

## Definitions & Standards in Bid Sheet Term

### Kohl's Owned Fields

Bid Sheet Term	Definition
Offer Style Group	Equivalent to a line plan slot and is used to group all development options together. A style group will contain ALL applicable development for a single line plan slot. There may be overdevelopment in a style group which will be denoted in the Program Option & Suffix Option Columns (see definitions below). >To understand Total Units for a Style Group, add up all "A-1" Seasonal Style Suffix Units within a style group. (the same is true for B1, C1, etc)
Style Number	Unique smart style ID base
Dev Choice Style #	Gives complete style number information that will be used to find styles in onePLM
Style Description	Description of style; this is pre-populated in the bid sheet
Program Option	Program Option represents the priority list of overdevelopment within a Style Group. The top priority styles are indicated with "A" while backup styles should be indicated with subsequent letters (B, C, D, etc.). Ultimately, only one of the options will be bought (Option A, or B, or C, etc). > To understand Total Units for a Style Group, add up all "A-1" Seasonal Style Suffix Units within a style group. (the same is true for B1, C1, etc) > The sum of A1 represents the TOTAL units for the style group. A1/B1/C1 should NOT be added together. > If not all options are visible, for example, there is no option "A" - This is because option A is owned by another vendor. However, you still have the ability to win the slot by submitting best costing for all other development options.
Suffix Option	Suffix option represents priority & backup suffixes within a style. Typically, suffix options are used to denote fabric options. Each suffix should be indicated "1" or "2". Ultimately, only one of the options will be bought (Option 1 or 2). > To understand Total Units for a Style Group, add up all "A-1s" Seasonal Style Suffix Units within a style group. (the same is true for B1, C1, etc) > The sum of A1 represents the TOTAL units for the style group. A1/B1/C1 should NOT be added together. >We ask that a vendor costs ALL Suffixes within a style group to be considered for a program.
Division	Details what merchandising pyramid the product falls into
Gender	Details gender for the product
Brand	Brand name under which the garment is purchased and sold; this is pre-populated in the bid sheet
Department	Three digit number linked to GM, brand, and gender
Development Choice	Identifies if costing is needed for print, solid, or pattern
Size/Fit Range	Range of sizes for the product; this is pre-populated in the bid sheet
Product Type	Details product classification, ie bottom, top, dress shirt, robe, etc.
Offer Fabric Commit	Will alert you to fabric has SLT, tactical, liability or no fabric commit
Hang or Fold	Indicates in-store presentation of a style. If Hang, please include hanger cost within bids.
Replenishment	Indicates needs for replenishment and will inform if pick and pack or warehousing is requested.
Seasonal Style Suffix Units	Total units for the fiscal season by suffix
Annual Suffix Units	Total annual units projected for the suffix
Early Commit Y/N	For styles that require commitment outside of normal PAC timing
Target OnePLM FC	This is the target first cost for this style (onePLM FC). Provided on select styles.

### Vendor Owned Fields

Term	Definition
Mill	On the query in onePLM: it will display the Mill Name. When using the upload sheet: User must enter the mill ID number. Refer to the "Instructions" tab in the upload sheet for the code list.
Mill COP	This should be a two character validated code in onePLM. Ex: CN is China
Primary Fabric/Yarn Description	This is filled in automatically based on the fabric selected on the offer/line by Kohls
Nominated Fabric from PLM	Select Y if the sample sent and costed is in nominated fabric. N if substitute. The system will NOT accept Yes or No in these fields, it must be in the format listed above.
Fabric/Yarn First Cost	This is the FOB price of the Fabric or Yarns used in the style listed in US\$. It must be quoted ex Mill Price per LB for knits & yarns, per YD for wovens.
Fabric/Yarn CIF Price	CIF= Cost including insurance, freight and makers finance fee- this term means the total cost of sending the fabric/yarn from mill to the garment maker. This field is used as part of the fabric cost calculation.
YY	This is the yield per garment commonly known as fabric consumption. It is expressed as a number per individual style. Knits/Sweaters expressed in LBS; Wovens expressed in YD
CMP	This is the Vendor's actual cost to transform the garment. The letters stand for: C=Cut, M= Make, P= Profit. It is expressed as a US\$ per unit cost entered into the cell.
Trim	These are the trim components used on the garment selected by the design team. It could include: buttons, zippers, belts, snaps, toggles and more. It is expressed on a per garment basis in US\$.
Packaging & Label	This should include all costs associated with all labels (e.g., COP label), polybags, cartons, etc.
Hanger	This is the cost of the hangers used per garment. It is entered as US\$ per unit.
Wash/Artwork	Wash: This is the cost of fabric or garment wash expressed in US\$ per garment basis. It includes both wet and dry processing. Artwork: Including graphics, embellishments, etc *If a style has both wash and artwork, please detail out in comments
Misc.	This column can be used for secondary fabrics or any other Special garment call outs that do not fall in the previous fields. It is expressed as a US\$ per unit cost entered into the cell.
<b>FOB (Calculation)</b>	This is the total cost to create the garment. Calculated as: Fabric Cost+CMP+Trim+Hanger+Packaging & Label+Wash+Misc
COP	This is the country the item will be produced in. Please enter 3 character code for the country in the upload sheet.
Duty Rate	It is entered as a % in this line. For example 16.6% duty should be entered as <b>16.6 NOT .166</b> . A duty rate is required for all styles, regardless of COP. If duty free, it will be flagged in the next column and removed from your costs.
Duty Free Y/N	Enter Y if duty free or N if not duty free. If Y for duty free is selected, ELC will be adjusted accordingly. <b>The system will NOT accept Yes or No in these fields, it must be in the format listed above.</b>

