

Acronym	Meaning	Most common Usage/Implications
AD	Avery Dennison	Third party company that has two functions that relate to Kohls: 1) producing paper marketing (hangtags, jokers, heat seals, etc) and 2) manufacture the ICE system, which is a Kohls requirement for Import vendors
AOP	All Over Print	A print pattern that is scattered in a consistent repeat
AP	Accounts Payable	
APM	Associate Production Manager	A position on Kohl's production teams that is responsible for communication with vendors during development phases.
ASM	Associate Sourcing Manager	A position on Kohl's Sourcing team that is responsible for costing and sourcing product
ASN	Advance Ship Notification	For ASN requirements, please visit K-Link.
BOM	Bill of Materials	- The fabrications/details provided by the Designers for each individual style and colorway. - Found in OnePLM
BOPS	Business Optimization Team (at Kohls)	
BP	Buy Plan	A document sent by production teams to vendors prior to PO with style names and descriptions, colorway, units bought, cost, delivery dates, and more
BV / ITS / SGS	Third party inspection companies	
C&C	Cost & Counter	During RFQ / sampling
CAP/CAPA	Corrective Action Plan	
CBM	Cubic Meter	
CFT	Cross-Functional Partners	The Kohls internal teams your team works/partners with.
CNY	Chinese New Year	
COP	Country of Production	
CS	Counter Sample	
CSR	Corporate Social Responsibility	
DA	Debit Allowance	Used to help the vendor share some of the cost of selling merchandise. There are many different types of DA's. Merchants and Buyers negotiate with the vendors and have agreements with vendors. It could be an advertising allowance, or a kickback because the merchandise just didn't sell very well, or just an agreement to help with cost in general.
DC	Distribution Center	Distribution centers receive vendor merchandise for routing to specific stores. Distribution centers support store delivery, while an eFC (e-commerce fulfillment center) supports end customer delivery.
DDP	Delivery Duty Paid / Direct Domestic Provider	A domestic model in which the vendor is Importer of Record; Goods are transported from the port to the vendor's warehouse by the vendor for processing. The goods are then transported to Kohl's distribution centers. This model is typically used for replenishment programs.
DDD	Drop dead date	The last date possible to action on
EDI	Electronic Data Interchange	Digital data sent to vendors with PO information
EDW	Enterprise Data Warehouse	An internal Kohl's reporting system
EFC	Ecommerce Fulfillment Center	This is the fulfillment channel serving our online business. Orders placed on the website are shipped from one of 4 EFC's around the US.
ELC	Estimated Landed Cost	FC + shipping costs. This will be the cost the vendor will be charging Kohls.
EOW	End of Week	
ERP	Enterprise Resource Planning	Retail ERP is a real-time software system customized to connect and integrate the business processes specifically used in retail operations. Retailers can streamline, automate and manage front-end and back-office business processes much more efficiently with retail ERP.
FC	Factory Compliance	Kohls internal team that is responsible for ensuring that factories are adhering to Kohls social and environmental standards
FC	First Cost	Cost for vendor to produce goods.
FCL	Full Container Load	
FE	Factory Evaluation	A form completed by an employee of the Vendor / Parent Company within the last 6 months. The form is a series of questions, divided by categories which help the Sourcing and Social Compliance teams determine if a factory meets Kohl's requirements and is acceptable to add to our system for monitoring.
FOB	Free On Board	
FRI	Final Random Inspection	
GCC	General Certificate of Conformity	Document required by Kohls Compliance for import of goods. This will certify that the product complies with all applicable consumer product safety rules and regulations
GRS	Global Recycled Standard	Sustainability
HTS	Harmonized Tariff Schedule	
ICE	Avery Dennison InfoChain Express	
IMU / MMU	Initial Mark Up / Maintained Mark Up	
IOR	Importer of Record	The party that is responsible for importing goods from the country of production into the country of sale
IPD	Import Projected Delivery	TR-Imports report sent to production & merchants weekly. The "New Delays This week" tab shows all the vessel delays that we received for the week as well as the POs that were affected and the various reasons.
INDC	In-DC date	Refers to the week a PO is planned to arrive at the DC.
LC	Letter of Credit	A payment method optional to Import vendors in which a letter is issued by the Kohls bank to the vendor's US-based bank to serve as a guarantee for payments made
LCL	Less than Container Load	
L/D	Lab dip	A swatch of finished fabric, dyed in a laboratory to test the color recipe before large bulk lots of fabric is dyed

LDP	Landed Domestic Provider / Landed Import PO	A landed model in which the vendor is Importer of Record; Goods are transported from the port to the Kohl's distribution center by the vendor
LF	Line Final	Leadership meeting with production, design, and merchandising where styles are selected to purchase for a particular buy cycle
LFL	Like For Like	Product that is comparable to another; often, this is product that is evolving YOY
LLY/2LY	2 Years Ago	
LT	Lead Time	The average amount of time it takes to receive. Measured in days or weeks.
