

August 1, 2000

Dear HSN Vendor,

In an effort to enhance our warehouse fulfillment EDI program, HSN is currently developing a new format for the Purchase Order Change (860) EDI document. Currently HSN sends all PO Changes as a PO replacement. This requires the vendor to compare the original PO with the PO replacement to discover what has changed.

The New PO Change (860) will contain only the actual changes from the original Purchase Order. The exact changes will be outlined in the 860 EDI Technical Guide. Two additional changes; 1) the HSN category number will be available in both the 850 and 860. 2) HSN will begin utilizing the HSN accounting vendor number on all future PO's, instead of our order management vendor number. You will be notified of this number in the initial correspondence to you.

If you have any questions regarding the new EDI 850 or 860 guidelines please contact an HSN EDI representative. Tim Weber, 727-872-5453, Debbie Smithers 727-872-4582 or Wayne Brookover 727-872-5672.

After speaking with all of our current EDI vendors I am sure these will be welcome changes. The Home Shopping Network's target date for putting the new documents into production is October 1, 2000. All HSN EDI vendors must complete testing before new documents can be implemented. Thank you for your time and efforts and we look forward to assisting you in this process.

Sincerely,

Timothy Weber
Sr. EDI Analyst - HSN