FOB Port code - Non-Landed Vendors Only	Port from which goods will be shipped - see list
Standardized units per CBM - Non-Landed Vendors Only	This is the total number of boxed garments that fit into one Cubic Meter for calculating freight
Freight (COP to US Port) - Landed Vendors Only	For landed vendors only
Warehousing & Replenishment - Landed Vendors Only	Please provide your additional costs for storing product in warehouse in the US prior to shipping to store
Other Royalties, US Overhead, Licensing - Landed Vendors Only	Royalties, US Overhead and/or Licensing
<b>OnePLM FC (Calculation)</b>	This is the total contracted cost paid to the vendor. For L&F and vendors where Kohl's is the importer of record, this is the same as FOB. For vendor importers, this is calculated as: (FOB*(1+Duty Rate))+Freight+Warehousing+Other Royalties and Overhead
Additional Comments	Exceptions only, IE MOQs, special yarns/colors, etc. No costing can be added here

FOB Code	FOB Code
ALY	ALEXANDRIA
AQJ	AQABA
BAH	BAHRAIN
BKK	BANGKOK
BOM	MUMBAI (BOMBAY)
BRV	BREMERHAVEN
BWN	BRUNEI
CEB	CEBU
CGP	CHITTAGONG
CJS	JUAREZ
CMB	COLOMBO
CND	CONSTANTA
COK	COCHIN
CPT	CAPETOWN
CTT	CARTEGENA
DAD	DA NANG
DLC	DALIAN
DOH	DOHA
DUR	DURBAN
DXB	DUBAI
FOR	FORTALEZA
GDN	GYDNIA
GE4	GEMLIK
GUA	GUATEMALA CITY
HAM	HAMBURG
HFA	HAIFA
HFA1	HAIFA
HKG	HONG KONG
HPH	HAIPHONG
HUA	HUANGPU
IST	ISTANBUL
ITJ	ITAJAI
IZM	IZMIR
JKT	JAKARTA
KEE	KEELUNG
KHH	KAOHSIUNG
KHI	KARACHI
KIN	KINGSTON
KOS	SIHANOUKVILLE
LEH	LEHARVE
LIS	LISBON
LIV	LIVORNO
MAA	CHENNAI (MADRAS)
MBA	MOMBASA
MCT	MUSCAT
MEX	MEXICO
MFM	MACAU
MGA	MANAGUA
MNL	MANILA
MTY	MONTEREY
MUN	MUNDRA
NGB	NINGBO
NKG	NANJING
NLD	NUEVO LAREDO