LY	Last Year	
NOC	Notice of Change	Document that is sent from a vendor to the Production Team when a PO was issued incorrectly. NOC should include the PO number, the information that is currently incorrect on the PO and what that information needs to be updated to
NS	New Store	A store that has been open less then 13 months
NYDO	New York Design Office	
OADI	Open Account Document Instruction Program	Kohl's and Wells Fargo Bank introduced a new trade payment program which provides vendors with alternative payment terms at reduced costs. An open account payment option that mimics our traditional letter of credit program. Wells Fargo Bank will deliver to you an "Open Account Document Instruction" that follows the general format of a letter of credit. The Open Account Document Instruction (or "OADI") will contain all the information you need to comply with Kohl's payment criteria.
OBL	Original Bill of Lading	A document that serves as proof of ownership of the importer's goods.
OO	On Order	The amount of purchases placed with a vendor, in cost dollars, retail dollars or units, which are not yet received or booked into inventory.
OTB	Open to Buy	The amount of planned purchase dollars not placed, and still available to spend. Open to Buy is also used to refer to a monthly financial report prepared by the buyers/planners that detail purchases, inventories, markdowns and gross margin projections against the financial plan.
P&H	Pack & Hold	When orders have been witten, but Kohl's wants to postpone delivery, vendors will sometimes partner to produce, pack, and hold the goods until a later delivery.
PC / PDC	Production Coordinator	A position on Kohl's production teams that is responsible for daily communication with vendors during production phases.
PI	Product Integrity	This team within Kohls is responsible for ensuring the quality of all private-label goods, specifically pre-production. The PI team will review fabric test results and will help to review areas for improvement as needed
PL / P & E	Private Label / Private & Exclusive	
PM	Production Manager	A position on Kohl's production teams that is responsible for overseeing the total production team
PO	Purchase Order	The contractual agreement that is sent to the vendor to confirm goods have been purchased by Kohls. The merchant team issues an EDI to the vendor to generate the PO number. The PO contains data around style, colorway, units bought, cost, delivery dates, and more
POE	Port of Entry	
POE	Point of Origin	
POM	Points of Measure	- The specifications provided by the Technical Designers for each individual style. - Found in OnePLM
QA	Quality Assurance	This team within Kohls is responsible for ensuring the quality of all private-label goods. The QA team will review garment test results and work with vendors and factories on quality corrective action plans as needed
QRP	Quality Review Process	A process that is implemented when a quality concern arises within a specific style. This is initiated by Production and the Kohl's Quality Assurance / Product Integrity teams
R&D	Research & Development	
RFQ	Request for Quote	A Kohl's sourcing costing process in which programs are bid out to multiple vendors for costing; costs are then reviewed in conjunction with sampling and the program is awarded to the vendor with the most competitive costs, strongest samples, etc.
RTV	Return to Vendor	A physical location/department in the Distribution Center which collects and processes goods to be returned to the vendor. Usually for damaged seasonal or overstock reasons. Also, refers to a form and established sequence of events required to transfer merchandise back to the vendor and out of Kohl's inventory. Also referred to as a CALLBACK.
SC	Sourcing Coordinator	A position on Kohl's Sourcing team that is responsible for costing and sourcing product
SLT	Service Level Terms	A contractual agreement between Kohls and the mill in which fabric is booked in bulk at a specific price based on quantities requested by merchants and production teams. The fabric may be used across multiple different production teams, categories, and even vendors
SME	Subject Matter Expert	The go to person for a tool / process. The expert.
SOP	Standard Operating Procedure	A process that has been standardized and aligned on within Kohls. The vendor is expected to understand and follow the SOP
SSCC	Serial Shipping Container Code	18 digit, fully numeric identification number for shipping units such as pallets, containers, or cartons.
ST	Sell through	A measure of how much of the inventory available for sale was sold for a given period of time. Expressed in percentages.
TB	Touch Base	A scheduled check-in with an individual or teams. These should be scheduled through video conferencing and put on the Google calendar, inviting necessary parties.
TD	Technical Design	Individuals in charge of the measurements of each individual style
TMS	Transportation Management System	
TNA / T&A	Timing and Action	Agreed upon timing between Vendor and Production Teams to ensure programs are developing, producing, shipping, and arriving on time. This will be provided to the Production teams from the vendor for visibility via a standardized TNA form
UPC	Universal Product Code	
VA	Vendor Agreement	A contract drafted to define what the vendor will be named in Kohl's systems, the department and brands they will work with, their addresses and contacts, and terms.
YOY	Year over Year	
YTD	Year to Date	