

L.L. Bean
EDI Implementation Guide
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Section 1

QUICK RESPONSE AND EDI WITH

L.L. BEAN

Quick Response and EDI with L.L. Bean

L.L. Bean has made a commitment to implementing Electronic Data Interchange (EDI) relationships with all of its significant vendors and for all primary business transactions. We are excited by the opportunity to implement EDI with you. We realize the strategic and tactical gains that will be attained with this powerful tool. To assist you we are providing this Implementation Guide.

We will begin our EDI relationship by transmitting purchase orders and receiving functional acknowledgments. This Implementation Guide will take you through the steps necessary to accomplish that goal.

The retail industry is very competitive. A company's ability to remain profitable is dependent not only on its product base, but also on its ability to provide customers with superior service (in the form of high in-stock levels) while maximizing inventory turnover. EDI is a major component, as well as an industry standard, in pursuit of quick response goals and time based competition. L.L. Bean is building a range of electronic transactions to efficiently process the entire order cycle from preseason planning through in season payment.

Although EDI is a powerful tool and will change the way we do business, it is only a piece of the overall quick response effort. It will enhance our business partnership. On-going planning and communication will continue to be major attributes of our quick response program with you.

Bean is currently using the following EDI transaction sets in version 3060 of the Voluntary Inter-industry Communications Standards (VICS) :

- Transmitting Purchase Orders (850)
- Receiving Advance Ship Notices (856)
- Transmitting and Receiving Functional Acknowledgments (997)

As part of our new Order Fulfillment Center expansion, L.L. Bean has also:

- Implemented UCC-128 Bar-coded Case Labels

We hope that the EDI relationship we are beginning will grow to include additional business documents and develop into a full quick response relationship benefiting both our companies for years to come.

Section 2

WHAT ARE QUICK RESPONSE AND EDI?

What is Quick Response?

Quick Response (QR) at L.L. Bean is a merchandising philosophy built upon a foundation of planning, mutual goal setting, and ongoing communication to achieve lower average inventories, higher in-stock levels, and improved customer service. These quick response strategies can be maximized by utilizing technologies such as EDI, Standard Case Markers(SCM), such as the UCC-128 Label, and electronic scanning.

What is EDI?

EDI (Electronic Data Interchange) is the exchange of common business documents and data in machine readable public standard format that is sent electronically (via phone lines) rather than in paper form. The user of EDI does not have to change internal data bases. EDI defines a common language used to get information from one computer's application to another. The user must translate this information from or to his own computer system, but the translation software has to be prepared only once.

Who started EDI?

The developers of EDI came from the transportation industry – ocean, motor, air, and rail carriers and the associated shippers, brokers, customs, freight forwarders and bankers. In 1975, the first set of standards were coordinated by the Transportation Data Coordinating Committee (TDCC) and were published containing 45 transaction sets for the transportation industry. This formed the basis for the American National Standards Institute (ANSI) X12 standards used by many industries.

Who wants EDI?

As a result of the emergence of accepted standards, many industries – including shipping, retail and grocery, apparel manufacturing, chemicals, automobiles, electrical, electronics, utilities, petroleum, metals, and paper – have begun serious campaigns to develop standards in the EDI standard syntax. There are over 60,000 users of EDI in North America as well as many users in the Pacific Rim and Europe. Between the X12 developed standards and the TDCC coordinated standards, there are over 150 documents approved in use.

Who is affected by EDI?

It is evident that all types of industries are seeing the advantages of EDI. As more and more of these industries use EDI, companies will feel the need to participate, or they may be left behind by the competition.

Why EDI?

Businesses traditionally conduct external transactions through paper exchanges (i.e., purchase orders, invoices, etc.). In recent years, the growth in these paper exchanges has been explosive. Although computers greatly facilitate the use of paper documents, organizations have been seeking more expedient techniques for processing massive amounts of data.

Various industry groups and individual businesses use electronic alternatives to handling paper. Motives include the need to reduce order cycle times, inventory investment, and paper processing costs, and to enhance cash availability.

EDI reduces the handling and processing of paper documents. This increases accuracy, productivity, and decreases lead times. It also allows the transmission of data directly from one organization's computer to another. The exchange and integration of data into an organization's system promotes QR strategic gains such as improved production planning.

Why is there a need for universal standards?

Proprietary formats are supported by a single company or industry. Users are forced to modify their computer systems to accommodate the proprietary format. Organizations desiring to conduct multi-industry transactions face the problem of supporting an array of incompatible electronic interchange standards.

The adoption of universal EDI standards has enabled all organizations to use a single agency to develop and maintain transaction sets. Changes are made by a consensus process governed by the Uniform Code Council (UCC) and the Voluntary Inter-industry Communications Standards (VICS). The UCC oversees EDI transactions and standards for several industries. VICS maintains standards and controls the process of making changes to existing transactions and the addition of new transactions specifically within the retail industry.

Because we are each transmitting documents in and out of the industry standard, we can still be very compatible with very different hardware set-ups. For instance, we use an IBM ES9000 mainframe. You could use another brand's PC, and through EDI, our computers and internal databases and systems would be "compatible".

How will my sales representative be able to follow-up on orders without hard copy PO's when we move to EDI?

Your Sales and Marketing Department will need to work with your Information Systems Department to develop on-line screens or printed reports of EDI purchase orders received. Application integration is the key to successful EDI and Quick Response programs.

Section 3

EDI IMPLEMENTATION – STEP BY STEP

EDI Process Overview

The L.L. Bean EDI implementation schedule provides an easy to follow, step by step, process to achieve EDI production. We will work together to develop a more specific implementation schedule that meets our mutual needs. When you are ready to begin EDI Implementation, contact Steve Gabri, 207-552-6266, for the (850) Purchase Order information. For the (856), Advance Ship Notice, please contact the ASN coordinators, Ruth Clement, 207-552-6950 or Andrea Goodenow at 207-552-6919.

HOW IT WORKS:

The following is an example of the typical EDI purchase order (PO) flow:

Bean uses its merchandising systems to generate PO's.

The PO's are then fed into a translator program which converts the data from L.L. Bean's internal format into an industry standard format. We are using the VICS 850 standard, version 3060.

The translated document is then transmitted to the Advantis network and stored in your electronic mailbox. (**Please Note:** Advantis is one of several value added networks (VAN) available. Using Advantis will facilitate direct EDI communication with L.L. Bean, **but is not a requirement for implementing EDI with L.L. Bean.** You should choose the network that best meets your needs.)

You then pick up the PO's from your mailbox by dialing into your VAN. Your company's translation software converts the information into a form usable by your computer system.

Your translation software generates a functional acknowledgment (FA) message. Your communications software then sends the FA back to L.L. Bean's mailbox at Advantis, confirming your receipt and translation of the purchase order document.

COMPONENTS OF THE EDI SOLUTION:

Hardware:

You may use your present computer hardware (PC, mid-range, or mainframe). You will also need a modem capable of baud rates that are compatible with your VAN.

Software:

- Translation Software

L.L. Bean has translation software to convert outbound and inbound documents (e.g. PO's, advance ship notices) to the industry standard. You will need to obtain translation software to convert these documents to the form usable by your computer.

- **Communication Software**

This software is often provided by your VAN to perform the communication interface between the translation software and the network.

Network:

The basic services of a VAN usually consist of switched or leased line communications, protocol conversion, speed conversion, security, storage and forwarding of information. For more information on the services offered by Advantis, please call QuickResponse Services, 1-800-872-9673. If you choose a VAN other than Advantis, we will still be able to engage in EDI – VAN's routinely exchange EDI documents through what are called VAN interconnects.

