



1200 RIVERPLACE BOULEVARD • JACKSONVILLE, FL 32207 • (904) 346-1500

March 2009

Dear Valued Vendor Partner:

As we mentioned in a letter to you from February 2009, Stein Mart is making a number of significant supply chain changes to bring us more in line with retail industry best practices. Starting immediately, we are initiating the certification processes with service providers to support your transition to Stein Mart's new business requirements.

1. Electronic Data Interchange

DiCentral has been retained to test and certify all merchandise vendors on the use of EDI transactions, specifically updated Purchase Order [850] and Advance Ship Notice [856] documents, as well as our new Purchase Order Change [860] document.

DiCentral will contact you directly to initiate this testing process. At a minimum, you must be certified on the revised 850 before we will send you purchase orders in the new 850 format.

2. Carton Labels

Stein Mart has partnered with **Bar Code Graphics** to certify that all GS1-128 bar code shipping labels are correctly mapped and can be scanned at a Stein Mart facility. Certification of the carton label can be finalized once your 856 is approved by DiCentral.

Bar Code Graphics will contact you directly to initiate the label certification process.

Vendors will be charged and responsible for fees which have been negotiated by Stein Mart for certification services provided by DiCentral and Bar Code Graphics.

Timing Expectations

On Stein Mart's behalf, representatives from DiCentral and Bar Code Graphics will contact you directly to begin the certification processes. You will have up to **sixty (60) calendar days** to certify once contact has been made. Within **ten (10) business days** after you have been certified on the EDI 850 requirements, Stein Mart will re-transmit all open orders that have not shipped in the new 850 format.

Failure to transmit the certified 856 and label cartons with machine readable GS1-128 labels within sixty (60) calendar days after initial contact by DiCentral will subject you to business recovery charges.

Please continue to ship orders using the current shipping guidelines until further notice. Updates will be communicated and posted on our vendor services web site at <http://services.steinmart.net/>.

For more detailed information on Stein Mart's requirements, important vendor notices, and links to our service partners, we remind you to visit <http://services.steinmart.net/> on a weekly basis. Additionally, if

you have further questions, you can contact our Director of Supply Chain Performance, David Barnard, at 904-346-1540, dbarnard@steinmart.com or vendorservices@steinmart.com

We thank you for your cooperation in this important and exciting initiative and we appreciate your ongoing support in serving our customers the best way we can.

Rick Schart

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