NOG	NOGALES
OPT	OPORTO
PAP	PORT-AU-PRINCE
PEN	PENANG
PLU	PORT LOUIS
PLZ	PORT ELIZABETH
PMS	PUERTO MORELOS
POP	DOMINICAN REPUBLIC
PRO	PROGRESO
PSD	PORT SAID
PTK	PORT KELANG
PUS	PUSAN
QIN	MERSIN
RGN	YANGON
RIG	RIO GRANDE
ROR	KOROR
SAL	SAN SALVADOR
SAP	SAN PEDRO SULA
SDC	SANTO TOMAS DE CASTILLA
SDQ	DOMINICAN REPUBLIC
SGN	HO CHI MINH CITY
SHA	SHANGHAI
SIN	SINGAPORE
SKP	SKOPE
SLL	SALALAH
SPN	SAIPAN
SRG	SEMARANG
SSZ	SANTOS
SUB	SURABAYA
SUV	SUVA
SZX	SHENZHEN
SZX-LA	SHENZHEN
TAO	QINGDAO
TMM	TAMATAVE
TNR	TOAMASINA
TSN	TIANJIN
TUT	TUTICORIN
VAR	VARNA
VER	VERACRUZ
VLC	VALENCIA
XMN	XIAMEN
XMN-LA	XIAMEN
YAN	YAN
ZIA	LASPEZIA

COP Code	COP
AF	AFGHANISTAN
AL	ALBANIA
DZ	ALGERIA
AS	AMERICAN SAMOA
AD	ANDORRA
AO	ANGOLA
AI	ANGUILLA
AG	ANTIGUA & BARBUDA
AR	ARGENTINA
AM	ARMENIA
AW	ARUBA
AU	AUSTRALIA
AT	AUSTRIA
AZ	AZERBAIJAN
BS	BAHAMAS
BH	BAHRAIN
BD	BANGLADESH
BB	BARBADOS
BY	BELARUS
BE	BELGIUM
BZ	BELIZE
BJ	BENIN
BM	BERMUDA
BT	BHUTAN
BO	BOLIVIA

BA	BOSNIA - HERCEGOVINA
BW	BOTSWANA
BR	BRAZIL
IO	BRITISH INDIAN OCEAN TERRITORY
VG	BRITISH VIRGIN ISLANDS
BN	BRUNEI DARUSSALAM
BG	BULGARIA
BF	BURKINA FASO
BU	BURMA
MM	BURMA (MYANMAR)
BI	BURUNDI
KH	CAMBODIA
CM	CAMEROON, UNITED REPUBLIC OF
CA	CANADA
CV	CAPE VERDE
KY	CAYMAN ISLANDS
CF	CENTRAL AFRICAN REPUBLIC
TD	CHAD
CL	CHILE
CN	CHINA (MAINLAND)
CX	CHRISTMAS ISLANDS (INDIAN OCEAN)
CC	COCOS (KEELING) ISLANDS
CO	COLOMBIA
KM	COMOROS
CG	CONGO
CK	COOK ISLANDS
CR	COSTA RICA
HR	CROATIA
CU	CUBA
CY	CYPRUS
CZ	CZECHOSLOVAKIA
DK	DENMARK
DJ	DJIBOUTI
DM	DOMINICA
DO	DOMINICAN REPUBLIC
TP	EAST TIMOR
EC	ECUADOR
EG	EGYPT
SV	EL SALVADOR
GQ	EQUATORIAL GUINEA
ER	ERITREA
EE	ESTONIA
ET	ETHIOPIA
EU	EUROPEAN ECONOMIC COMMUNITY
FK	FALKLAND ISLANDS (MALVINAS)
FO	FAROE ISLANDS
FJ	FIJI
FI	FINLAND
FR	FRANCE
GF	FRENCH GUIANA
PF	FRENCH POLYNESIA
TF	FRENCH SOUTHERN & ANTARCTIC LANDS
GA	GABON
GM	GAMBIA
GZ	GAZA STRIP
GE	GEORGIA
DD	GERMAN DEMOCRATIC REPUBLIC
DE	GERMANY, FEDERAL REPUBLIC OF
GH	GHANA
GI	GIBRALTAR
GR	GREECE
GL	GREENLAND
GD	GRENADA
GP	GUADELOUPE
GU	GUAM
GT	GUATEMALA
GN	GUINEA
GW	GUINEA-BISSAU
GY	GUYANA
HT	HAITI
HM	HEARD AND MCDONALD ISLANDS
HN	HONDURAS