Standards manuals:

Although it is possible to engage in EDI without owning a copy of EDI standards manuals, we have found that having standards information handy facilitates the use of proper data structures, formatting, and syntax. L.L. Bean uses VICS version 3060, a subset of the broader ANSI X12 standards. As you expand your use of EDI, you will likely find that your other customers use a variety of standards versions.

Hard copy VICS manuals can be purchased from the Uniform Code Council (UCC) by calling (800) 543-8137. If you would like to receive new versions of VICS standards and supplemental updates, on a regular basis, you should become a member of the UCC. The UCC also sponsors a number of conferences, seminars, and is an excellent source for educational materials.

Step by Step Implementation

Achieving the ability to receive our purchase orders by EDI will help prepare you to send and receive additional transaction sets with L.L. Bean. What follows is a 13 step process we will need to accomplish to enter into and complete testing for the transmission of electronic purchase orders. Test procedures for other transaction sets may differ somewhat.

Appendix A Review L.L. Bean Implementation Guide and related materials

- Mapping Documents (section 5)
These pages specify the format, as derived from VICS, in which we will send/receive EDI documents.
- EDI Software Information (section 6)
Many EDI software providers can provide all of the PC software, training, Please review section 6 and call the software providers with any questions.
- Advantis and QRS information (section 7)
If you already own EDI software, QRS can establish your account and user ID's on the Advantis network. If you are already a customer of Advantis, you may want to call QRS at (800) UPC-WORD to authorize the roll-up of your network services to receive a discount on your EDI transmissions.
- Vendor SKU List
This report lists all styles that the vendor produces for L.L. Bean. You will need this to create a cross reference table matching L.L. Bean SKU's to your internal item identification system. If you need a more current copy and have not received one with this guide, please contact Steve Gabri at 207-865-4100, ext. 26266, Ruth Clement at ext. 26950 or Andrea Goodenow at ext. 26919.
- L.L. Bean Trading Partner Agreement (Appendix B)

2. Establish an account with a VAN

Unless you have already done so, you will need to acquire account and user ID's with a Value Added Network in order to send/receive EDI documents with L.L. Bean. In sections 6 and 7 we explain how to establish service with the Advantis network. Using Advantis will facilitate your EDI communication with L.L. Bean, but we encourage you to evaluate other VAN's and choose one that best suits your needs.

3. Receive and install EDI software

L.L. Bean will not require you to select any specific provider.

4. Program the 850 document mapping and create the 997

We will start with the PO(850), and FA(997). Mappings must be complete before testing can begin.

5. Complete connectivity testing with your VAN

Before testing directly with L.L. Bean, it is important to ensure that you have a proper connection with your VAN. Contact Advantis, or your VAN, to initiate connectivity testing. It is at this time that you should resolve any problems with your account or dialing into your electronic mailbox.

6. Build your L.L. Bean SKU cross-reference table

We will transmit our proprietary 10 digit SKU number (and associated free-form style, color, size descriptions) and UPC code on electronic PO's. This table will allow you to convert our SKU into whatever item identification system you currently use. If you need a more current SKU list call 207-865-4100, Steve at ext. 26266, Ruth at ext. 26950 or Andrea at ext. 26919.

Appendix A Set up information exchange profile

Please refer to the two EDI Specifications Sheets at the end of this section. The first, is a brief one-page summary of L.L. Bean's EDI hardware, software, account and user IDs, etc. Have your EDI Administrator set up a profile using our **test** mailbox account and communication ID information, or call your VAN to have this accomplished. Fill out the blank Vendor EDI Specifications Sheet and return a copy to the L.L. Bean EDI Coordinator so that we may do the same.

Appendix A Schedule test transmissions with L.L. Bean

When you have completed steps 1 through 7, above, call the L.L. Bean EDI Coordinator to schedule transmissions of test purchase orders.

Appendix A Begin sending/receiving test transmissions

The L.L. Bean EDI Coordinator will inform all affected L.L. Bean departments of the onset of testing. Your EDI Administrator should do the same in your organization.

We will transmit an initial test purchase order from our test EDI mailbox (communication qualifier: 12, communication ID: 2078654761) to whatever EDI mailbox you define on the returned Vendor EDI Specifications Sheet (see step 8). You will return a functional acknowledgment to our test EDI mailbox. If this initial test is not successful, further testing will be conducted as required. The same process would hold for all documents we test, including ones we receive from you.

Please note: **TEST ORDERS SENT DURING THIS PHASE MUST NOT BE FILLED BY ACTUAL PRODUCT.**

10. Parallel Test

After the successful transmission of the test PO and corresponding FA we will move to parallel testing. From this point forward, we will send live EDI PO's from our production EDI mailbox and expect FA's to be sent back to the same address. You will receive paper back-up orders the first 2 or 3 times we send real EDI PO's. You should compare the paper documents to the EDI documents. **IN THE CASE OF DISCREPANCIES OR PROBLEMS, THE PAPER PO WILL SUPERSEDE THE EDI DOCUMENT.** If a paper document is mishandled or delayed, the EDI document should not be processed until another paper copy can be obtained for verification of the order. Paper copies can be requested by contacting the appropriate L.L. Bean buyer.

11. Complete Parallel Testing

Parallel testing will be completed when both L.L. Bean and the vendor agree the EDI transmission of purchase orders and FA's are working well and that paper purchase orders are no longer needed. The timing of eliminating the paper purchase orders will be mutually agreed upon, but should be able to be implemented after no more than two or three successful ordering cycles.

12. Begin EDI Production

After successful parallel testing, paper copies of the purchase order will be eliminated. Our buyers may choose to send our EDI Summary Report – a 1 page fax listing all PO's EDI'd to you the previous night.

From this point forward, please contact the L.L. Bean Coordinator to report any transmission problems as soon as possible.

13. Maintain your L.L. Bean SKU cross-reference table

As new styles are developed and SKU's are created, it is important that you maintain your cross-reference table. This will minimize the possibility of our buyers placing an EDI order that you are not prepared to receive. To communicate these new SKU's to you, our systems generate a report of new SKU's by vendor on a weekly basis. These reports will be mailed to whomever you designate as the proper recipient. If you would prefer to receive SKU information electronically, we should discuss implementing the VICS 832 transaction set.

Transmission Times

Under normal circumstances, L.L. Bean will have EDI PO's transmitted to the Advantis network by 2:00 a.m. EST and Buy Plans and SKU information by 7:00 a.m. EST, Tuesday through Saturday. We pick up information from our mailbox four times daily at 4:30a.m., 10:00a.m., 1:00p.m., and 4:00pm EST every day. **L.L. Bean requires its vendors to return functional acknowledgments within twenty-four (24) hours of receiving our transmissions.** We request our vendors check their EDI mailboxes after our 2:00 & 7:00 a.m. transmission times each business day to ensure you are processing our documents in a timely manner. We will follow-up on any unacknowledged EDI transmissions within 2 business days.

Section 4

L.L. BEAN EDI CONTACT LIST

In this section we introduce the L.L. Bean EDI team, define each person's role and make suggestions about who to call when you have questions.

EDI/QR BUSINESS AND TESTING QUESTIONS:

The individuals listed below will work closely with you to implement EDI. They are the liaisons between the L.L. Bean buying staff, programmers, and you the vendor. All test and production EDI questions, even if technical in nature, should go first to our EDI Coordinator.

Steve Gabri serves as the EDI Technical Manager for all EDI documents.

If you are interested in testing the 850 PO please call Steve.

If you are interested in testing the 856 ASN, or need information about bar-coding, please contact Andrea Goodenow or Ruth Clement .

