

**BEAUTY SYSTEMS GROUP  
MANUFACTURER'S NEW ITEM PRESENTATION SHEET**

Manufacturer: \_\_\_\_\_  
 Item Description: \_\_\_\_\_  
 Size: \_\_\_\_\_ Metric Size: \_\_\_\_\_ SKU #: \_\_\_\_\_  
 Presented by: \_\_\_\_\_ BARCODE/UPC: \_\_\_\_\_  
 Date Presented: \_\_\_\_\_

**Merchandising Information**

New Item     New Size of Current SKU     Line Extension

How long on the Market? \_\_\_\_\_ Where? \_\_\_\_\_

Available to ship when? \_\_\_\_\_

**For all new items being considered, we must receive a minimum quantity of 6 each of the items at time of presentation or prior to issuance of purchase order.**

Master Case Pack: \_\_\_\_\_ Inner Pack: \_\_\_\_\_

**Special BSG Considerations:**

Displays     BSG SKU # on item possible?     BSG SKU # on master carton possible?

Manufacturer Item Number: \_\_\_\_\_

Attach a vendor marketing plan inclusive of price off, special advertising, sales and marketing aids, education, off-shelf activity.

**Proposed BSG Promotional/Flyer Schedule Over 9-12 Months:**

Month	Deal Cost	Type of Promotion (i.e., Price Off, B1G1 Free, Coupon, Combo Pack, P/M Spiff, etc.)

Why will this fit in our current product mix? \_\_\_\_\_

What product brands is this to be targeted to compete against? \_\_\_\_\_

**Cost Information:**

Distributor Cost	
Salon Cost	
Introductory Cost	

**Product Allowances:**

Extended dating for initial orders:
Advertising & Distribution:
Defective:
Product Development:
Additional:

What other special allowances are we getting (i.e., markdown commitments if the items do not sell)?

**Comparables:**

What are comparable items being carried in the marketplace?