HK	HONG KONG
HU	HUNGARY
IS	ICELAND
IN	INDIA
ID	INDONESIA
IR	IRAN
IQ	IRAQ
NT	IRAQ-SAUDI ARABIA NEUTRAL ZONE
IE	IRELAND
IL	ISRAEL
IT	ITALY
CI	IVORY COAST
JM	JAMAICA
JP	JAPAN
JO	JORDAN
KZ	KAZAKHSTAN
KE	KENYA
KI	KIRIBATI
KP	KOREA, NORTH
KR	KOREA, REPUBLIC OF
KW	KUWAIT
KG	KYRGYZSTAN
LV	LATVIA
LB	LEBANON
LS	LESOTHO
LR	LIBERIA
LY	LIBYAN ARAB JAMAHIRIYA
LI	LIECHTENSTEIN
LT	LITHUANIA
LU	LUXEMBOURG
MO	MACAU
MK	MACEDONIA
MG	MADAGASCAR (MALAGASY)
MW	MALAWI
MY	MALAYSIA
MV	MALDIVES
ML	MALI
MT	MALTA AND GOZO
MH	MARSHALL ISLANDS
MQ	MARTINIQUE
MR	MAURITANIA
MU	MAURITIUS
YT	MAYOTTE
MX	MEXICO
FM	MICRONESIA, FEDERATED STATE OF
MD	MOLDOVA
MC	MONACO
MN	MONGOLIA
MS	MONTSERRAT
MA	MOROCCO
MZ	MOZAMBIQUE
NA	NAMIBIA
NR	NAURU
NP	NEPAL
NL	NETHERLANDS
AN	NETHERLANDS ANTILLES
NC	NEW CALEDONIA
NZ	NEW ZEALAND
NI	NICARAGUA
NE	NIGER
NG	NIGERIA
NU	NIUE
NF	NORFOLK ISLAND
MP	NORTHERN MARIANA ISLANDS
NO	NORWAY
OM	OMAN
PK	PAKISTAN
PW	PALAU
PA	PANAMA
PG	PAPUA NEW GUINEA
PY	PARAGUAY
PE	PERU

PH	PHILIPPINES
PN	PITCAIRN ISLAND
PL	POLAND
PT	PORTUGAL
PR	PUERTO RICO
QA	QATAR
RE	REUNION (ISLAND, FRENCH)
RO	ROMANIA
RU	RUSSIA
RW	RWANDA
LC	SAINT LUCIA
VC	SAINT VINCENT AND THE GRENADINES
SM	SAN MARINO
ST	SAO TOMES AND PRINCIPE
SA	SAUDI ARABIA
SN	SENEGAL
SRB	SERBIA
SC	SEYCHELLES
SL	SIERRA LEONE
SG	SINGAPORE
SK	SLOVAK REPUBLIC
SI	SLOVENIA
SB	SOLOMON ISLANDS
SO	SOMALIA
ZA	SOUTH AFRICA
ES	SPAIN
LK	SRI LANKA
SH	ST. HELENA
KN	ST. KITTS-NEVIS
PM	ST. PIERRE AND MIQUELON
SD	SUDAN
SR	SURINAM
SJ	SVALBARD AND JAN MAYEN, ISLANDS
SZ	SWAZILAND
SE	SWEDEN
CH	SWITZERLAND
SY	SYRIAN ARAB REPUBLIC
TW	TAIWAN, REPUBLIC OF CHINA
TJ	TAJKISTAN
TZ	TANZANIA, UNITED REPUBLIC OF
TH	THAILAND
TG	TOGO
TK	TOKELAU ISLANDS
TO	TONGA
TT	TRINIDAD AND TOBAGO
TN	TUNISIA
TR	TURKEY
TM	TURKMENISTAN
TC	TURKS AND CAICOS ISLANDS
TV	TUVALU
UG	UGANDA
UA	UKRAINE
AE	UNITED ARAB EMIRATES
GB	UNITED KINGDOM
US	UNITED STATES
UM	UNITED STATES OUTLYING ISLANDS
VI	UNITED STATES VIRGIN ISLANDS
UY	URUGUAY
UZ	UZBEKISTAN
VU	VANUATU
VA	VATICAN CITY STATE (HOLY SEE)
VE	VENEZUELA
VN	VIETNAM
WF	WALLIS AND FUTUNA ISLANDS
WE	WEST BANK
EH	WESTERN SAHARA
WS	WESTERN SAMOA
YE	YEMEN (SANA)
YD	YEMEN, DEMOCRATIC (ADEN)
YU	YUGOSLAVIA
ZR	ZAIRE
ZM	ZAMBIA

ZW

ZIMBABWE