For questions relating to the content of purchase orders (i.e. price, quantity, ship date, etc.) have your sales representative contact the appropriate L.L. Bean buyer at phone (207) 865-4761 or fax (207) 552-2802.

Contact: Steve Gabri – EC Analyst
Phone: (207) 865-4100 ext. 26266
Fax: (207) 552-6857

Contact: Andrea Goodenow- ASN Coordinator
Phone: (207) 865-4100 ext. 26919
Fax: (207) 552-6824

Contact: Ruth Clement- ASN Coordinator
Phone: (207) 865-4100 ext. 26950
Fax: (207) 552-6824

EDI TECHNICAL QUESTIONS:

Steve Gabri supports the technical aspects of our EDI program. He maintains our translation software, codes integration software, develops new transaction sets, and ensures that all transmissions (sent and received) are formatted correctly.

Section 5
MAPPING DOCUMENTS

Mapping Documents

On the pages that follow, we present our specifications, or mapping, for each of the transaction sets we support:

- Purchase Orders (VICS 850)
- Advance Ship Notices (VICS 856)

Specification Sheets

Each map outlines the segments and elements we have chosen to send/receive for these transaction sets as defined by VICS. To date, L.L. Bean has not, nor do we plan, to design mappings that do not fit within the guidelines of such standards. Please keep in mind that EDI standards define the use of certain segments and elements as mandatory (M), some as optional (O), and still others as conditional ©. However, all data elements and segments set forth on our maps are considered mandatory when engaged in EDI with L.L. Bean.

Lastly, you will find a one page document called the L.L. Bean Building ID Codes Table. On faxed or mailed PO's we indicate a ship-to address with a one character code (e.g. code CC equals a ship-to address of Casco St., Freeport ME. 04033). With EDI 850 purchase orders, you will now receive one of the two-character codes listed in this table in element N104.

If you have any questions about how to interpret these maps, please refer to VICS manuals, consult the Glossary in this guide, or call the L.L. Bean EDI Coordinator.

LL BEAN EDI PURCHASE ORDER FORMAT
VICS 850 – VERSION 3060

(ENVELOPE HEADER INFORMATION: ISA12 = 00303; GS08 = 003060VICS)

<u>TITLE</u>	<u>LEVEL</u>	<u>REF. DES.</u>	<u>DATA ELEMENT</u>	<u>VALUE</u>	<u>ATTRIBUTE</u>	<u>LENGTH MIN/MAX</u>	<u>FORMAT/MEANING</u>	<u>MAX USE</u>
TRANSACTION HEADER								
	SET	ST						1
TRANSACTION CODE	SET ID	ST01	143	850	ID	3/3	type of transaction	
TRANS. NUMBER	SET CONTROL	ST02	329	control number	AN	4/9	<=9999	
BEGINNING SEGMENT								
		BEG						1
PURPOSE CODE		BEG01	353	00	ID	2/2	00 = original copy	
PO TYPE CODE		BEG02	92	SA	ID	2/2	SA = stand alone order	
PO NUMBER		BEG03	324	purchase order	AN	1/22	purchase order number	
PO DATE		BEG05	323	issue date	DT	6/6	YYMMDD/PO issue date	
NOTE/INSTRUCTIONS								
		NTE						100
FREE FORM MESSAGE		NTE02	3	po notes	ID	1/60	free form text	
REFERENCE NUMBERS								
		REF						12
REFERENCE QUALIFIER	NUMBER	REF01	128	CH	ID	2/2	CH = customer catalog number	
REFERENCE NUMBER		REF02	127	season-year	AN	1/30	cost season-year (ex: SP93)	
DATE/TIME REFERENCE								
		DTM						10
PO DATE QUALIFIER		DTM01	374	010	ID	3/3	010 = expected po ship date qualifier	
PO DATE		DTM02	373	ship date	DT	6/6	YYMMDD	
PO DATE QUALIFIER		DTM01	374	001	ID	3/3	001 = cancel after date qualifier	
PO DATE		DTM02	373	cancel date	DT	6/6	YYMMDD	
NAME								
		N1						1

ENTITY IDENTIFIER CODE	N101	98	BY	ID	2/2	BY = buying party qualifier
NAME	N102	93	L.L. Bean, Inc.	AN	1/35	buying party's name
NAME	N1					1
ENTITY IDENTIFIER CODE	N101	98	ST	ID	2/2	ST = ship to location
NAME	N102	93	building name	AN	1/35	free form name of receiving building
IDENTIFICATION CODE	N103	66	92	ID	1/2	92 = assigned by buyer
IDENTIFICATION CODE	N104	67	building ID	AN	2/17	reference L.L. Bean's Building ID Table

<u>TITLE</u>	<u>LEVEL</u>	<u>REF. DES.</u>	<u>DATA ELEMENT</u>	<u>VALUE</u>	<u>ATTRIBUTE</u>	<u>LENGTH MIN/MAX</u>	<u>FORMAT/MEANING</u>	<u>MAX USE</u>
	DETAIL				S			
PO BASELINE ITEM DATA		PO1						1
ASSIGNED IDENTIFICATION		PO101	350	Seq-nbr within PO	AN	1/11	differentiates line items	
QUANTITY ORDERED		PO102	330	quantity	R	1/9	order quantity	
UNIT OF MEASURE CODE		PO103	355	EA	ID	2/2	EA = each	
UNIT PRICE		PO104	212	cost	R	1/14	cost per each	
BASIS OF UNIT PRICE CODE		PO105	639	TE	ID	2/2	TE = contract price per each	
PRODUCT ID QUALIFIER		PO106	235	CB	ID	2/2	CB = buyer's catalog number	
PRODUCT ID		PO107	234	L.L. Bean SKU nbr	AN	1/30	(item#(5)color#(2)size#(3))	
PRODUCT/ITEM DESCRIPTION		PID						1
ITEM DESCRIPTION TYPE		PID01	349	X	ID	1/1	X = semi structured code and text	
PRODUCT CHARACTERISTIC CODE		PID02	750	08	ID	2/3	08 = buyer's product qualifier	
DESCRIPTION		PID05	352	description	AN	1/60	L.L. Bean item description	
PRODUCT/ITEM DESCRIPTION		PID						1

ITEM DESCRIPTION TYPE	PID01	349	X	ID	1/1	X = semi structured code and text
PRODUCT	PID02	750	75	ID	2/3	75 = buyer's color qualifier
CHARACTERISTIC CODE DESCRIPTION	PID05	352	description	AN	1/60	L.L. Bean color description

PRODUCT/ITEM DESCRIPTION **PID** **1**

ITEM DESCRIPTION TYPE	PID01	349	X	ID	1/1	X = semi structured code and text
PRODUCT	PID02	750	91	ID	2/3	91 = buyer's size qualifier
CHARACTERISTIC CODE DESCRIPTION	PID05	352	description	AN	1/60	L.L. Bean size description

SUMMARY

TRANSACTION TOTALS	CTT						1
NUMBER OF PO ITEMS	CTT01	354	PO1 quantity	NO	1/6	total number of line items	

TRANSACTION TRAILER **SET** **SE** **1**

NUMBER OF INCLUDED SEGMENTS	SE01	96	segment quantity	NO	1/10	total number of segments in transaction
TRANS. SET CONTROL NUMBER	SE02	329	control number	AN	4/9	same number as ST02

LL BEAN EDI ADVANCE SHIP NOTICE FORMAT – PICK AND PACK STRUCTURE
VICS 856 – VERSION 3060

(ENVELOPE HEADER INFORMATION: ISA12 = 00303; GS08 = 003060VICS)

