appt. can be scheduled

Apointments must arrive on time

Shipment must be received within PO ship dates

Shipment must be delivered to location on PO

Accuracy

Ship 100% complete to PO/SKU quantity

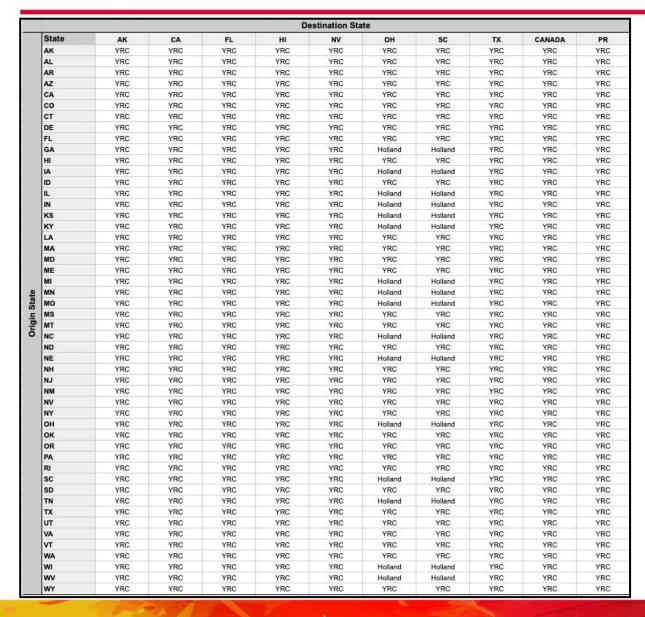
No Substitutions

Ship only one time against PO

No overages



Routing Guide



Note: When shipping to Canada, Alaska, Puerto Rico and Mexico, please use YRC.



Distribution Center Listing

Warehouse ID	Location	Entity	Address	City	State	ZIP	Country	Time Zone	Email for Appointments
7010	Calgary	Beauty Systems Group Canada INC (BSG)	5381 - 72 Ave SE	Calgary	AB	T2C 4X6	CA	MST	RecvAppt-BSGCalgary@sallybeauty.com
9951	Columbus	Arcadia Beauty Labs LLC	4309 Janitrol Road	Columbus	ОН	43228	US	EST	RecvAppt-SallyColumbus@sallybeauty.com
8997	Fresno	Arcadia Beauty Labs LLC	480 E North Ave Suite 104	Fresno	CA	93706	US	PST	RecvAppt-BSGFresno@sallybeauty.com
6210	Greenville	Arcadia Beauty Labs LLC	5805 Jaysville - St John Rd	Greenville	ОН	45331	US	EST	RecvAppt-BSGGreenville@sallybeauty.com
95004	Greenville QS	Greenville Quickship	Beauty Systems Group	Greenville	ОН	45331	US	EST	RecvAppt-BSGGreenville@sallybeauty.com
9437	Hawaii	Beauty Systems Group LLC	99-1434 Koaha Place	Aiea	н	96701	US		RecvAppt-BSGHawaii@sallybeauty.com
9925	Jacksonville	Arcadia Beauty Labs LLC	1550 Vantage Way	Jacksonville	FL	32218	US	EST	RecvAppt-SallyJacksonville@sallybeauty.com
7087	Missisauga	Beauticians' Supply	395A Pendant Dr	Mississauga	ON	L5T 2W9	CA	EST	RecvAppt-BSGMississauga@sallybeauty.com
95009	North Texas	Beauty Systems Group LLC	15453 Wolff Crossing	Justin	TX	76247	US		RecAppt-AllianceDC@sallybeauty.com
5290	Puerto Rico	Sally Beauty de Puerto Rico, Inc	Island Logistics, Street 869 KM 2.6 Building B	Catano	PR	00962	US		eacosta@islandwide.com
9929	Reno	Arcadia Beauty Labs LLC	9975 Moya Blvd	Reno	NV	89506	US	PST	RecvAppt-SallyReno@sallybeauty.com
9995	Reno QS	Reno Quickship	9975 Moya Blvd	Reno	NV	89506	US	PST	RecvAppt-SallyReno@sallybeauty.com
6454	Spartanburg	Arcadia Beauty Labs LLC	310 John Martin Rd	Spartanburg	SC	29303	US	EST	RecvAppt-BSGSpartanburg@sallybeauty.com