

Pallet Specifications and Labeling Guidelines

For Shipments Inbound to
Barnes & Noble

Revised
May 31, 2007

BARNES & NOBLE
BOOKSELLERS

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Introduction

This document describes the required configurations of pallets built for shipments inbound to Barnes & Noble facilities. These facilities include:

- All Barnes & Noble distribution centers
- Barnes & Noble stores.

Shipments inbound to Barnes & Noble College Stores are not covered by these guidelines.

Compliance

The objective in formulating these specifications and guidelines is to protect the books and other products of our vendors and to facilitate efficient product movement through the Barnes & Noble supply chain.

Compliance with the guidance in this document is essential to enable Barnes & Noble to meet the objective above. Elements identified in these guidelines as “mandatory” must be present for a vendor to be in compliance.

Vendors active with Barnes & Noble before September 15, 2006, are expected to be in full compliance with the provisions of these guidelines as of January 1, 2007.

Vendors new to Barnes & Noble between September 15, 2006, and July 1, 2007, are expected to be either actively working toward or in full compliance by no later than September 1, 2007.

Action that may be taken by Barnes & Noble in the event of non-compliance with these guidelines is described in the Efficient Receipts Program (also posted on our website).

Your Barnes & Noble vendor manager can provide answers for questions regarding Barnes & Noble operational practices.

Changes in this Release of the Guidelines

This release of the Barnes & Noble Pallet Specifications and Labeling Guidelines contains the following updates (changes) from the previous guidelines, issued on May 31, 2005 and September 15, 2006:

- Obsolete addresses have been updated.
- ISBN formats have been updated to reflect the transition to the ISBN-13.
- The List Price column has been removed from the pallet header (Page 4).

Other changes that are primarily editorial in nature have been made with the objective of clarifying compliance elements. As a result, it may appear that an element has been changed, depending on a previous interpretation by the reader.

Vendors are strongly encouraged to review this document in its entirety to ensure that the guidelines are clearly understood.

Pallet and Pallet Building Specifications

These specifications are critical to protecting books and other products and ensuring that the physical configuration of built pallets will be compatible with material handling practices in Barnes & Noble distribution centers.

Pallet Size

Only 48 x 40 inch four-way hardwood pallets are to be used unless otherwise agreed to in advance by Barnes & Noble.

Standard Height

Total height of the built pallet, including the pallet itself, is not to exceed 58 inches.

Solid Pallets

Pallets containing a single title (ISBN or EAN) on a single purchase order are preferred whenever possible.

Mixed Pallets

If the quantity resulting from a single title on a single purchase order is not sufficient to fill a standard pallet, mixed pallets will be accepted.

To the extent possible, single titles on single purchase orders are to be placed on the lower level of the stack, and residual titles placed higher on the stack.

Product in Cartons (General Practice)

In general, Barnes & Noble requires books and other products packed in cartons when they are palletized.

Product is not to be stacked (or loose) on pallets unless specifically authorized by the purchase arrangement or purchase order.

Product Stacked on Pallets (Only When Authorized)

In certain cases (Bargain Books, as an example), stacking books directly on the pallet is preferred; this will be specified by the purchasing arrangement or purchase order when applicable.

When product is stacked (loose) on a pallet, the block and tier method (without overhang) must be used to build the pallet. The top, bottom, and edges must be protected by cardboard and stretch wrapped with three to five layers, including the pallet.

Corner boards are to be used on all four corners. A 48 x 40 inch cardboard flat is to be placed on top of the pallet, including the corner boards.

Plastic banding is to be applied from side to side at two points and from front to back at two points, for a total of four bands.

Stretch Wrapping

All pallets must be stretch wrapped, whether the product is packed in cartons or stacked directly on the pallet (when authorized).

Carton Labeling on Pallets

Shipping labels and product labels conforming to the Barnes & Noble Carton Specifications and Labeling Guidelines are required for incoming shipments. Please see those guidelines for details of label content and format.

Single Title Pallet, in Cartons – Product Labels and Single Shipping Label

A product label as specified must be affixed **to each** carton on the pallet.

A shipping label as specified is required **on the lead carton of the pallet**. A shipping label is not required on each carton on the pallet.

The lead carton must be positioned so that the shipping label is clearly visible on the same face of the pallet as the pallet header.

Mixed Title Pallet, in Cartons – Product Labels and Shipping Labels on Each Carton

A product label as specified must be affixed **to each single title carton** on the pallet.

A shipping label as specified is required **on each carton**.

Mixed Titles in Cartons – No Product Labels but Shipping Labels on Each Carton

Product labels are **not used on mixed title cartons**, when the Barnes & Noble purchase order permits mixed title cartons. This note does not authorize mixing titles within cartons. Mixing titles within a carton is permitted by the purchasing agreement only.

A shipping label as specified is required **on each carton of mixed titles**.

Advance Ship Notice (ASN)

Barnes & Noble intends to utilize pallet level data sent via an Advance Ship Notice in the future. However, pallet level data via EDI is not required at this time and will not be used if sent.

Barnes & Noble does utilize carton level ASNs from suppliers equipped to send them.

Pallet Header

A physical pallet header with the following information is to be posted in a clearly visible location on each pallet, under at least one layer of stretch wrap.

Barnes & Noble envisions implementing systems in the future that may change pallet header requirements, through the use of EDI. For the present, quick receipt and efficient movement of vendor products is highly dependent on having a pallet header available.

The information shown below is to be included on each pallet header, preferably in the format shown.

Information required by the shipper to facilitate movement through the shipper's facility may be included on the pallet header as long as the basic format shown is maintained.

Ship-to	Ship-from	Date Shipped
Barnes & Noble Distribution One Barnes & Noble Way Monroe Twp, NJ 08831	Leading Press 1432 Printers Row Staunton, Virginia 24401 Shipper Ops Contact: John Doe 540/555-6543	1/16/2007
Bill of Lading: 923773	Pro Number: 377329	Pallet Number: 1 of 3

Purchase Order	ISBN or GTIN-13	Title	Number of Cartons	Carton Quantity	Total Units
12345678	978-0-234-56789-9	Axjdkti Gbmhmdith Bjkeodhn	4	12	48
12345678	978-0-234-65432-3	Mjdoht Tsinnnep Krsdjekgfnn	20	28	560
12345678	978-0-234-45623-1	Flsunrpn Rdbddgfb Pjuetfddbf	12	16	192
23456781	978-0-234-14769-6	Wbsfhwir Njdhwof Sedlsorjagv	10	24	240
23456781	978-0-234-95123-1	lMjndjw Nhdqrugsu Stmndndeh	20	24	480
Totals for Pallet:			66		1520

Information such as Bill of Lading and Pro Numbers may be written in or omitted if including it on the pallet header would delay shipment.

The column containing suggested list price was removed from the pallet header format during the revision of February 2007 to bring the Barnes & Noble pallet header into agreement with the recommendations of the BISG Distribution Executives Interest Group (DEIG).

Barnes & Noble would prefer removal of this column by vendors who have previously included it on their pallet headers. However, the continued presence of the column will not be considered a non-compliant violation under the Barnes & Noble Efficient Receipts Program.