<u>TITLE</u>	<u>LEVEL</u>	<u>REF. DES.</u>	<u>DATA ELEMENT</u>	<u>VALUE</u>	<u>ATTRIBUTE</u>	<u>LENGTH MIN/MAX</u>	<u>FORMAT/MEANING</u>	<u>MAX USE</u>
HEADER								
TRANSACTION HEADER	SET	ST						1
TRANSACTION CODE	SET ID	ST01	143	856	ID	3/3	type of transaction	
TRANS. NUMBER	SET CONTROL NUMBER	ST02	329	control number	AN	4/9	<=9999	
BEGINNING SEGMENT								
		BSN						1
PURPOSE CODE		BSN01	353	00	ID	2/2	00 = original	
SHIPMENT ID		BSN02	396	shipment ID	AN	2/30	shipper generated ID	
DATE		BSN03	373	date	DT	6/6	YYMMDD	
TIME		BSN04	337	time	TM	4/6	HHMMSS	
DETAIL								
HIERARCHICAL LEVEL		HL						1
HIERARCHICAL ID NUMBER		HL01	628	hier-id	AN	1/12	hierachical level number	
HIERARCHICAL CODE	LEVEL	HL03	735	S	ID	1/2	S = shipment level	
CARRIER DETAILS								
		TD1						20
PACKAGING CODE		TD101	103	CTN25	AN	5/5	CTN = carton qualifier	
LADING QUANTITIY		TD102	80	nbr-cartons	NO	1/7	number of cartons in shipment	
WEIGHT QUALIFIER		TD106	187	G	ID	1/2	G = gross weight qualifier	
WEIGHT		TD107	81	weight in pounds	R	1/10	total weight of shipment	
UNIT OF MEASURE		TD108	355	LB or KG	ID	2/2	LB = pounds, KG = Kilograms	
ROUTING								
		TD5						12
ROUTING SEQUENCE CODE		TD501	133	routing code	ID	1/2	indicates carrier's relationship	

ID QUALIFIER	CODE	TD502	66	2	ID	1/2	2 = SCAC qualifier
ID CODE		TD503	67	SCAC code	AN	2/17	Standard Carrier Alpha Code
TRANSPORTATION TYPE		TD504	91	type code	ID	1/2	mode of transportation code
ROUTING		TD505	387	routing	AN	1/35	free-form description

<u>TITLE</u>	<u>LEVEL</u>	<u>REF. DES.</u>	<u>DATA ELEMENT</u>	<u>VALUE</u>	<u>ATTRIBUTE</u>	<u>LENGTH MIN/MAX</u>	<u>FORMAT/MEANING</u>	<u>MAX USE</u>
REFERENCE NUMBERS		REF						>1
REFERENCE NBR QUAL		REF01	128	BM	ID	2/2	BM = Bill of Lading number qualifier	
REFERENCE NBR		REF02	127	Bill of Lading nbr	AN	1/30	Bill of Lading number	
REFERENCE NUMBERS		REF						>1
REFERENCE NBR QUAL		REF01	128	CN	ID	2/2	CN = carrier's ref. Nbr. Qualifier	
REFERENCE NBR		REF02	127	PRO number	AN	1/30	PRO number	
DATE/TIME REFERENCE		DTM						10
DATE/TIME QUALIFIER		DTM01	374	011	ID	3/3	011 = shipped	
DATE		DTM02	373	date	DT	6/6	YYMMDD	
FOB INSTRUCTIONS		FOB						1
SHIPMENT METHOD OF PAYMENT		FOB01	146	payment code	ID	2/2	indicates method of payment	
NAME		N1						1
ENTITY CODE		N101	98	ST	ID	2/2	ST = ship to location qualifier	
ID CODE		N103	66	92	ID	1/2	92 = assigned by buyer	
SHIP TO CODE		N104	67	building code	AN	2/17	reference L.L. Bean's Building ID Table	

HIERARCHICAL LEVEL		HL					1
HIERARCHICAL ID NUMBER	HL01	628	hier-id	AN	1/12	hierachical level number	
PARENT ID NUMBER	HL02	734	number	AN	1/12	parent, shipment level ID number	
HIERARCHICAL LEVEL CODE	HL03	735	O	ID	1/2	O = order level	

PO REFERENCE		PRF					1
PO NUMBER	PRF01	324	purchase order	AN	1/22	L.L. Bean order number	

<u>TITLE</u>	<u>LEVEL</u>	<u>REF. DES.</u>	<u>DATA ELEMENT</u>	<u>VALUE</u>	<u>ATTRIBUTE</u>	<u>LENGTH MIN/MAX</u>	<u>FORMAT/MEANING</u>	<u>MAX USE</u>
HIERARCHICAL LEVEL								
HIERARCHICAL LEVEL		HL					1	
HIERARCHICAL ID NUMBER	HL01	628	hier-id	AN	1/12	hierachical level number		
PARENT ID NUMBER	HL02	734	number	AN	1/12	parent, order level ID number		
HIERARCHICAL LEVEL CODE	HL03	735	P	ID	1/2	P = pack level		
MARKS AND NUMBERS								
MARKS AND NUMBERS		MAN					>1	
MARKS AND NUMBERS QUALIFIER	MAN01	88	GM	ID	1/2	UCC-128 code qualifier		
MARKS AND NUMBERS	MAN02	87	carton code	AN	1/45	UCC-128 carton code		
HIERARCHICAL LEVEL								
HIERARCHICAL LEVEL		HL					1	
HIERARCHICAL ID NUMBER	HL01	628	hier-id	AN	1/12	hierachical level number		
PARENT ID NUMBER	HL02	734	number	AN	1/12	parent, pack level ID number		
HIERARCHICAL LEVEL CODE	HL03	735	I	ID	1/2	I = item level		

ITEM IDENTIFICATION		LIN						1
PRODUCT ID QUALIFIER		LIN02	235	CB	ID	2/2	CB = buyer's catalog number	
PRODUCT ID		LIN03	234	L.L. Bean SKU-nbr	AN	1/30	(item#(5)color#(2)size#(3))	
PRODUCT ID QUALIFIER		LIN04	235	CH	ID	2/2	CH = country of origin code	
PRODUCT ID		LIN05	234	Country	AN	1/30	country name up to 30 chars	
ITEM DETAIL		SN1						1
NBR UNITS SHIPPED		SN102	382	unit quantity	R	1/10	number of units shipped	
UNIT OF MEASURE CODE		SN103	355	EA	ID	2/2	EA = each	
SUMMARY								
TOTALS		CTT						1
TOTALS		CTT01	354	Ttl # of HL segments	NO	1/6	total number of HL segments	
TRANSACTION	SET	SE						1
TRAILER								
NUMBER OF INCLUDED SEGMENTS		SE01	96	segment quantity	NO	1/10	total number of segments in transaction	
TRANS. SET CONTROL NUMBER		SE02	329	control number	AN	4/9	same number as ST02	

L. L. BEAN EDI SPECIFICATIONS SHEET

STANDARDS: VICS (follows ANSI X12) **VERSION:** 3060

PROTOCOL SUPPORTED: SNA/SDLC **ACCESS:** Leased Line

CURRENT EDI TRANSACTIONS:

SEND: VICS – 850 (Purchase Order), 830 (Planning Schedule or Buy Plan), 832 (Sales Price Catalog or SKU Listing), and 997 (Functional Acknowledgment)

RECEIVE: VICS – 856 (Advance Ship Notice), 870 (Order Status), and 997 (see above)
UCC – UCC-EAN- 128 scannable case labels

PLANNED TRANSACTIONS:

SEND: **1998-99** VICS 820 (Remittance Advice), ERS (evaluated receipts settlement – paying based on actual receipts or ASNs, eliminating the need for the 810 invoice)

NETWORK: Advantis

ACCOUNT #: LLB0

TEST COMM. QUAL.: 12

TEST USER ID: LLBEDI9

TEST COMM. ID: 2078654761

***** PRODUCTION ID information will be released when testing is complete*****

COMPUTER: IBM ES9000 (Mainframe)

TRANSLATOR : IBM MVS Data Interchange

CONTACTS:

TITLE:

Stephen Gabri (Technical)
Andrea Goodenow
Ruth Clement

EC Analyst
ASN Coordinator
ASN Coordinator

PHONE: 207 865-4100 ext.

26266 (Steve)
26919 (Andrea)
26950 (Ruth)

ADDRESS: L. L. Bean, Inc.
Casco Street
Freeport, ME 04033

FAX:

207 552-6857 (Steve) 207-552-6854 (Ruth and Andrea)

E-MAIL: For each individual, “first name.last name@llbean.com”

NUMBER OF EDI TRADING PARTNERS: 250

CURRENT GEOGRAPHIC RANGE: Worldwide

L. L. BEAN “PARTNER” EDI SPECIFICATIONS SHEET

Please review the information on the attached L. L. Bean specifications sheet describing our current and planned EDI operations. Then please take a few minutes to note the information for your company and to fax the completed version to Stephen, Ruth Clement or Andrea. This data will help us align our EDI connections so that we both derive the maximum business benefits. Thank you for your effort. Please call Steve at 207-552-6266 if you have any questions. We're looking forward to trading information and improving communications with your company via EDI.

COMPANY NAME:

STANDARDS:

VERSION:

PROTOCOL SUPPORTED:

ACCESS:

CURRENT EDI TRANSACTIONS – INDICATE STANDARD:

SEND:

RECEIVE:

PLANNED TRANSACTIONS – INDICATE STANDARD AND IMPLEMENTATION DATES:

SEND:

RECEIVE:

NETWORK:

ACCOUNT NUMBER:

TEST USER ID:

TEST COMMUNICATION QUAL.:

TEST COMMUNICATION ID:

*****PRODUCTION ID information will be requested when testing is complete*****

COMPUTER:

TRANSLATOR :

CONTACTS:

TITLE:

PHONE:

ADDRESS:

FAX:

E-MAIL:

NUMBER OF EDI TRADING PARTNERS:

CURRENT GEOGRAPHIC RANGE:

Section 6
NETWORK SERVICES

QuickResponse Services

L.L. Bean has chosen the Advantis network for transmission and receipt of all EDI transactions. Advantis was created as a joint venture between Sears Roebuck & Co. and ISSC (Integrated Systems Solution Corp.), an IBM subsidiary. Advantis is a commercial network and has a worldwide presence in electronic communications.

QuickResponse Services (QRS) is an Advantis business partner that provides services such as vendor conferences, standards consulting, education, and the QRS UPC Catalog.

QRS is also a re-marketer of Advantis Information Network Services. If you already have EDI software and would simply like to establish service on the Advantis network, you should contact QRS directly.

QRS provides:

- Network account and user ID's
- A 5% discount on network transmissions
- Order and billing services
- UPC catalog services
- Coordination of connectivity testing
- Problem resolution once established on Advantis

For more information about these QRS services, current pricing information, and service orders, please contact:

QuickResponse Services, Inc.
Marina Way South
Richmond, CA. 94804 USA

Phone: (800) UPC WORD (= 800 872-9673)
Fax: (510) 215-3998

If you are already an Advantis customer, but not yet a QRS customer, and would like to take advantage of the QRS 5% discount, simply contact QRS and inquire about rolling all of your current Advantis services up to a QRS account. This allows you to receive the QRS supplemental discount on your EDI traffic without changing or interrupting your current network service.

You may wish to evaluate several Value Added Networks to choose one whose services and fee structure suits your business. You will typically see the following types of charges when comparing VAN's:

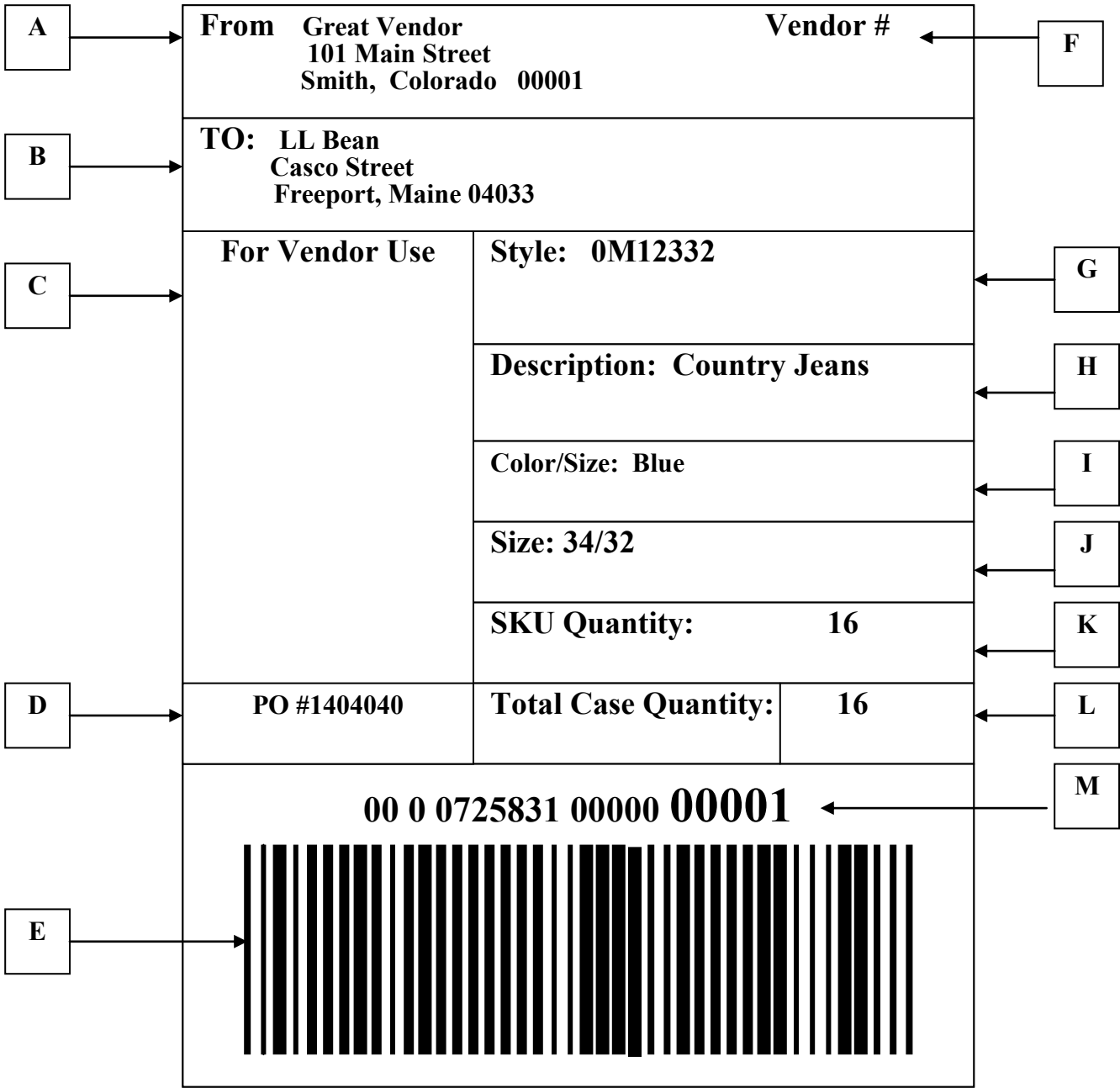
- **Account set up** charge is a one-time cost incurred when you begin using EDI.
- **Message** charges are “envelope” charges. You may, for example, send many FA's to Bean. All can be grouped together within one envelope, or message, when you send them at the same time.
- **Character** charges are calculated per 1000 characters, or bytes. The average L.L. Bean PO is approximately 3500 characters.
- **Dial access** charges are telephone charges. Transmitting your EDI document is charged as if you were making a phone call. Therefore, transmitting EDI documents after normal business hours minimizes this expense. We will place EDI PO's in your mailbox by 2:00 a.m. EST and pick up your FA's or other transmissions four times daily at 4:30a.m., 10:00 a.m., 1:00 p.m., and 4:00 p.m. EST.

Please note: L.L. Bean splits transmissions costs with its vendors. We will each pay 50% of the transmission cost for all the inbound and outbound EDI documents we share.

Section 7

LL Bean UCC 128 Label Information

LL Bean, UCC 128 Label



L.L. Bean Case Label Descriptions

Overview

Following is detailed information for the L.L. Bean case label required for each cardboard carton shipped to our Casco Street Distribution Center in Freeport, Maine. Please read carefully and contact Andrea Goodenow, 207-552-6919 or Ruth Clement, 207-552-6950 if you have any questions.

We have identified 14 fields on the label and called them out on the example with arrows and numbers 1-14. Each field is defined below. Please note that the **contents are critical and all fields must be completed for the case to meet receiving requirements.** The format may be altered slightly to accommodate your systems and other customers' requirements. Please note that font heights, when specified, for variable information must meet prescribed minimums.

You must send 2-3 ORIGINAL SAMPLES of your case label Ruth Clement or Andrea Goodenow prior to using on actual case shipments to L.L. Bean. We will assess the content, format, and barcode for conformance to the requirements listed here. The reason we ask for 12 samples is that we'll be scanning the sample barcodes with a barcode verifier to insure they meet or exceed ANSI (American National Standards Institute) grade B.

Details

Please see sample case label diagram with call-outs # A-M.

A-Ship From Field

Describes the vendor site goods were shipped from. Includes vendor name and address.

B-Ship To Field

Describes the L.L. Bean site goods are being shipped to. An approved label is **required** for goods shipped to our Casco Street warehouse. This format is also acceptable for goods shipped to other sites, such as our Portland Pallet Facility.

C-Optional Vendor Space

This space is allocated for the vendor. Some may elect to include information to help process cases through their own facilities or through agreed upon carriers. Use of this space is entirely optional.

D-Purchase Order Number Field

This field is for the L.L. Bean purchase order (PO) number pertaining to the items in the case. Currently this is a 7 digit number generated by our buying staff.

E-UCC/EAN 128 or SSCC-18 Serial Shipping Container Code

A 2 inch by 4 inch block for inclusion of the UCC/EAN 128 (Uniform Code Council/European Article Number) or SSCC-18 serial shipping container code. See field #'s 13 and 14 for more details.

F-Vendor Number Field

Describes the **L.L. Bean merchandising vendor number**. This is currently a 5 digit code that can be supplied to you by representatives from Inventory Management, Product Quality, Production Management, or Product Development.

This is a **different** number from the L.L. Bean Accounts Payable number or your UCC manufacturer's identification number.

G-Style Number Field

Describes the L.L. Bean **seven (7) digit** style number. This number is comprised of the L.L. Bean five (5) digit item number (typically an all numeric or alpha numeric code) **plus** the L.L. Bean two (2) digit color, size, or width number. Please note that digits 0-9 and letters A-Z are all valid characters.

For example, an item number might be 0X123 followed by color number 10. The style number would be 0X12310. All 7 digits flow together with no spaces among them. If the 6th and 7th digits are 00 and the description is "default color", you must include 00 after the stock number to complete the 7 digit style number.

L.L. Bean will supply the number on Pos. Pos issued by EDI include all 10 digits in our SKU (stock keeping unit), but only the first 7 are required on the case label. Pos issued by mail or fax also include the necessary digits. Please see the sample hardcopy PO later in this section of the Vendor Operations Manual.

If you'd like, we can send you a complete listing of all the 10 digit SKUs your company makes for L.L. Bean. Please call Steve Gabri to request the "All SKUs Report".

Minimum font size: .25 inches

H-Item Description Field

Describes the L.L. Bean item in the case. Must be congruent with the L.L. Bean description on the PO.

Minimum font size: .20 inches

I-Color/Size/Width of Item Description Field

Describes the color, size, or width of items in the case. Associated with the 6th and 7th digits of the SKU or style number. May be in words (e.g., red, royal blue, black watch, narrow) or numbers (e.g., 34, 16). If the 2 digit code for the item is 00 and the description is “default color”, this field may be left blank.

Minimum font size: .20 inches

J- Item Size

Describes the size of the items in the case. May be in words or letters (e.g., small, MED, unfinished) or numbers (e.g., 34, 6, 16 1/2).

Minimum font size: .25 inches

K-SKU Quantity Field

Describes the number of units per a given SKU in the case. Please align so that the amount is listed directly below the size above it. You’ll note there is room on the label for more than one size SKU per case. Please follow guidelines in the packaging and labeling section of the Vendor Operations Manual with regard to mixing SKUs in cases.

Minimum font size: .25 inches

L-Total Case Quantity Field

Describes the total number of units per case. **We prefer that vendors ship one SKU per case.** In those instances, the SKU quantity field described above in #11 and the total case quantity field will be identical. If there is more than one SKU per case, this number will be the sum of the SKU counts.

Minimum font size: .25 inches

M-Case Identification Number – Numeric Form

Uniquely identifies the case with a twenty (20) digit string of numbers. The first 2 numbers designate the UCC-128 Serial Shipping Container Application Identifier, also known as the SSCC-18. The third digit represents the shipping container type (for instance, if shipping by cardboard L.L. Bean standard carton, this will be 0). The next 7 digits show your 6 digit UCC/EAN Manufacturer ID Number preceded by a 0.

The next 9 digits, # 11-19 of the 20 digit sequence, represent the shipping container serial number. For your first case shipped to us using this label, the number will be

000000001. For the second, it will be 000000002 and so on. If you shipped us 100 cases the first week, we'd receive labels numbered 000000001 through 000000100. If you shipped us 150 cases the next week, we'd receive case numbers 000000101 through 000000250. With "n" being the last case shipped, the next case number is n+1 in a continuous sequence.

The last digit in the unique case ID number is the check character. You may think of it as a period at the end of a sentence, designating for the scanner that it's finished reading the ID. The UCC has a formula for calculating the check digit. Please note that many software packages print this number automatically. Also, it helps to remember your high school algebra when reviewing the formula! It is:

Where characters are numbered from **RIGHT TO LEFT (unlike above and conventional written english), where the digit on the far right, the one you're solving for, is in position number 1, an odd position, and the remaining digits are in positions numbered 2 through 20.**

Step 1: Add up the numbers in the even numbered positions, starting with position #2.

Step 2: Multiply the result of step 1 by 3

Step 3: Add up the numbers in the odd numbered positions, starting with position #3. (Position #1 is blank as that's what you're calculating.)

Step 4: Add the results of steps 2 and 3

Step 5: The check number is the smallest number that when added to the result of step 4 gives a number that is a multiple of 10.

Please see the check digit calculation example at the end of the this barcoded case label section.

Minimum font size: first 15 digits: .25 inches last 5 digits: .375 inches

Case Identification Number – Barcode Form

Encodes the 20 digit case identification number so that it may be scanned. Must conform to UCC standards. We expect the barcode to meet **ANSI grade B or above**. We will test your sample with a verifier prior to approving them. We will contact you after the test to let you know whether additional samples are required or whether they met the receiving requirements.

Other Notes:

- **If there is more than one SKU per case, you must mark the case label accordingly.**

Please reference field J above.

- **SKU Logic**

Our SKU typically consists of 3 components – the item and 2 attributes – for example, a Women’s red medium jacket. When there are 3 item attributes – for example color, waist size, and inseam – one of the attributes is “built into” the item description.

For example, take the Women’s red medium jacket. The item number for Women’s jacket might be 0Y123, the color number for red might be 40, and the size number for medium might be 004. Therefore the SKU is 0Y12340004, and the seven digit style number is 0Y12340.

Another example is Men’s navy trousers. The item number for the Men’s navy pants might be 0Y321. The color navy is “built into” the style number. The waist number might be 32 for a 32 inch waist, and the unfinished inseam number might be 000. Therefore the SKU number is 0Y32132000. The seven digit style number is 0Y32132.

- **If you have any questions, please call Stephen Gabri, Ruth Clement or Andrea Goodenow .**

Appendix A
GLOSSARY

Following are terms you may encounter during and after your EDI implementation:

AAMA	American Apparel Manufacturers Association.
Account	A unique alpha numeric ID assigned to an EDI customer account by Advantis. The account identifier is used for billing purposes.
Advantis	The Advantis network. A data communications network, or value added network, incorporating ISSC and Sears network design and management technology. It is designed to connect terminals, personal computers and SNA (systems network architecture) networks. Advantis is a joint venture between ISSC and Sears. It provides access to the QRS catalog.
AIM	Automatic Identification Manufacturers.
Alphanumeric	A combination of both letters (alpha characters) and numbers (numeric characters).
ANSI	American National Standards Institute. A national voluntary organization of firms and private individuals who develop standardized business conventions.
ANSI ASC X12	ANSI Accredited Standards Committee X12, also known as ANSI X12. This committee, chartered by ANSI, develops and maintains uniform industry standards for electronic interchange of business documents.
ASN	Advance Ship Notice, also known as the VICS 856 document. This provides L.L. Bean with advance information about product shipments.
ASYNCH	Abbreviation for asynchronous. A communication protocol, or mode of data transmission, where one character is sent at a time, with each character surrounded by a start, stop, and sometimes a parity bit.
ATM	American Textile Manufacturers.
Bar-code	A machine readable pattern of alternating lines of parallel bars and spaces representing numbers or alphanumeric. When read by scanners, bar codes identify a particular item such as a piece of merchandise or a carton for computer processing.
Batch	An accumulation of data to be brought together for processing or transmission.
Baud Rate	Synonymous with Line Speed. The rate at which signals are transmitted over a given channel, usually measured in bits per second.

BISYNCH	Abbreviation for bisynchronous. A communication protocol whereby messages are sent as blocks of characters. These blocks are checked for accuracy by the receiving computer.
Buy Plan or BP	L.L. Bean's term for the VICS 830 planning schedule. It is how we send our EDI forecasts.
Communications Protocol	The method by which two computers coordinate their communications.
Data Dictionary	The publication which defines all of the data elements approved for use within a given electronic transmission standard.
Data Mapping	Relationship between the EDI message syntax and the user's data.
DISA	Data Interchange Standards Association, the secretariat of the ANSI ASC X12 committee.
EAN	European Article Number. A number that can be assigned to and encoded on an article of merchandise for wanding or scanning.
EDI	Electronic Data Interchange. The electronic exchange of data between two or more business partners' computer systems.
EDI Agreement	A contract spelling out the terms and conditions for doing business electronically.
EDIFACT	EDI for Administration Commerce & Transportation. The United Nations governed global EDI standards.
EDI Translator	Computer software used to perform the conversion of application data to and from the EDIFACT, X12, or VICS standards.
Electronic Envelope	Electronic information which groups a set of transmitted documents being sent from one sender to one receiver.
Electronic Mailbox	Disk storage repository of information belonging to a single user for the receipt and delivery of electronic messages. It serves as the buffer between EDI trading partners. Also, a computer system to deposit and extract EDI documents with each trading partner having a unique address.
Element	The smallest item of information in an electronic data standard.
Element Separator	A special character, printable or unprintable, used to separate data elements within a segment.
FA	Functional Acknowledgment. Also known as the 997 document. An electronic acknowledgment indicating the EDI message was received and is syntactically correct.

Functional Group	A grouping of several transaction sets of the same type. For example, a group of purchase order documents.
GMAIC	General Merchandise and Apparel Implementation Committee. A technical committee operating under the auspices of the UCC that has been working to implement UPC standards in the Retail industry.
GMAIC Flat Files	GMAIC created this fixed formatted file as an alternative to the ANSI variable length 832 (price sales catalog) transaction set.
IE	Information Exchange. An Advantis service that acts as an interpreter, making it possible for dissimilar computer systems to talk to each other. IE provides a nationwide electronic message service that links L.L. Bean and its vendors allowing the exchange of business documents.
IESERV	The name of the application which allows suppliers to interactively log on to Information Exchange. Also known as IE Administrative Services.
Industry Guideline	Industry subset of an electronic data standard indicating those segments and data elements needed by the industry. L.L. Bean uses the VICS industry guideline, a subset of ANSI X12, and is exploring the use of EDIFACT standards.
Interchange Control Structure	The beginning and ending segments of each EDI transmission.
Interconnect	A connection between two networks which allows messages on one network to be routed to the other.
Invoice	Also known as the VICS 810 document. This is a request for payment for products/services rendered.
ISSC	Integrated Systems Solutions Corporation, an IBM subsidiary. Formed Advantis in conjunction with Sears network.
JIT	Just in Time. JIT is the concept of reducing inventories by working closely with one's suppliers to coordinate delivery of materials just before their use in the manufacturing process.
Line Speed	The rate at which signals are transmitted over a given channel, usually measured in baud or bits per second.
Loop	A repetition of a segment or group of segments.
Mapping	The translation from an EDI standard format to a company's internal format.

Max Use	The maximum number of times a segment can be used at a given location in a transaction set.
Modem	Modulator – Demodulator, a device which converts the signal of a computer into a series of tones for transmission over telephone lines.
Network	Central hub for EDI communications which provides communications facilities and interfaces with trading partners.
Node	A site housing one or more communication processors, usually geographically removed from a centrally located computer.
NRF	National Retail Federation.
On-line	Interactive use of a computer.
Operating System	Software that controls the execution of programs. An operating system might provide services such as resource allocation, scheduling, input/output control, and data management.
Order Status Report	Also known as the VICS 870 document. This document allows for order status information to be transmitted electronically from a vendor to L.L. Bean.
Partnership Agreement/ Profile	An agreement set up for two or more EDI users before they can begin communication. It is loaded at the Advantis network by the service administrator for each company. Any two Advantis EDI customers can communicate with each other if they set up a partnership with the other.
Planning Schedule	Also known as the VICS 830 document and the L.L. Bean Buy Plan. This document will provide a vendor with detailed forecast information which can be used as, 1) a simple forecast, 2) an authorization by the buyer to commit to resources such as raw materials or production, 3) a bulk order, or 4) an order release mechanism, depending upon the buyer's & vendor's negotiations.
PO	Purchase Order. Also known as the VICS 850 document. Record of agreement made with vendor to purchase merchandise. Includes item description, quantity, cost, and ship-to location among other variables.
Price Sales Catalog	Also known as the VICS 832 document. This transaction set is used to send L.L. Bean SKU information to a vendor to facilitate the matching of the L.L. Bean SKU to a vendor's internal product identification number.
Product ID	An alphanumeric identifier in the product line field used to group similar merchandise characteristics together. Sometimes referred to as a style number.

Product Line	The intermediate level of a vendor product classification scheme. This is the manufacturer's primary identification of a product as it appears on the product label and is usually the link to UPC numbers.
Proprietary Format	A data format specific to a company, industry, or other limited group. Proprietary formats do not comply with the ANSI X12 or VICS standards.
Qualifier	A data element which gives a generic data element a specific meaning.
QR	Quick Response. Strategy to shorten cycle time, from raw material production to the end customer. It improves the responsiveness of the supply chain through more rapid movement of the right merchandise down the supply pipeline in response to better information on consumer demand moving back up the pipeline.
QRS Catalog	A central repository of vendor catalog(product) information with all items uniquely identified by the UPC and accessible via Advantis. This catalog is maintained by QuickResponse Services, Inc.
Reference Designator	The number which uniquely identifies each data element within a segment.
Requirement Designator	A code defining the need for a data element value to appear in the segment if the segment is transmitted. The codes are mandatory (M), optional (O), or conditional ©. All data elements in L.L. Bean mappings are considered mandatory regardless of how they are presented in the VICS.
Scanner	An instrument such as an optical wand or laser device that reads bar codes and transmits the data to a computer for storage.
Segment	A segment is the intermediate unit of information in a transaction set. Segments consist of a predefined set of functionally related data elements which are identified by their sequential position within the segment. A segment begins with a segment identifier, and ends with a segment terminator.
Segment Identifier	A predefined 2 or 3 character code which uniquely identifies a specific segment. The identifier serves as a name for the segment and occupies the first character positions of the segment.
Segment Terminator	A special character, printable or unprintable, which indicates the end of a segment.
SKU	Stock Keeping Unit. Lowest level of identification of merchandise for inventory management. Within a particular style, this usually refers to the ability to identify a unique size within a unique color. L.L. Bean has a 10 digit alphanumeric SKU. The first 5 digits represent an item

	number. The next 2, and then 3, represent item attributes such as color or size.
Third-Party Network	A commercial service that allows for computer to computer transmission, storage, and retrieval of data. This is also a value added network (VAN).
Trading Partners	With EDI, this generally applies to two or more parties engaged in the exchange of business information through electronic means, e.g. the vendor and the retail. It may also include banks, carriers, consolidators, customs, brokers, and mills.
Transaction Set	A logical grouping of segments used to convey business data. Also referred to as a document such as the PO or the ASN.
Translation	The act of converting a company's information from a non-standard, proprietary format into a standard, transmittable format, or vice versa.
UCC	Uniform Code Council. The central management and information center for anyone participating in the UPC system. It administers the Uniform Code Standard, the Universal Product Code and the VICS EDI standards based on ANSI X12 conventions. The UCC assigns the first 6 digits of the UPC number, with digits 7 through 11 assigned by the vendor.
UCC-128 Case Label	A shipping case label that incorporates the standardized UCC-128 scannable bar-code format. The L.L. Bean format is a 20 character string that signifies a unique case ID. For a fee, the UCC will provide a unique vendor ID code used to construct UCC-128 string.
UCS	Uniform Communication Standard. Standards widely used in the grocery industry for sending data electronically between customer and vendor.
UPC	Universal Product Code. A bar-code system for SKU's administered by the Uniform Code Council that has been adopted as standard by the retail industry.
UPC-A	This is used interchangeably with UPC, yet it is one of several versions of the VICS Standard UPC extending from UPC-A to UPC-E. This 12-digit code comprises a one-digit merchandise category code, a five-digit vendor number, a five-digit item number, and a one-digit verification number.
VAN	Value Added Network. Third party service organizations that provide electronic networks and related network services.
VICS	Voluntary Inter-industry Communications Standards Committee. Formed in 1986 by retailers, apparel manufacturers, and textile industry representatives for the development of voluntary inter-industry communication standards for such EDI documents as purchase orders, invoices, ship notices.

LL Bean Trading Partner Agreement

L. L. Bean Electronic Data Interchange Agreement

This Electronic Data Interchange Agreement is made by and between L. L. Bean, Inc., a Maine corporation with a mailing address of Casco Street, Freeport, Maine 04033, and the party listed below, in order to facilitate their transacting business via electronic data interchange.

EDI Trading Partner:

1. Parties Intend to Be Bound by Electronic Data Interchanges

Both parties to this Agreement wish to document their intention to be bound by electronic data interchanges as described in this Agreement, and specifically agree as follows:

1.1. The parties agree that no writing shall be required in order to make their agreements legally binding, notwithstanding any contrary requirement in any law.

1.2. To the maximum extent permitted by law, the parties hereby define the electronic data interchange procedures to satisfy the requirement of any writing which may be imposed by any law.

1.3. The parties agree that no signature shall be required in order to have legally enforceable agreements between them.

1.4. To the maximum extent permitted by law, the parties hereby define the confidential codes that they will be using in order to transmit information to each other as any necessary "signature" which may be required by any law.

1.5. The parties hereby agree that neither will raise any defense of lack of writing or lack of signature or any other similar defense based upon a "Statute of Frauds" or similar rule in any dispute which may arise between them for any transaction entered into through electronic data interchange.

2. The Offer and Acceptance

Transmission of an offer to buy or sell from one party to the other shall be effective as an offer when it is received on the receiving party's terminal. Said offer shall be accepted in any one of the following ways:

2.1. via electronic transmission of an acknowledgment, acceptance, or receipt of the offer; or

2.2. the shipment of the goods called for in the offer.

3. The Terms of the Transaction

The terms of the transaction shall be those terms and conditions which may be contained in the electronic data transmissions plus the terms and conditions attached hereto as Exhibit A.

4. Course of Dealing and Usage of the Trade

In resolving any disputes which may arise under this Agreement, the parties agree that due consideration shall be given to past practices and past course of dealing.

5. Miscellaneous Terms and Conditions

5.1. The parties to this Agreement may send and receive purchase and sale documents electronically themselves through direct interchange or through a third party. If one party to this Agreement selects a third party to facilitate the electronic interchange, the party selecting that third party shall bear responsibility for any mistakes of the third party. If both parties jointly select a single third party to facilitate their interchanges, responsibility for any mistakes or negligence of the third party shall be borne equally.

5.2. This Agreement shall be governed by Maine law. The parties agree that any action relating to this Agreement shall be brought in Maine, and consent to personal jurisdiction in Maine for purposes of any such action.

5.3. Nothing in this Agreement shall be deemed to create any responsibility of either party to buy or sell any specific goods. This Agreement is simply and solely intended to facilitate the handling of buying and selling transactions between the parties. Neither party shall be entitled or required to do any certain amount of business with the other, nor shall either party be required to do business with the other for any certain period of time.

5.4. This Agreement may be terminated by either party by giving ten (10) days' written notice to the other. Such termination of this Agreement shall not affect any transactions entered into before the effective date of the termination, even if the performance of such transactions is to take place after the effective date of termination.

DATED: _____, 199_ L. L. BEAN, INC.

By:
Its:

By:
Its: