

**sam's club**  | Structural Packaging Standards

Version 5 – January 31st, 2025

## Packaging Guideline - Mission

The quality and integrity of Sam's Club & Member's Mark™ packaging is just as important as the valuable items they protect and display to our members in-club every day. Well designed and displayed packaging helps convey the message of quality that truly resonates to our members, operators, and associates.

This update to Sam's Club packaging guidelines is to ensure that as items travel from the manufacturer to the distribution centers, to the clubs and eventually our members' homes, that the packaging maintains its integrity through the whole value chain.

A poorly built pallet of product, spilling into the aisles and off the back of the pallet, sends a negative message to the member that these items aren't made with the same quality and care of the expertly packed assortments in the next bay.

As a purpose-driven, regenerative brand, Sam's Club & Member's Mark are focused on delivering innovative, quality products to our members at an amazing value. But the quality and innovations don't stop with the products.

These guidelines provide an overview of sustainable best practices for all suppliers interested in improving and innovating packaging. We're excited for what the future holds and the improvements and enhancements we are making in our members lives and also the life of our planet.



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Do you have the latest guide? - Check here for the current version

<https://brand.samsclub.com/s/djKz3E?v=0>



# Regeneration

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## Member's Mark Packaging Goals

LEADING IN PRIVATE BRANDS, ENCOURAGED FOR NATIONAL BRANDS



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*Reduce 15% of  
plastic use*

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*20% post-consumer  
recycled content in  
plastic packaging*

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*100% recyclable,  
reusable or  
compostable*

---

*100% packaging  
labeled for  
recyclability*



## Additional Resources for Sustainability



**Sam's Club / Walmart Resources**  
[Walmart Sustainability Hub](#)

**Measurement and Tracking**  
[The Sustainability Consortium](#)  
[Sustainable Packaging Coalition](#)

### Project Gigaton

<http://www.walmarstsustainabilityhub.com/project-gigaton>

In the retail sector, most emissions exist in product supply chains rather than stores and distribution centers. That's why Walmart created Project Gigaton™ in 2017 to engage suppliers in climate action, along with NGOs and other stakeholders. Through Project Gigaton™, we aim to reduce or avoid one billion metric tons (a gigaton) of greenhouse gases from the global value chain by 2030 — and we need YOU to help us get there.

Aligned with the Paris Agreement's original 2-degree Celsius warming scenario and designed in consultation with World Wildlife Fund (WWF), Environmental Defense Fund (EDF) and CDP, Project Gigaton's™ success would represent a substantial reduction of Scope 3 emissions within Walmart's and our suppliers' value chains. Join us by [setting targets](#) and taking science-based, measurable action to reduce emissions across six areas critical to reaching zero emissions: energy use, nature, waste, packaging, transportation, and product use and design.

**There are just three steps to participate in Project Gigaton:**

**Step One:** Work within your organization to set an emissions reduction goal

**Step Two:** Join us so your company receives updates and recognition opportunities

**Step Three:** Report your company's progress each year

The goal you set is up to you - we welcome goals big, small, old and new, so please identify the right target for your organization and join us. Each year, you'll be asked to complete a free survey that will help estimate your emissions reduction - only suppliers that have joined Project Gigaton will receive this survey and be eligible for recognition opportunities.



**Protect the Product**  
[International Safe Transit Association](#)

**Reduce Materials**  
[Sustainable Packaging Coalition](#)

**Increase Sustainable Content**  
[FTC Green Guides](#)  
[Sustainable Packaging Coalition](#)

**Enhance Material Health**  
[Chemical Footprint Program](#)  
[GreenScreen List Translator](#)  
[Material IQ](#)  
[National Academy of Sciences](#)



**Design & Communicate for Recyclability**  
[Association of Plastic Recyclers](#)  
[How2Recycle](#)  
[FTC Green Guides](#)  
[Sustainable Packaging Coalition](#)



# Structural Packaging

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# The Basics - Pallet Display Construction

## A. Pallet

- Domestic programs are required to ship on Block, CHEP, PECO, or IGPS pallets.
- Direct Import program ship floor-loaded from the factory and palletize at Sam's Club IDC.

## B. Display Height

- Reference Weight & Height Requirements Section.

## C. Shopability

- Pallets must be shoppable on two adjacent sides. Product must face Member on each side. See Design Style Catalog for additional requirements.

## D. Weight Limits

- Total case weight, including selling units is not to exceed 50 lbs.
- Safety handling guidelines recommend the case weight not exceed 25 lbs.
- If the weight is greater than 50 lbs., the exception must be approved by Senior Merchant, Safety, Packaging and Operations.
- All cases over 50 lbs. must include the Team Lift Label.

## E. Display Structure

- **False bottoms are NOT acceptable.**
- **Pallet Skirts are NOT acceptable.**
- Extra pallets will be provided in club as needed.
- Packaging must be engineered to withstand the supply chain and presentation in club.

## F. Display Filler

- Should be utilized when additional graphic space is needed, or product does not cube a pallet.

## G. Overhang/Underhang

- **Overhang is NOT acceptable.**
- Underhang should not exceed 3" in either direction. (minimum footprint: 37" x 45").

## H. Ship Testing

- Reference ISTA Testing Section for requirement.



## Pallet Standards



**CHEP**

### Pallet Standards:

For domestic orders, the required method of delivery into a Sam's Club DC is on a 9-block pallet. For direct import orders consult with Sam's Club Global Sourcing Packaging team for appropriate pallet usage.

- **Pallet must be a 9-Block pallet. Standard stringer and GMA pallets are not acceptable.**
- **Fees or charge-backs will be assessed if pallets fail to meet Sam's Club pallet requirements.**
- Product may be stored in a standard rack on a supplier's pallet for an extended period of time. Pallets are **required** to support the weight of the product shipped on them.
- 9-Block pallet/IGPS maximum loaded weight is 2,500 lbs.
- **Stringer pallets, GMA, CHEP Europe, or corrugated/paperboard pallets are not allowed**
- Staple stock "PO Type 20 items" are required to be palletized. All other PO Type Items are preferred to be palletized.

### Minimum Pallet Standards:

#### Requirements for all pallets:

- Pallets are **required** to accommodate a standard pallet jack and/or power forklift equipment with adequate top board spacing so forklift blades will not impact freight.
- Odd sized pallets are **not allowed**. Product must ship on a 48" x 40" full 9-block pallet.
- Must be of sound material and free of knots.

#### Additional requirements for block pallets:

- 48"x40" Full Pallet with true four-way entry.
- Top deck must be constructed of four 40" x 5.5" and five 40" x 3.5" boards. 5/8" Thickness. Maximum spacing between the top deck board is 1.5".
- Three 5.5" x 48" top stringer boards are required. 5/8" Thickness.
- (9) solid wood blocks are required. Three 3.75" x 5.5" x 3.5" and six 7.5" x 5.5" x 3.5".
- Bottom deck must be constructed of two 40" x 5.5" and three 37" x 5.5" boards. 5/8" Thickness.

### Pallet Poolers:

Sam's Club suppliers have the option of leasing a pooled pallet from any number of service providers, or purchasing a one-way white wood pallet. Sam's Club does not endorse or recommend any specific pallet manufacturer or pooling service. All pallets must meet or exceed the grade-A specifications.

### Approved Pallet Poolers:

[www.chepl.com](http://www.chepl.com) | [www.pecopallet.com](http://www.pecopallet.com) | [www.rm2.com](http://www.rm2.com) | [www.iGPS.net](http://www.iGPS.net)

### Global Standards for Wood Packaging Materials:

Global standards for Wood Packaging Material (WPM) address the proper treatment requirements for WPM shipped into Sam's Club. This document can be found on Retail Link by following the path below. Sam's Club supports the ISPM 15 wood packaging material requirements. All regulated wood packaging material shipped into Sam's Club must be properly treated by heat treatment or methyl bromide fumigation.

[Retail Link > Docs > Wood Packaging Material Requirements](#)

## Pallet Criteria

### Pallets Must Meet the Following Conditions:

- Cracks on the top or bottom boards greater than 1/8" wide x 15" in length are **not allowed**.
- Stapling or gluing displays or product to the pallet is **not allowed**.
- All nails are **required** to be flush or countersunk.
- Pallets are not required to be bleached white but should be clean and odor free. Clean pallets are free of debris and stains, but discoloration due to aging is acceptable.
- Exposed splinters greater than 3" in length are **not allowed**.
- Partial footings are **not allowed**. Partial footings occur when 1/4 of a stringer board width or length that connects it to a bottom board has been removed or when securing nail shanks are exposed in the stringer.
- All stringers are solid, unbroken, and do not have cracks visible on 3-sides longer in run than 1". Weathering cracks that are not continuous and not visible from 3-sides are allowable.
- Tapered breaks with a depth of greater than 1" along a 10" or greater run are **not allowed**. If at the 10" distance, the depth is less than 1", the pallet is good. The pallet is unacceptable if the 1" depth runs the entire length of board.



Cracks on the top or bottom boards greater than 1/8"W and 15"L are **not allowed**.



Stapling or gluing to the pallet is **not allowed**.



All nails are **required** to be flush or countersunk.

**Fees or charge-backs will be assessed if pallets fail to meet these pallet conditions.**

- Double stringers, patched boards or metal repair plates are **not allowed**.
- Pallets with broken or split wood and/or exposed nails are **not allowed**.
- Pallet kick stop restraining devices are **not allowed**.



Double stringers, patched boards or metal repair plates are **not allowed**.



Pallets with broken or split wood and/or exposed nails are **not allowed**.



Pallet kick stop restraining devices are **not allowed**.



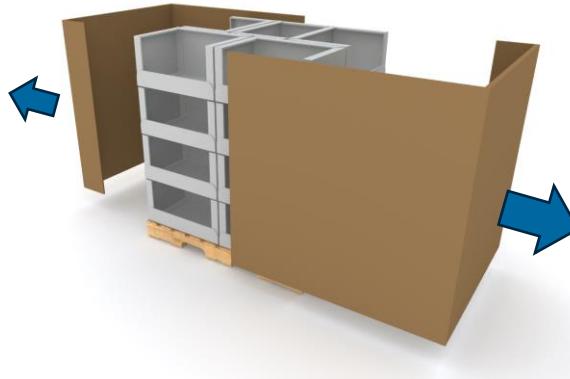
## Pallet Configurations

### Club Ready Pallets / Unit

- All pallets/units must arrive club ready.
- After shipping materials (shrouds, corner posts, etc.) are removed from the pallet, item must be immediately sellable
- There should be no additional handling by club associates
- Items should also be easily replenished from the steel, without requiring hand-stacking
- Regardless of stacking configuration, unitized pallet loads must be able to be handled and stable without wrap or corner boards
- **Do not** place loose cases on top of pallet

### Standard Pallets

- Enclosed DRC and cartons that are stacked to maximize pallet efficiency
- Ideal for Case-pick and dotcom-only inventory
- Layer-pick item should confirm if need to be Club-Ready



**Club Ready Full Pallet**

Remove shipping materials



Delivers to floor with fork truck

\*Only Block pallets are acceptable for Sam's Club. Stringer pallets such as those seen in the above images are not acceptable.



**Layer Pick**

Layers picked with clamp truck  
Display trays must have an HSC cover  
Delivered to club on a mix load pallet

Display Ready Tray  
in a protective carton



**Case Pick**

Tray picked by hand  
Display trays must have an HSC cover  
Delivered to club on a mix load pallet

## The Basics – Case Quality

### Container Surface

All cases and packaging surfaces are **required** to be flat and strong enough to support their weight and the weight of other cases placed on top without distortion, deflection or bending.

**Avoid placing products that taper toward the top in trays.** This creates an uneven surface for stacking. An example is a wide bottle with a narrow neck.

- Bottom of cases are **required** to have a flat and smooth surface.
- Bulging in cases due to over-packed contents is **not allowed**.
- Cases are **required** to be properly sized to contain the product.

### Case Orientation and Liquids

Stack cases in the proper orientation that aligns with the vertical flute direction of the corrugated material for optimal stacking strength. Suppliers are **required** to mark all liquids with “**THIS SIDE UP**” and a directional-arrow graphic to indicate the proper case orientation on a minimum of two sides. **Note:** Arrows are **required** on all liquids, hazardous materials, and fragile items.

### Compression

Cases are **required** to be able to withstand side-to-side and end-to-end compression that normally occurs in a DC. Reduce airspace within a case to avoid product damage. If your product is packaged in perforated cases, ensure they comply with the proper compression standards. Chipboard is not acceptable corrugated material for vendor pack cases.

### Openings, Gaps, and Windows

Any openings or windows on a case are **required** to be capable of being used as hand holds during the order fulfillment process. Any openings in shrink-wrap must fully contain the product within the case or tray. Avoid large gaps between case flaps. Flap gaps of greater than 1" are **not allowed** for any side of the case.

Open-top cases that are not secured with a lid or plastic shrink film are **not allowed**. If a lid is used to contain product in a case, the lid is required to be secured to the case.

In general, holes in the corrugated board should be minimized in order to maintain the structural integrity of the case and balanced for any temperature and humidity control **required** to maintain product quality.

### Adhesives

Corrugated box flaps are **required** to remain secure with an adhesive that can withstand normal handling, compression, humidity, and a range of temperatures.

Case flaps are **required** to be securely sealed using adequate glue or tape. Use water resistant tape for cold/wet perishable and freezer items. For heavy merchandise, use tape with reinforcing fibers along all seams.

### Perforated Cases

Perforated cases are **required** to be able to withstand warehouse handling without damage. Passing a 3-foot drop test without failure is a good rule of thumb to gauge success. Please refer to pages 53-55 for more information on perforations.

### Shrink-wrapped Trays (Heat Shrink Plastic)

Cases may be contained with shrink-wrap as long as the mil (thickness) can withstand abrasion, stacking, or protrusions encountered in normal handling, loading and unloading. The case base and top are **required** to be flat solid surfaces. Corrugated trays are **required** to have a minimum 2" high side wall and 3" for glass products. Plastic is **required** to fit tightly around the case with no loose ends. Pack sizes with an aspect ratio (height/width) greater than 1.6 are **required** to ship in a full corrugated case. Product shipped in trays are **required** to be weight bearing. Transparent film that meets “Store Drop-off” recyclability is **required**.



## Design Style Catalog Index



Boxed Products



Containment Trays



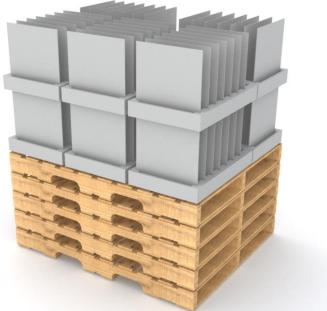
Stacking Tray – Palletized



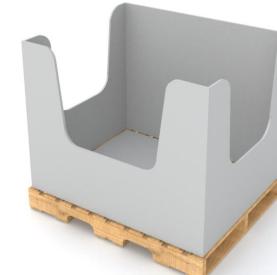
Layer Tray with Dividers



Short Tray with Blister Cards



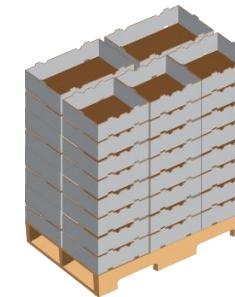
Short Tray with Pull Card



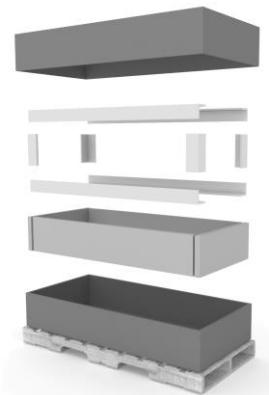
Bulk Bin



Loose Bagged Products



Produce Trays



Oversized/Big &amp; Bulky

This guideline section only includes common pallet design styles. Please discuss any pallet designs not listed above with your Merchant and Packaging Manager.

\*Only Block pallets are acceptable for Sam's Club. Stringer pallets such as those seen in the above images are not acceptable.

# Design Style Catalog Style A



Boxed Products

\*Only Block pallets are acceptable for Sam's Club. Stringer pallets such as that seen in the above image are not acceptable.



## Products that **can** support weight Boxed Products

### Requirements

- Minimum 3-side shoppable.
- No overhang.
- Maximum underhang of 3" total. 45" x 37" minimum unit footprint.
- The selling unit packaging MUST meet or exceed the performance requirements for ISTA 6-SAMSCLUB transit testing.
- No false bottoms.

### Additional thoughts and best practices

- Pallet pads and tie sheets may be needed to stabilize smaller selling units.
- Top shipping caps or top sheets are required to protect the top layer during transit.

# Design Style Catalog

## Style A – Boxed Products - Omni Channel Requirements

### Ships In Own Container (SIOC)

#### SIOC Packaging:

Many items within the eCommerce environment require packaging that will allow the product to ship-as-is to the member with no additional packaging required. Any merchandise that is designated as "ship-alone", "ship-as-is", or "ships-in-own-container" must be capable of serving as the outbound shipping case when shipped to the member. These items will not be over boxed by Sam's Club prior to shipment.

#### How do I know if my items is classified as SIOC?:

If any one of the following conditions are met, your product is considered as "SIOC":

- Any single side of the case is greater than 25" in length
- The second largest side of case is greater than 20" in length
- The smallest side of the case is greater than 14" in length
- The case weighs more than 30 lbs.
- Volume is greater than 3.25 cubic feet

#### Protective Packaging Options:

- Rugs, Mattresses and cushions in sturdy, plastic bags that can ship as-is are acceptable.
- The poly bag, white or clear, should be at least 3 mil thick, be completely sealed and include a UPC-A label on the outside of the poly bag.
- Rugs should be rolled with the pile on the inside for eCommerce shipments.
- Items that nest (stack inside each other), like plastic bins and garbage cans, are acceptable without ships-as-is packaging.
- Supplier pack carton weight and dimensions are required to be submitted to the Sam's Club buyer prior to initial shipment to the Sam's Club eCommerce network.
- Individual pack carton weight and dimensions are required to be submitted to the Sam's Club buyer prior to the initial shipment to the Sam's Club eCommerce network.

### Ship-From-Club (SFC)



#### Basic criteria

- The item number is common between the dotcom and club channel
- The item has a maximum weight <50 Lbs.
- The item meets the following dim criteria
  - Item max dim < 36 inches
  - Item mid dim < 21 inches
  - Item min dim < 14 inches
  - Item length +girth < 165 inches
- Item doesn't require DoT labeling (Hazmat/ Lithium contained)
- Item doesn't belong to the following category – Apparel, eDelivery, gift cards

If your item qualifies as above, setup is automatic.

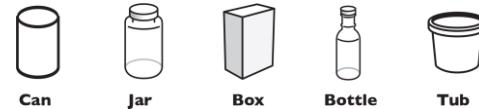
Precise box measurements are below that a club would have to ship products.

All three dims must fit in one:

Box Name	Length	Width	Height
S1-18-3	14"	11"	10"
C1-18-3	16"	11"	10"
S4-24-3	17"	11"	10.5"
S6-27-3	21"	13"	8"
M2-27-3	24"	14"	13.25"
M4-30-3	24"	17"	10.75"
T1	25.5"	14.75"	13"
P1	28"	15.75"	12.25"

# Design Style Catalog

## Style B – Containment Trays



Containment Trays

\*Only Block pallets are acceptable for Sam's Club. Stringer pallets such as that seen in the above image are not acceptable.



### Products that can support weight

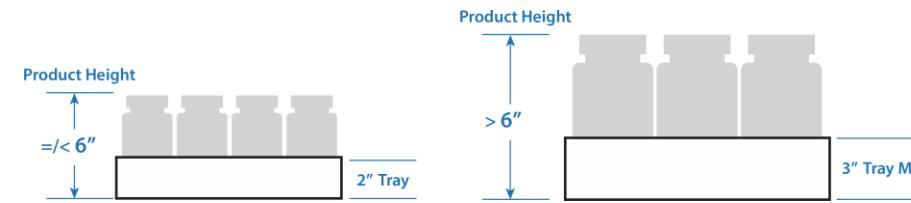
Product Examples

#### Requirements

- Minimum 3-side shoppable.
- Maximum unit height 52" (including pallet)
- No overhang.
- Maximum underhang of 3" total. 45" x 37" minimum unit footprint.
- Tray lip height. See diagram below.
- No taped or stapled corners allowed.
- If product packaging deforms when the product is stacked to 52" high, Style C - Stacking Trays must be used
- No false bottoms.

#### Additional thoughts and best practices

- Pallet pads and tie sheets may be needed to stabilize smaller selling units.
- Top shipping caps or top sheets are required to protect the top layer during transit.



# Design Style Catalog

## Style B – Containment Trays

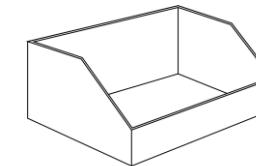
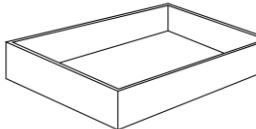
### OTC



Products that **can** support weight

#### Requirements

- Maximum PDQ footprint of 17" left to right by 10" front to back.
- 2" front lip height.
- The product and PDQ must be designed to allow stacking up to 3 units high in the steel at the club.
- HSC shipping covers are required for all PDQ trays.
- The full pallet unit shipping through the Sam's Club DC system must meet all requirements in the Unitization & Shipping section.
- The selling unit and the secondary packaging MUST meet or exceed the performance requirements for ISTA 6-SAMSCLUB transit testing.



#### Additional thoughts and best practices

- If the PDQ will be layer picked, additional strength may be required to withstand the additional clamp truck handling.
- The PDQ will ship in a mixed pallet load from the DC to the club.
- Dividers may be needed to allow stacking in the club for product that will not support weight.

# Design Style Catalog

## Style B – Containment Trays

### Omni Channel

#### Fragile Merchandise Packaging

Glass, ceramic, and fragile items are required to be properly packaged to minimize the risk of damage throughout the supply chain. Cases may encounter heavy compression and vibration during transportation and on a DC conveyor and automation systems.

#### Packaging Requirements:

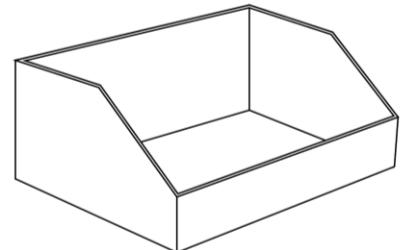
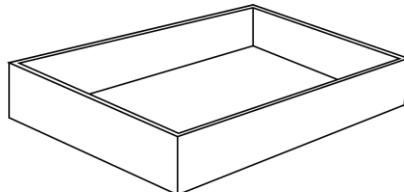
- Glass, ceramic, or fragile product shipping in corrugated trays are **required** to have sidewalls that are a minimum of 3" tall or to the neck of the bottle or jar, whichever is higher.
- Plastic film is **required** to fit tightly around the tray to minimize movement.
- All cases containing fragile merchandise are **required** to be clearly marked with a graphic icon depicting the fragility of the merchandise.

#### Protective Packaging Options

Corrugated dividers or partitions are strongly preferred to eliminate glass-on-glass contact and prevent breakage.

Use of protective coating on the glass container or bottle is preferred.

Padding on the bottom of the case must be sufficient to protect against bottom tray wear during conveyance.



#### Liquid Packaging

Adequate packaging of Liquid items flowing through the Omni Channel network is critical to ensure the product does not leak before arriving to the member. A package that leaks may also damage other products in the same case or in close proximity to the faulty liquid package. A liquid would include any chemical, food, or personal use liquid.

Liquids are typically packaged with one of the following styles of packaging:

- Spray Bottle: Trigger is **required** to be blocked or shrink wrapped to the side of the bottle to avoid damage.
- Twist Cap Bottle: Twist Cap packaging is **required** to use shrink wrap, tape, an inner seal or other sealing solution to prevent cap from unscrewing and/or leaking.
- Flip Cap: Flip Caps are required to use shrink wrap, tape, or other solution to prevent cap from opening.
- Pump: Pump style packaging lids are **required** to use shrink wrap, tape, or other solution to prevent cap from opening.
- Aseptic: Aseptic style packaging is **required** to follow Walmart Fragile packaging standards. Refer to Fragile Packaging section of this guide.

#### Granule Packaging

Granule packaging would include the packaging of any fine powder or granule product, such as sugar, baking soda, salt, flour, powder beverage mix and laundry detergent.

Granule Packaging is **required** to be in an airtight sealed primary package or in a shrink-wrapped primary package.

# Design Style Catalog

## Style C – Stacking Trays

### Stacking Trays

#### Corrugated Display Construction

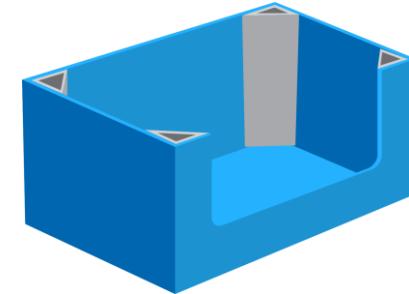
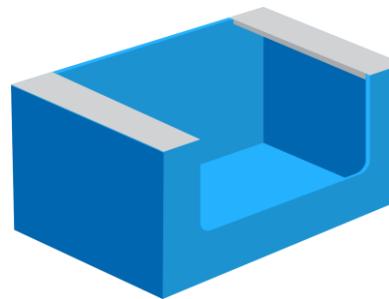
- Minimum corrugated board grade: 44 ECT C or EB-Flute or 350 lb. Mullen.
- Tear tape is **not allowed**.
- Tape is **not allowed** on the Member facing portion of the display

#### Tray Design

- It is **required** that all bagged, vacuumed packed, and non-supportive products have stacking features, inserts and dividers to support pallet weight. Example stacking features shown to the right.
- Displays and dividers should not result in product being trapped in the display or leave it unshoppable.
- To aid in stacking strength, corrugated flutes must be vertical.
- Master display modules should have a 3" front panel height. However; the maximum measurement for the front panel height should not exceed 1/3 the height of the display module and should never cover the product description or the selling features.
- Displays should be designed to open in one or two steps without the aid of tools.
- Perforations must be removed without damaging appearance.
- Opening features must not affect the shipping performance.
- Front lip of displays should be tall enough to prevent false scoring (recommended minimum 3" height) but only as tall as needed to maximize product visibility.
- Thumb holes for easy opening should be knocked out in die cutting and begin with a  $\frac{1}{2}$ " cut to the left and the right to aid in opening.
- Perforations greater than the caliper of the corrugated are prohibited on torn away display components.
- Perforated windows should be designed to be torn away from the front lip toward the top of the case to minimize tearing on the front lip of the display.
- **Open top shippers are not allowed**, unless approved by your Merchant and Packaging Manager.

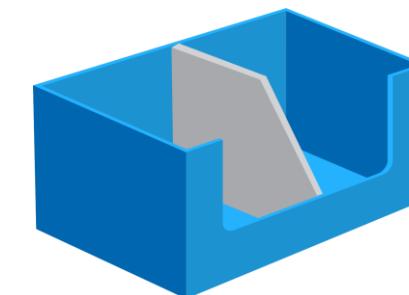
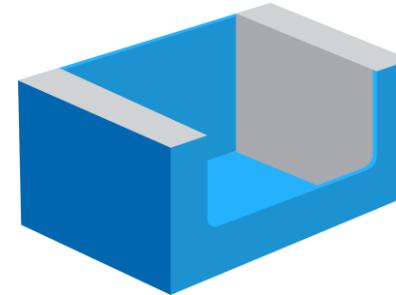
#### Products that **cannot** support weight

Pouches, Towels, Apparel, etc.



#### Bumpers:

Bumpers are formed when assembling the display and add stability, preferably for lighter weight products.



#### Fillers:

A filler is an additional component folded and added to the tray to add additional structure.

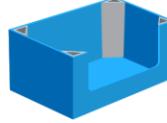
#### Corner Supports:

Corner supports can be accomplished a variety of ways, but all span the corners of the case to add stability and strength.

# Design Style Catalog

## Style C – Stacking Trays

Display Ready Trays Style Chart

Primary Packing Type	Can	Glass Jar	Box	Bag/Pouch	Bottle	Tub	Standup Bag	Apparel
Display Ready Case Style								
	<b>Bumpers</b> Formed when assembling the display and add stability, preferably for lighter weight products.				✓		✓	✓
	<b>Fillers</b> A filler is an additional component folded and added to the tray to add additional stacking support. Can be on the sides and/or back edges.			✓	✓	✓	✓	✓
	<b>Center Divider</b> A center divider can be used to stop the front lip of a tray from failing, typically used with longer trays or heavy products			✓	✓	✓	✓	✓
	<b>Corner Supports:</b> Corner supports can be accomplished a variety of ways, but all span the corners of the case to add stability and strength.			✓	✓	✓	✓	✓

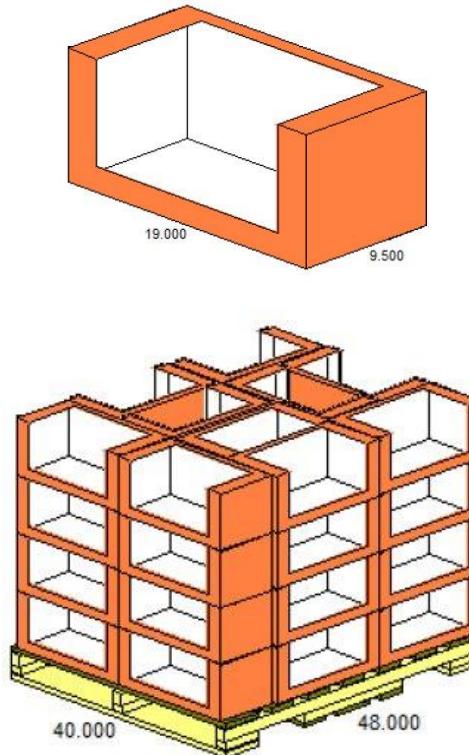
# Design Style Catalog

## Style C – Stacking Trays

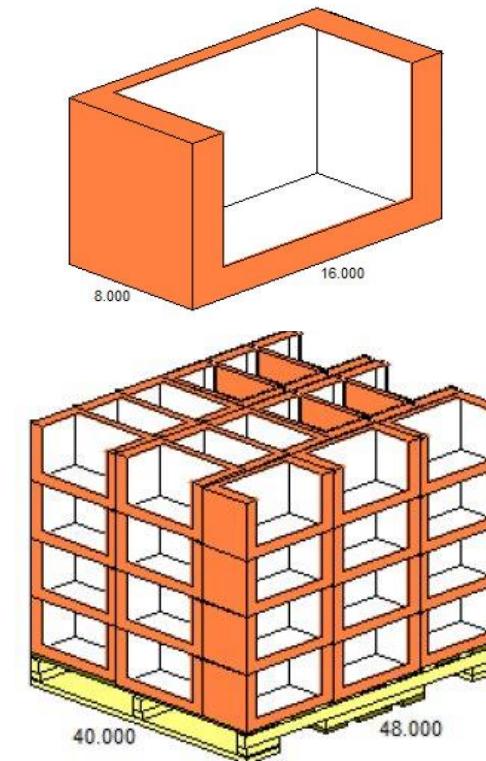
Products that **cannot** support weight  
Pouches, Towels, Apparel, etc.

### Stacking Trays – Preferred Pallet Patterns

For products merchandised under steel - 40" side of pallet facing aisle



For products merchandised on the open floor 48" side of pallet facing aisle



\*Increase or decrease the height of tray based on the size of the sellable unit, but **DO NOT EXCEED 52"** in height for the full pallet (including 5.5" pallet height).

# Design Style Catalog

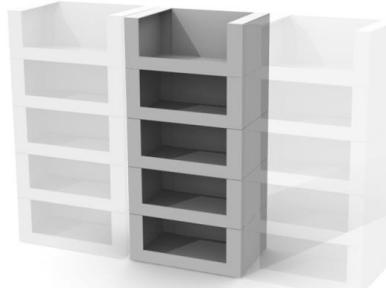
## Style C – Stacking Trays



Stacking Tray – Palletized



Stacking Tray – 3 Side Shop



Stacking Tray – Single Stack/Inline

\*Only Block pallets are acceptable for Sam's Club. Stringer pallets such as that seen in the above images are not acceptable.



### Products that **cannot** support weight

Apparel, Towels, Bagged Product, etc.

#### Requirements

- Minimum 3-side shoppable.
- Minimum Corrugate Strength: **44 ECT C or EB Flute**
- **Tray weight max 50 lbs.**
- No overhang.
- **Must use corrugated layer sheets in-between each layer: Minimum 44 ECT C flute**
- Maximum underhang of 3" total. 45" x 37" minimum unit footprint.
- The selling unit and secondary packaging MUST meet or exceed the performance requirements for ISTA 6-SAMSCLUB transit testing.
- No false bottoms
- If used in Cooler/Freezer Sections all Corrugated board must use Moisture Resistant Adhesive (MRA)

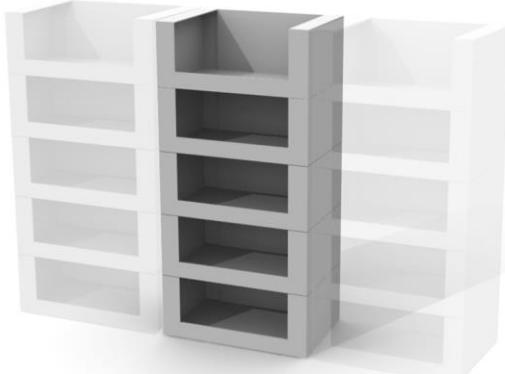
#### Additional thoughts and best practices

- Top shipping caps or top sheets are required to protect the top layer during transit.
- If the selling unit is one or 2 facings per tray, make sure the shoulders do not interfere with shopability.

# Design Style Catalog

## Style C – Stacking Trays

### C95 Basic Apparel



Stacking Tray – Single Stack/Inline



Products that **cannot** support weight

#### Requirements

- Standardized PDQ construction and dimensions
- Versatile (inline stack or direct to steel shelves).
- Shopable at each layer.
- Must follow apparel category labeling guide

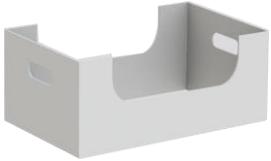
#### Stackable Tray Size

- Tray size(O.D): 23.5" x 19.5" x 11.5"
- Tray size(O.D): 23.5" x 15.5" x 11.5"
- Tray size(O.D): 23.5" x 13" x 11.5"

# Design Style Catalog

## Style C – Stacking Trays

### Cooler



Self Supporting Product



Flexible Film Bag  
Weight < 20 lbs



Flexible Film Bag  
Weight > 20 lbs

#### Requirements

- Front doors feature LTO
- Side counters merchandise A-status item
- Contact your Merchant to determine if your product is Shelf-driven or Pallet-driven
- All Corrugated board must use Moisture Resistant Adhesive (MRA)
- Corrugated case requires minimum of 44 ECT
- Trays must be stackable to at least 3 trays high.
- See Secondary Packaging Labeling Guide in Packaging Communication, Graphics & Markings section of this guide for Cooler trays requirements.

#### Stackable Tray Size

- Shelf-driven program: 29.5" W x 30" H x 44" Depth display area
- Pallet-driven program: 40-inch facing; 47.5" height limit (including pallet)

# Design Style Catalog

## Style C – Stacking Trays

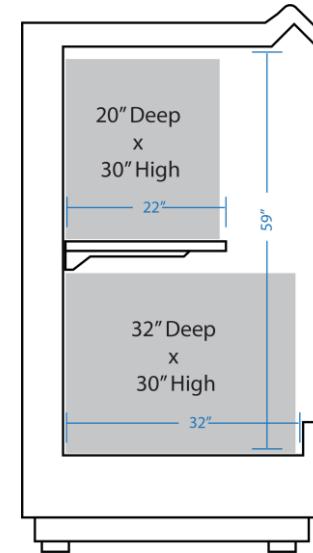
### Deli



Self Supporting Product



Flexible Film Bag  
Weight < 20 lbs



#### Requirements

Deli products are merchandised in Display Ready Cases (DRCs) only.  
No hand stacking individual sell units.

- All corrugated board must use Moisture Resistant Adhesive (MRA).
- Corrugated case requires minimum of 44 ECT
- Packaging material must be able to withstand freezer temperature and be moisture resistant.
- Product case must follow Perishable Product labeling and proper color label.
- Cooler top shelf has displayable width in 4-foot increments, 20" D x 30" H.
- Cooler bottom shelf has displayable width in 4-foot increments, 32" D x 30" H.

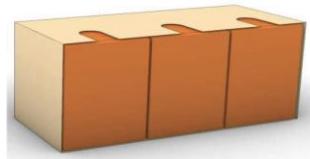


Flexible Film Bag  
Weight > 20 lbs

# Design Style Catalog

## Style C – Stacking Trays

### Freezer



Carton Product

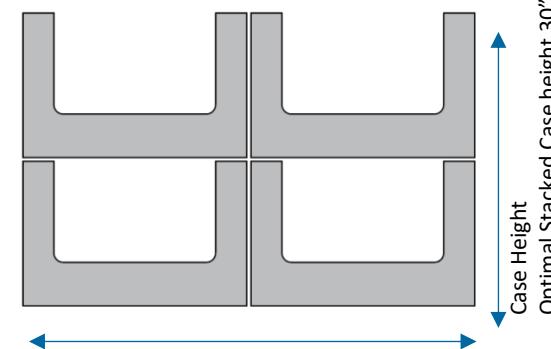


Flexible Film Bag  
Weight < 20 lbs.



Flexible Film Bag  
Weight > 20 lbs.

#### Optimal Case Size



Case Length: Optimal case length no greater than, and as close as possible to, 29.5"

#### Requirements

- Front doors feature LTO
- Side counters merchandise A-status item
- Contact your Merchant to determine if your product is Shelf-driven or Pallet-driven
- All Corrugated board must use Moisture Resistant Adhesive (MRA)
- Corrugated case requires minimum of 51 ECT C Flute

#### Stackable Tray Size

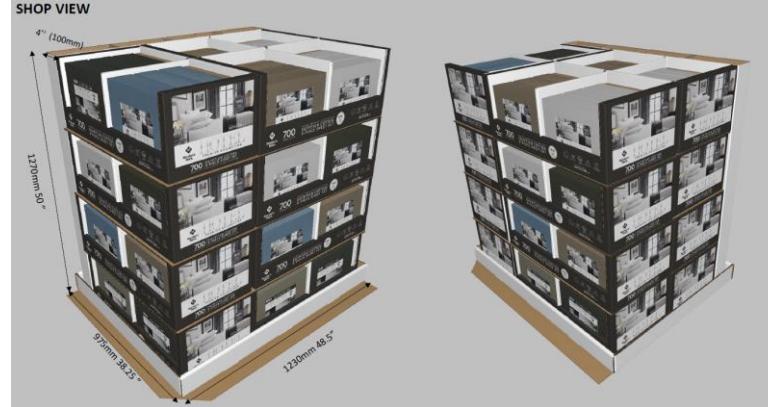
- Shelf-driven program: 29.5" W x 30" H x 44" Depth display area
- Pallet-driven program: 40-inch facing; 47.5" height limit (including pallet)

# Design Style Catalog

## Style C – Stacking Trays

### Sheet Sets

Page 1 of 2



### SKU Facing Options



Front (2 Facing)



Front (3 Facing)

# Design Style Catalog

## Style C – Stacking Trays

### Sheet Sets

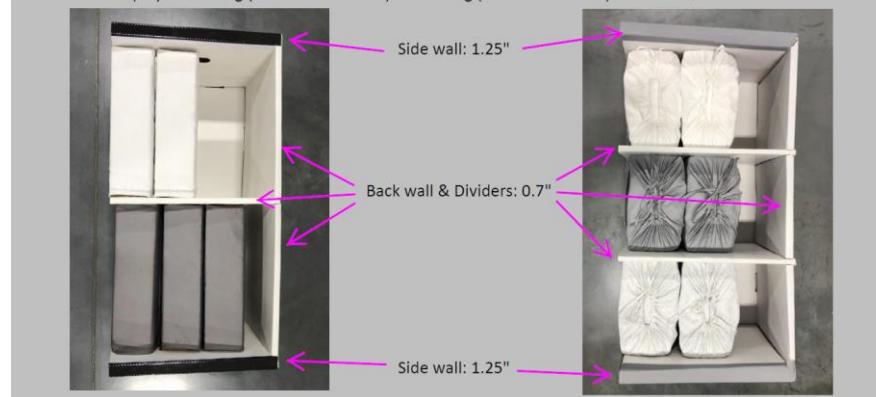
Page 2 of 2



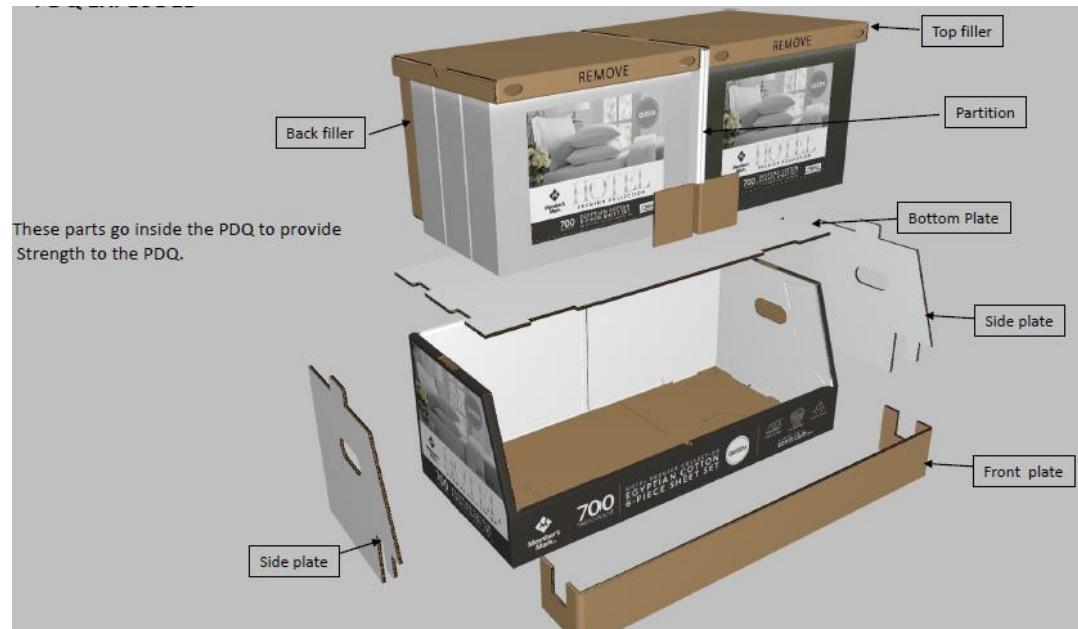
#### PDQ

1 PDQ for all sheet sizes: 31" L x 15.6" W x 12" H

Sheets to be displayed 2-facing (14-inch fold width) or 3-facing (9-inch fold width) in the PDQ.

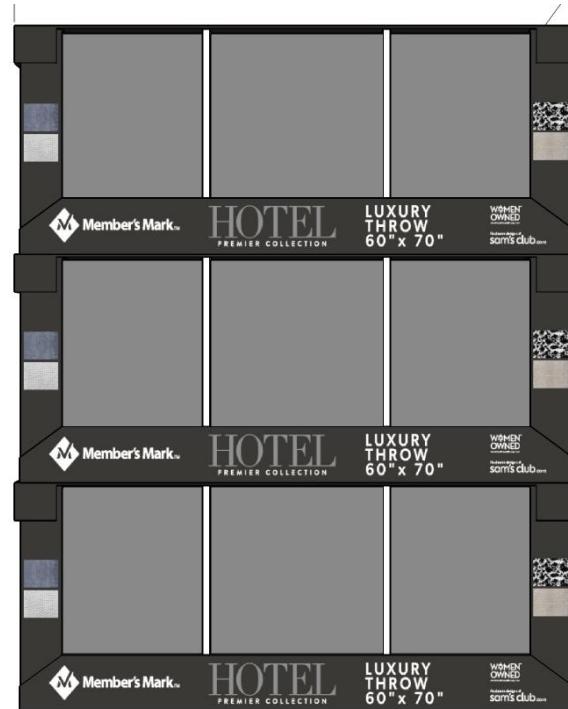
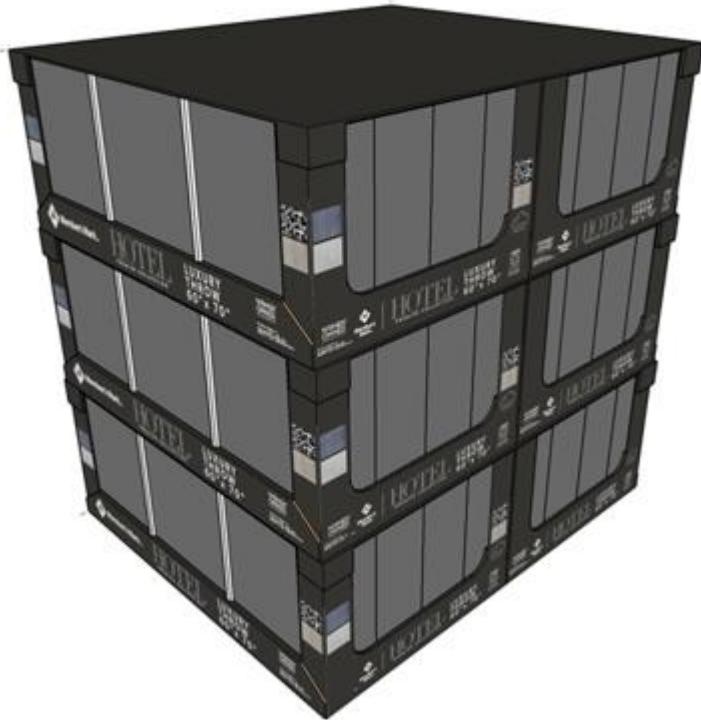


### Recommended Tray Style

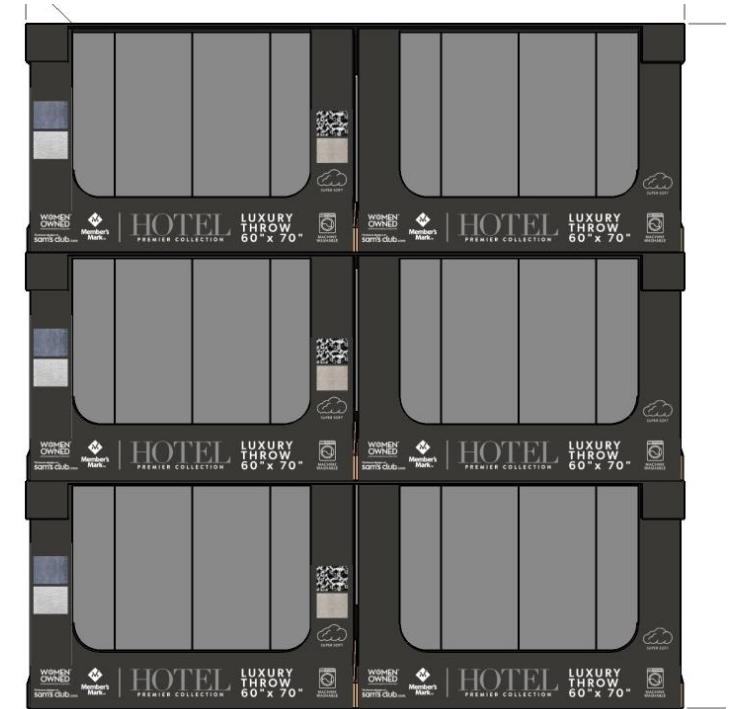


Min Corrugate Spec	Flute	ECT	Bursting
PDQ	B	42	250
PDQ Insert	BC	42	250
Layer Sheet / Top Cap / Bottom Cap /	BC	42	250

Design Style Catalog  
Style C – Stacking Trays  
Throws  
Page 1 of 2

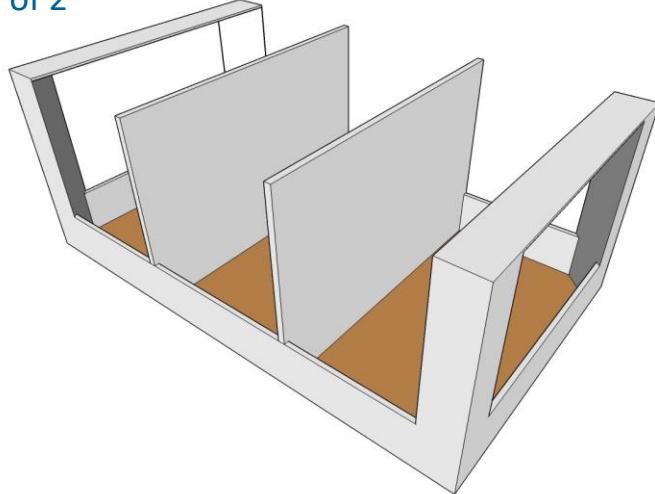
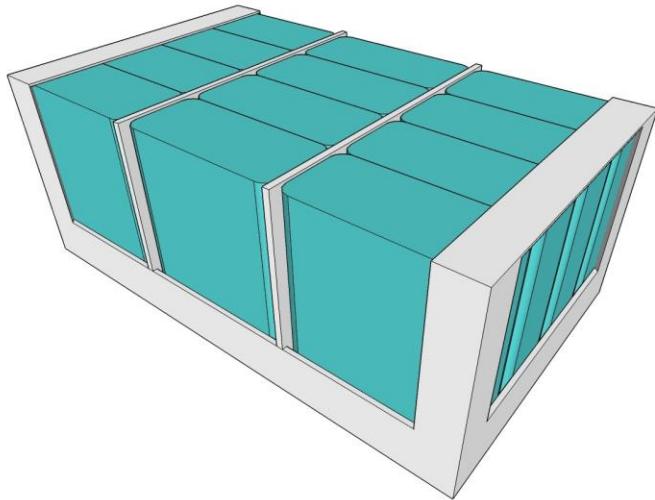


Front

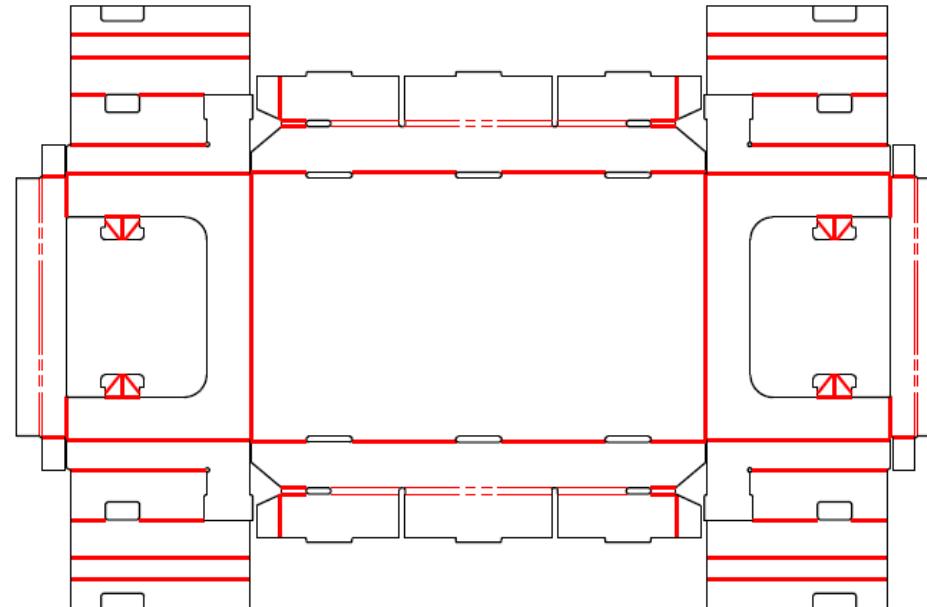


Side

Design Style Catalog  
Style C – Stacking Trays  
Throws  
Page 2 of 2



Recommended PDQ Tray Style



Min Corrugate Spec	Flute	ECT	Bursting
PDQ	EB	48	275
PDQ Divider	B	32	200
Layer Sheet	EB	42	250
Shroud	BC	42	250

# Design Style Catalog

## Style C – Stacking Trays

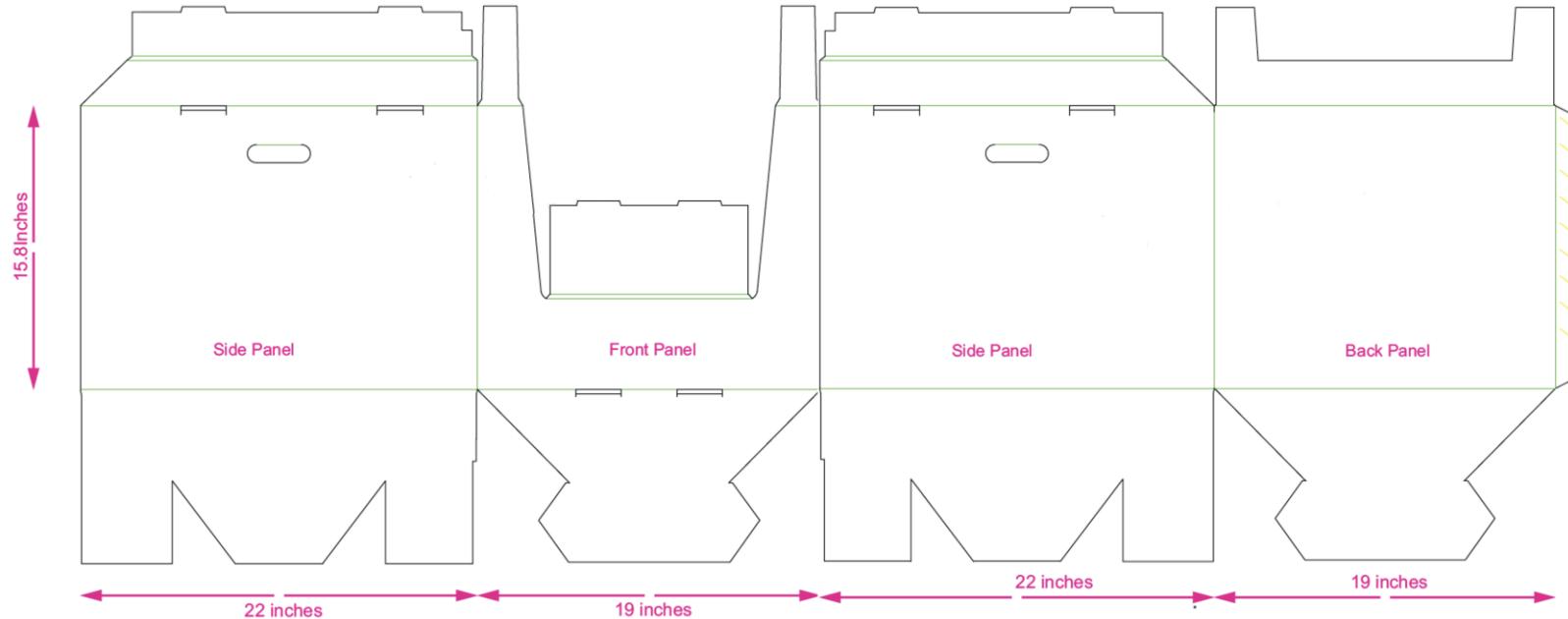
### Beach Towels PDQ

Page 1 of 2



Design Style Catalog  
Style C – Stacking Trays  
Beach Towels PDQ  
Page 2 of 2

Recommended PDQ Tray Style



Min Corrugate Spec	Flute	ECT	Bursting
PDQ	B	42	250
Layer Sheet	C	42	250
Top & Bottom Cap	BC	42	250
Shroud	BC	48	275

# Design Style Catalog

## Style D – Full Layer Trays with Dividers



Full Layer Tray with Corner Supports & Dividers



A few of many different divider options



\*Only Block pallets are acceptable for Sam's Club. Stringer pallets such as that seen in the above images are not acceptable.

Products that **cannot** support weight  
Chips, Bagged Snacks etc.

### Requirements

- Minimum 3-side shoppable.
- Maximum unit height 52" (including pallet).
- No overhang.
- Minimum 44 ECT corrugated material.
- Maximum underhang of 3" total. 45" x 37" minimum unit footprint.
- Minimum tray lip height 3"
- Roll all four sides of tray.
- No taped or stapled tray corners allowed.
- The selling unit and secondary packaging MUST meet or exceed the performance requirements for ISTA 6-SAMSCLUB transit testing.
- No false bottoms.

### Additional thoughts and best practices

- Top shipping caps or top sheets are required to protect the top layer during transit.
- Reinforced front lip designs should be used to ensure durability during transit and shopping at the Club.
- The divider system should be designed to protect the tray lips from breaking down during transit and shopping at the Club.
- The structure should be designed to support an additional layer of product at the Club. The Club will place the final layer of the remaining display on top of the new display during replenishment.

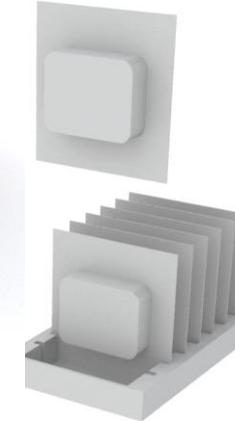
## Design Style Catalog

### Style E – Card & Tray Display

#### Blister Card with Product



Short Tray with Trapped Blister Cards



Slotted sides to hold  
Pull Cards

\*Only Block pallets are acceptable for Sam's Club. Stringer pallets such as that seen in the above image are not acceptable.



Products that **can** support weight  
Blister Carded Products

#### Requirements

- 48" side shoppable minimum. 3-side shoppable is preferred. One 48" side and two 40" sides. (Mix replenishment model might be required for one item. Must confirm with Merchant team.)
- Maximum unit height 30" (excluding pallet)
- No overhang.
- Maximum underhang of 3" total. 45" x 37" minimum unit footprint.
- Card material is a minimum of 32 ECT E flute corrugated.
- Minimum card size: 8.5" W x 11" H
- The selling unit and secondary packaging MUST meet or exceed the performance requirements for ISTA 6-SAMSCLUB transit testing.
- No false bottoms.
- No pallet skirts.

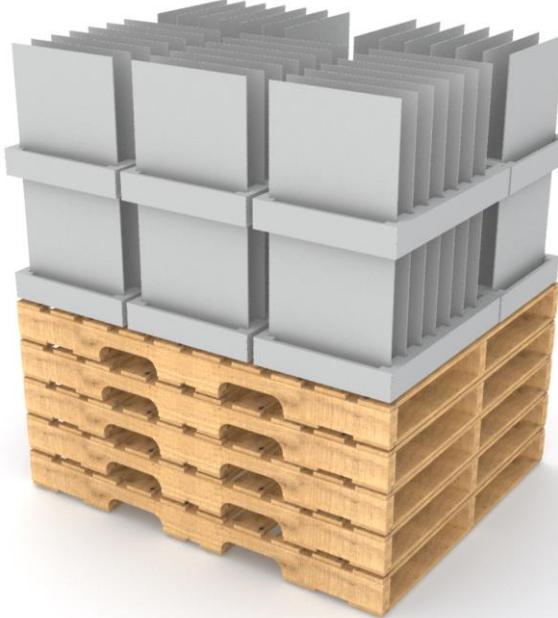
#### Additional thoughts and best practices

- Graphic filler can be added
- Product demo areas can be added

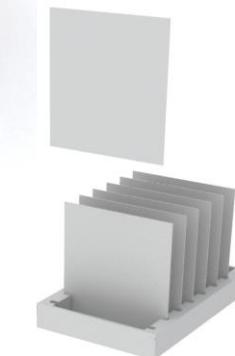
# Design Style Catalog

## Style E – Card & Tray Display

### Pull Card

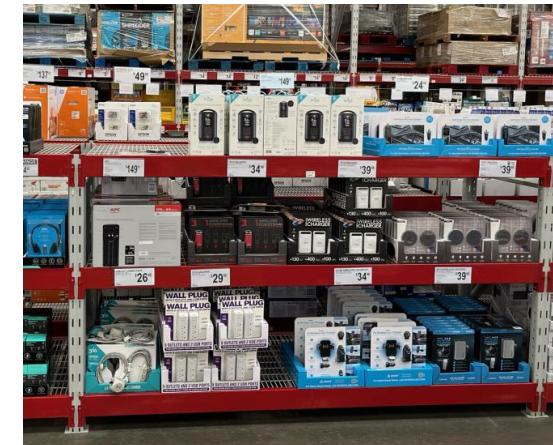


Short Tray with Pull Card



Slotted sides to hold Pull Cards

\*Only Block pallets are acceptable for Sam's Club. Stringer pallets such as that seen in the above image are not acceptable.



Products that **can** support weight  
Pull Cards

#### Requirements

- 48" side shoppable minimum. 3-side shoppable is preferred. One 48" side and two 40" sides. (Mix replenishment model might be required for one item. Must confirm with Merchant team.)
- Maximum unit height 30" (excluding pallet).
- No overhang.
- Maximum underhang of 3" total. 45" x 37"minimum unit footprint.
- Card material is a minimum of 32 ECT E flute corrugated.
- Pull cards must be 2-ply (fold over and glue).
- Minimum card size: 8.5" W x 11" H.
- The selling unit and secondary packaging MUST meet or exceed the performance requirements for ISTA 6-SAMSCLUB transit testing.
- No false bottoms.
- No pallet skirts.

#### Additional thoughts and best practices

- Graphic fillers can be added.
- Product demo areas can be added.

# Design Style Catalog

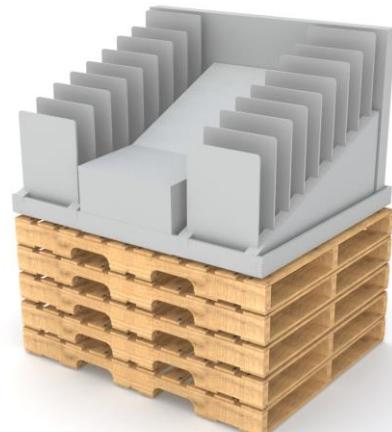
## Style F – Card & Tray Display

TEO

Pull Card or Product with Graphic Panel



Level Style



Waterfall Style

\*Only Block pallets are acceptable for Sam's Club. Stringer pallets such as that seen in the above image are not acceptable.



### Requirements

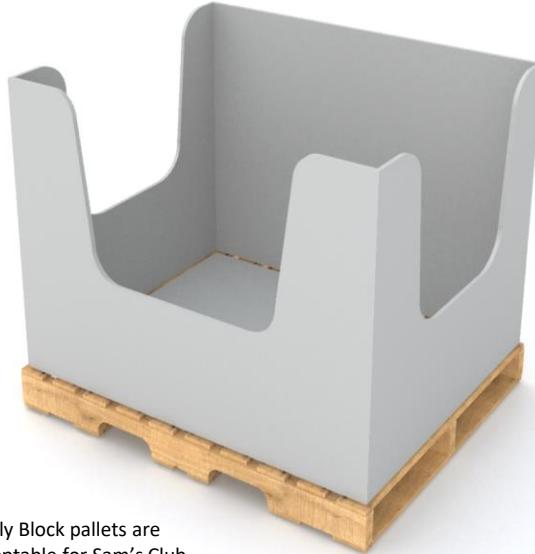
- 48" side shoppable minimum. 3-side shoppable is preferred. One 48" side and two 40" sides. (Mix replenishment model might be required for one item. Must confirm with Merchant team.)
- Over all dims 48" x 40" x 30" (excluding pallet).
- No overhang.
- Maximum underhang of 3" total. 45" x 37"minimum unit footprint.
- Card material is a minimum of 32 ECT E flute corrugated.
- Pull cards must be 2-ply (fold over and glue).
- Minimum card size: 8.5" W x 11" H.
- The selling unit and secondary packaging MUST meet or exceed the performance requirements for ISTA 6-SAMSCLUB transit testing.
- No false bottoms.
- No pallet skirts.

### Additional thoughts and best practices

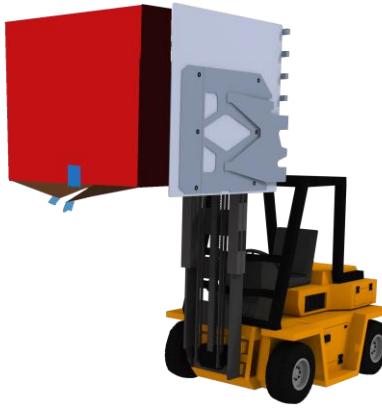
- Graphic fillers can be added.
- Product demo areas can be added.
- Club receives vendor case-packed product in lockup room.
- QR codes used on displays and packaging must only be linked to Sam's Club product pages and not external content, such as online storefronts or apps. Sam's Club will generate the QR codes.

# Design Style Catalog

## Style G – Bulk Bins



Without a Base Tray  
The bottom of the bin  
may fail when clamped.



Bulk Bin

\*Only Block pallets are acceptable for Sam's Club. Stringer pallets such as that seen in the above image are not acceptable.



Products that **cannot** support weight  
Pet Beds, Towels, etc.

### Requirements

- Minimum 3-side shoppable.
- Bin windows must follow the layout below.
- Maximum unit height 52" (including pallet).
- No overhang.
- Maximum underhang of 3" total. 45" x 37" minimum unit footprint.
- Minimum bin material is 42 ECT DW corrugated. The material must be able to maintain the bin shape and avoid bulging thought its entire life cycle.
- The selling unit and secondary packaging MUST meet or exceed the performance requirements for ISTA 6-SAMSCLUB transit testing.
- No false bottoms.

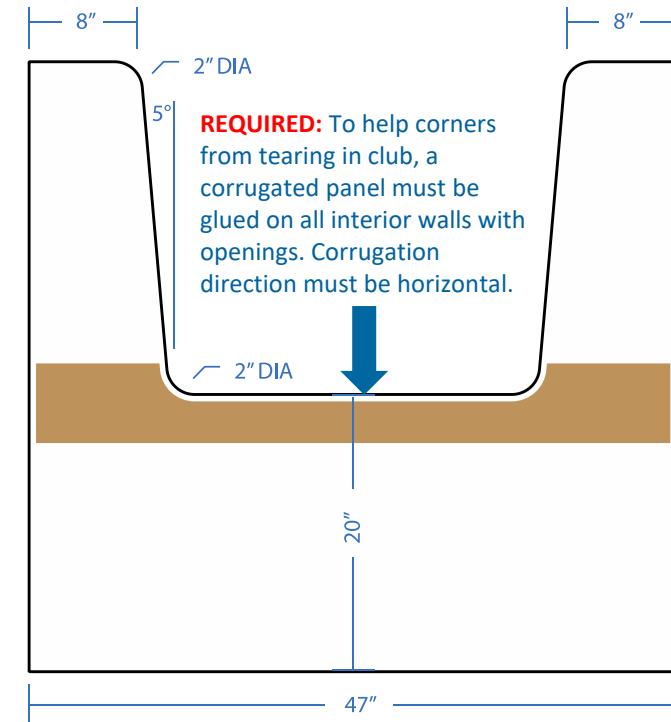
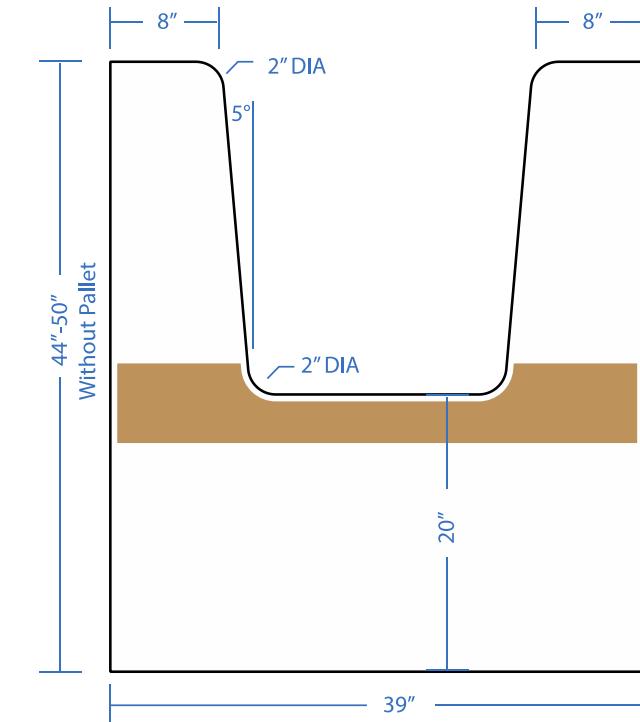
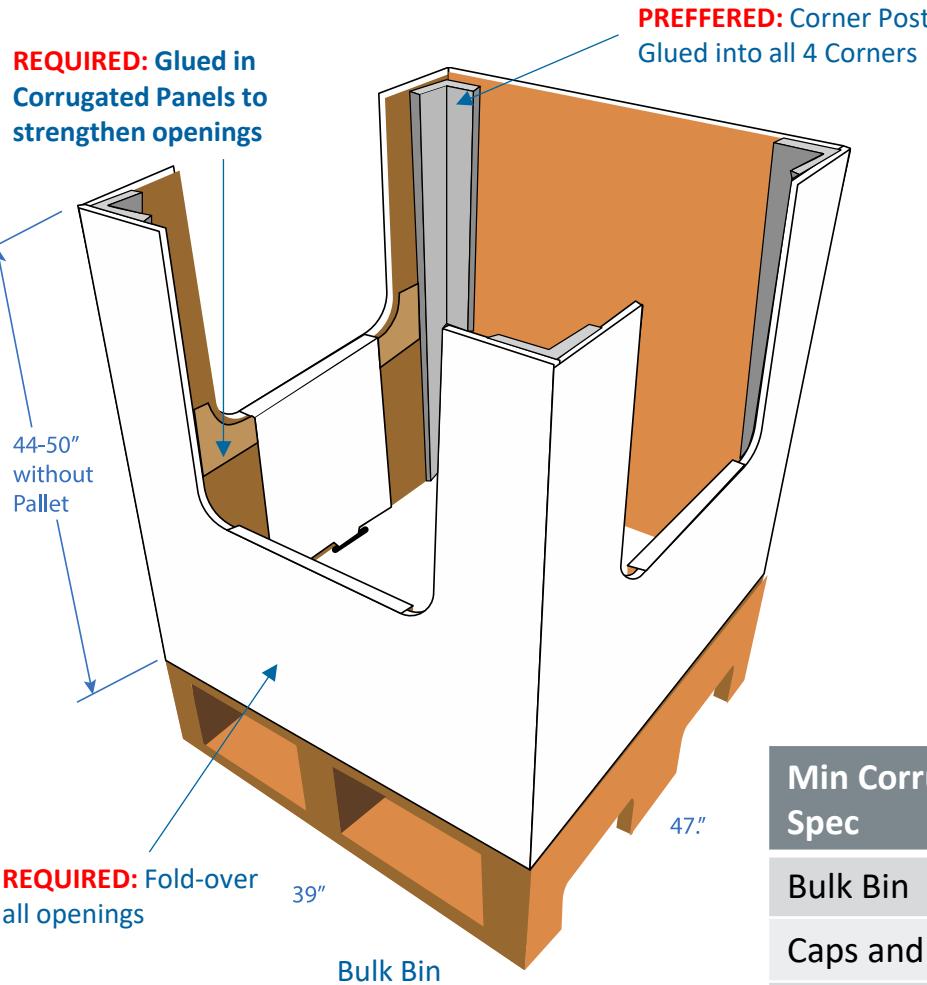
### Additional thoughts and best practices

- Base trays or inner bottom pads are recommended to maintain the integrity of the bottom when the bins are handled by clamp trucks. See detail.
- Top shipping caps or top sheets are required to protect the top layer during transit.

# Design Style Catalog

## Style G – Bulk Bins

### Pillows



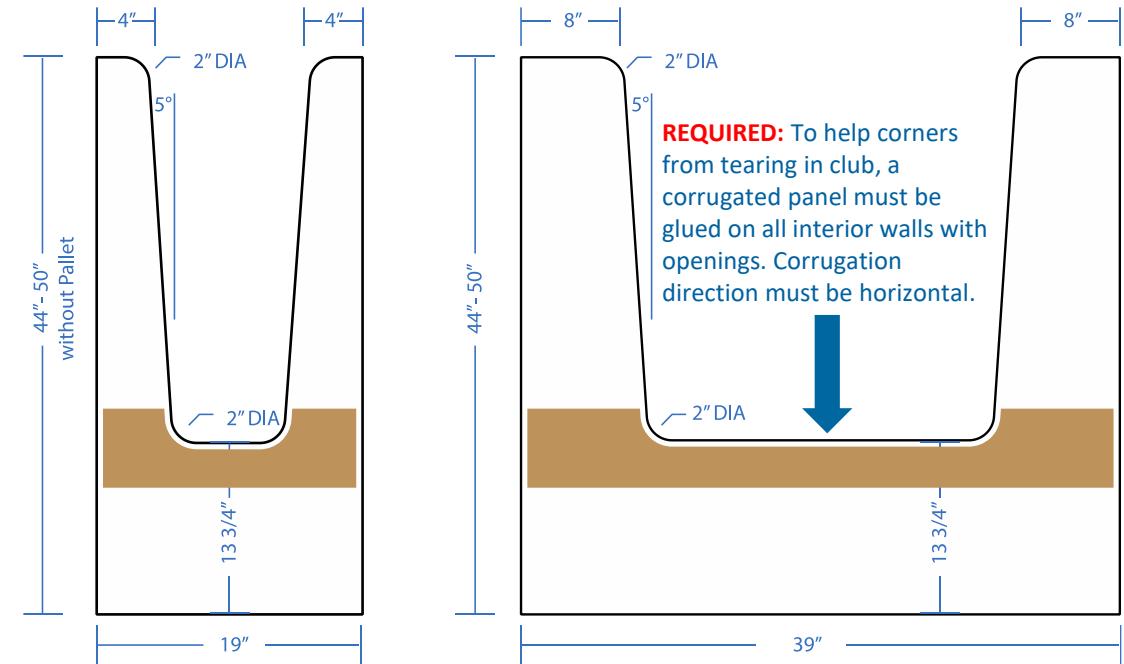
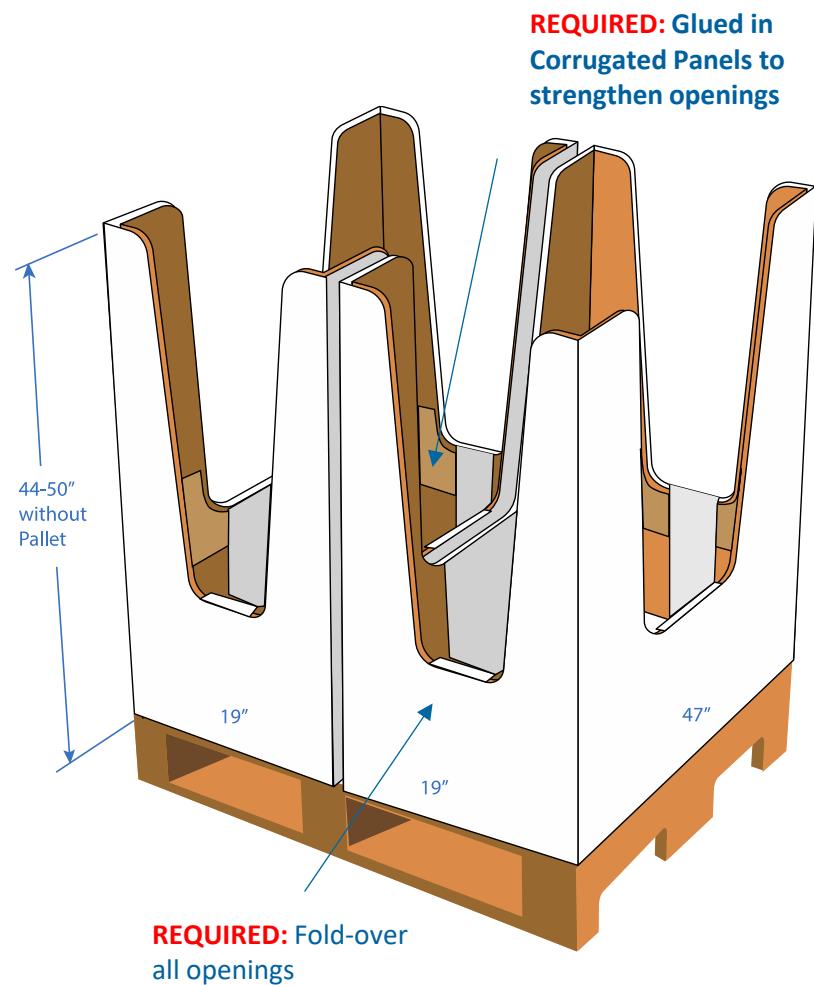
Bulk Bins must have Caps and Shroud for Shipping

Min Corrugate Spec	Flute	ECT	Bursting
Bulk Bin	EB	50	300
Caps and Shroud	C	44	275
Protective Board	E	32	200

# Design Style Catalog

## Style H – Half Pallet Bins

### Comfort Mats



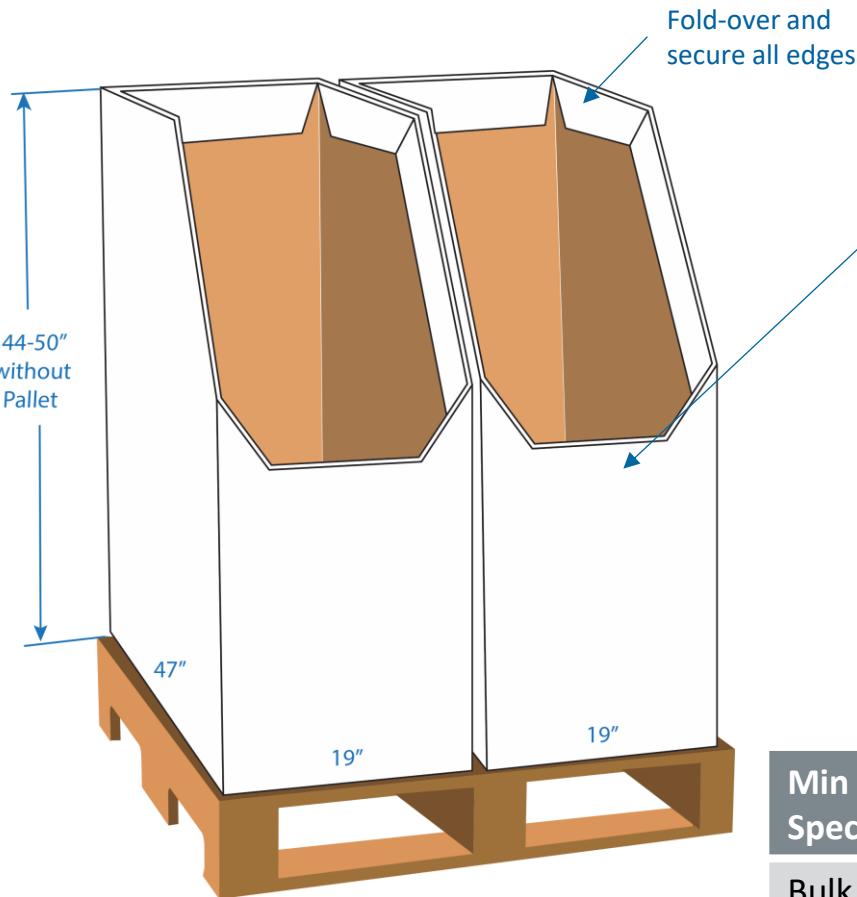
Bulk Bins must have Caps and Shroud for Shipping

Min Corrugate Spec	Flute	ECT	Bursting
Bulk Bin	EB	50	300
Caps and Shroud	C	44	275
Protective Board	E	32	200

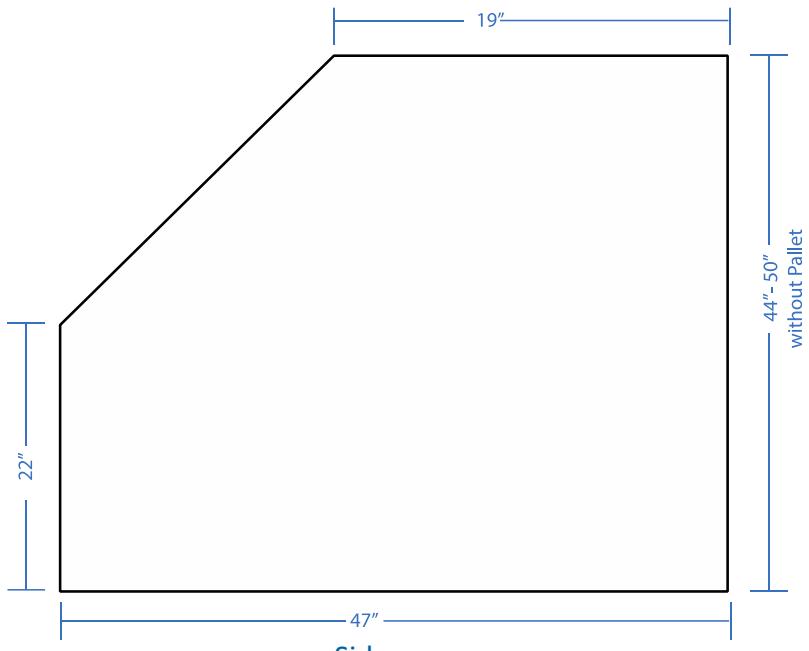
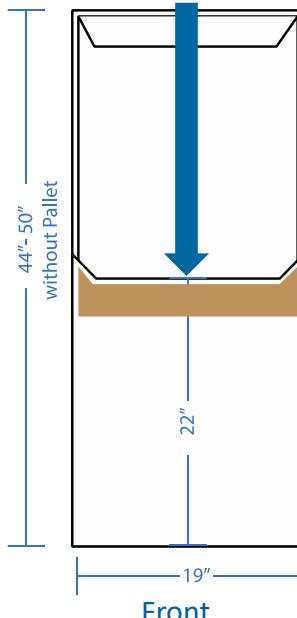
# Design Style Catalog

## Style H – Half Pallet Bins

### Comforter BIAB



**REQUIRED:** To help corners from tearing in club, a corrugated panel must be glued on all interior walls with openings. Corrugation direction must be horizontal.



Bulk Bins must have Caps and Shroud for Shipping

Min Corrugate Spec	Flute	ECT	Bursting
Bulk Bin	EB	50	300
Caps and Shroud	C	44	275
Protective Board	E	32	200

## Design Style Catalog

### Style J – Loose Bagged Products



Products that **can** support weight  
Dog Food, Rice, Potting Soil etc.

#### Requirements

- Bottom tray required to contain product.
- **No overhang allowed.**
- Verify NO overhang after bags settle during shipping.
- Minimum board grade is 44 ECT B flute.
- Minimum bottom tray size (O.D):47.5"x39.5"x 4".
- Stapling or gluing displays or product to the pallet is **not allowed**.

#### Additional thoughts and best practices

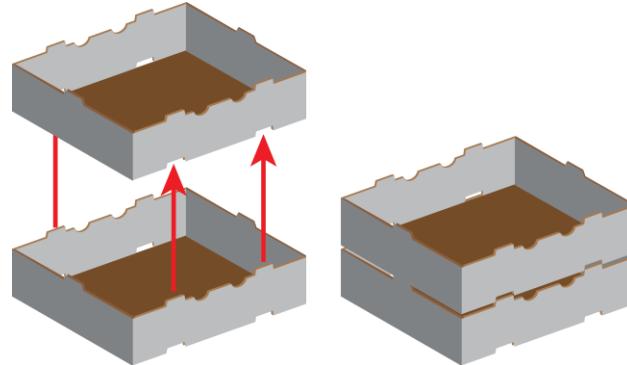
- Refer to Stretch Wrap Section.

\*Only Block pallets are acceptable for Sam's Club. Stringer pallets such as that seen in the above image are not acceptable.

# Design Style Catalog

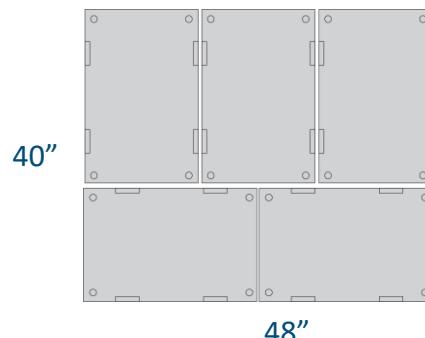
## Style K – Produce Trays

Page 1 of 2



The size and position of the unique stack tabs and the bottom die cut slots allow trays to firmly interlock. They will not interconnect or nest.

Consistent footprint allows universal stacking.



Depth of Trays  
can be adjusted  
to fit product.



Products that **cannot** support weight  
Fruits and Vegetables

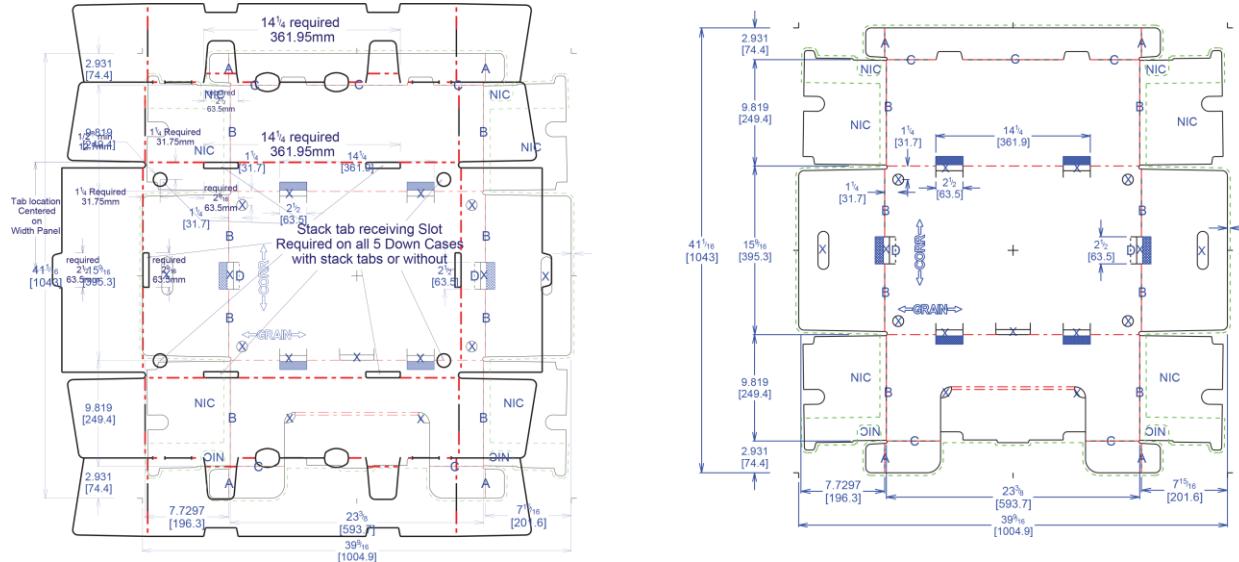
### Requirements

- Use Sam's Club provided die-line.
- All Corrugated board must use Moisture Resistant Adhesive (MRA).

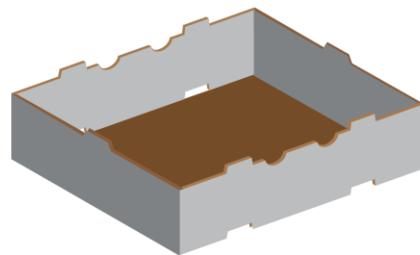
# Design Style Catalog

## Style K – Produce Trays

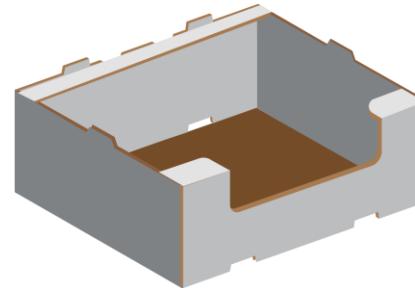
Page 2 of 2



Available in 2 Styles



Solid Tray (no window)



Tray with front window

Please contact your Produce Buyer to get the Sam's Club approved CAD files

# Design Style Catalog

## Style L – Oversized



Oversize Packaging  
without proper reinforcement



### Requirements

- Oversize product and multi-box set product encounter higher stress through the supply chain and in the retail environment due to the nature of their physical properties and need special packaging.

### Additional thoughts and best practices

- Use corner posts to reinforce the carton rigidity.
- Right-size inner packaging dimensions to eliminate product movement during transit.
- Use honeycomb board to reinforce large areas.
- Use custom pallet for product too heavy to move by manual labor.



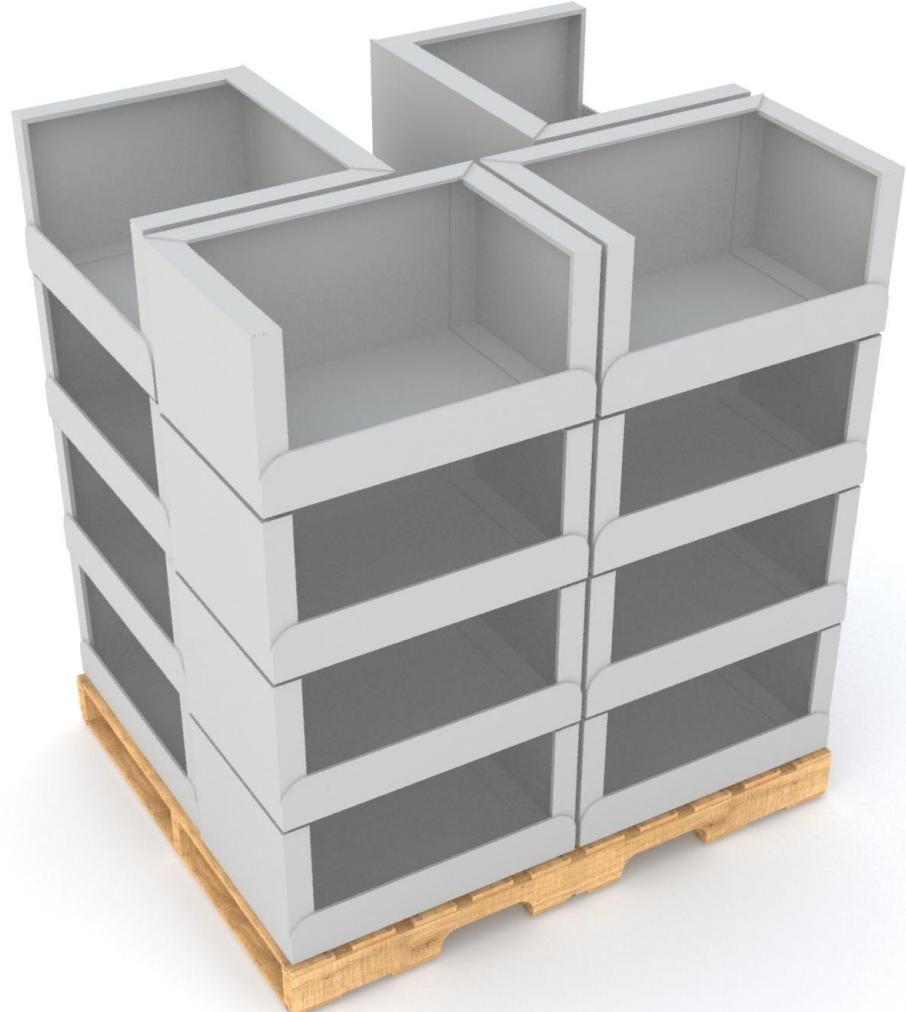
## False Bottoms / Chimney

### False Bottoms

- **False bottom pallets are not allowed - NO EXCEPTIONS**
- A "false bottom" is defined as a unit with a designed air cavity under the merchandise that supports the unit above the floor level.
- False Bottom Pallets do not meet the structural guidelines and can result in structural failure, potentially causing loss of product, injury or loss of life.

### Chimneys and Void Space

- When used, pallets must maintain ability to stack.
- When void space exceeds 15% of the pallet footprint (up to 2 sq. ft.), load bearing fillers are required.
- Chimney should be located the in back, center of the pallet.



\*Only Block pallets are acceptable for Sam's Club. Stringer pallets such as that seen in the above image are not acceptable.

## Perforation— Best Practices

### Perforation Guidelines

Many perforations have a different pattern depending on the corrugation direction. Review with your cutting die Supplier and apply accordingly.

Not all perforations and scores are the same. Most have very specific characteristics for very specific applications. This document is intended to illustrate how perforations and scores can be mixed and matched for optimum performance. Walmart uses specific product names for illustrative purposes only and does not endorse any specific product manufacturer.

### Perforation A

Speedi-Tear™ or equivalent attributes

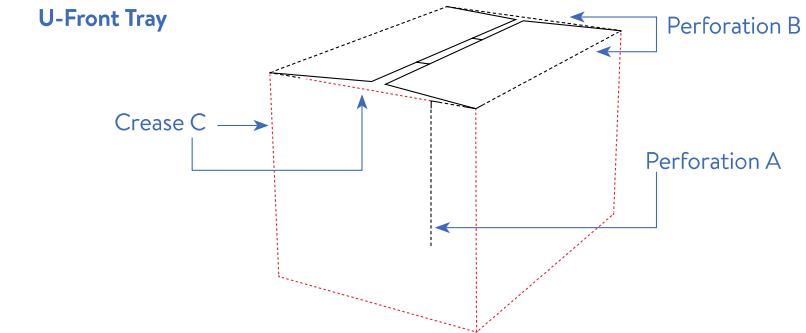
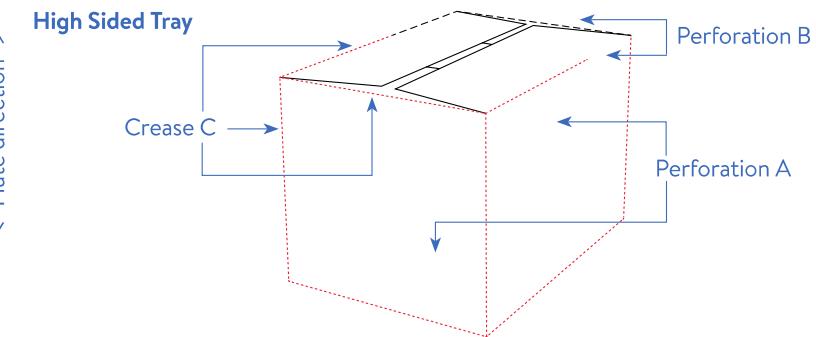
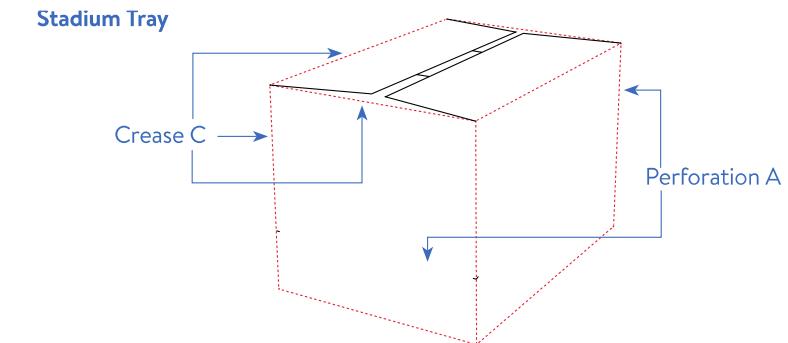
### Perforation B

Speedi-Flare™ or equivalent attributes

### Crease C

Speedi-Flare™ or equivalent attributes

**NOTE - Advise your corrugated manufacturer that all specialty perforations and scores are built to perform properly with absolutely no modifications required. Knicking the perfed or scored line or modifying it in any way will negate the properties designed. For best results, follow the directions of your cutting die provider.**

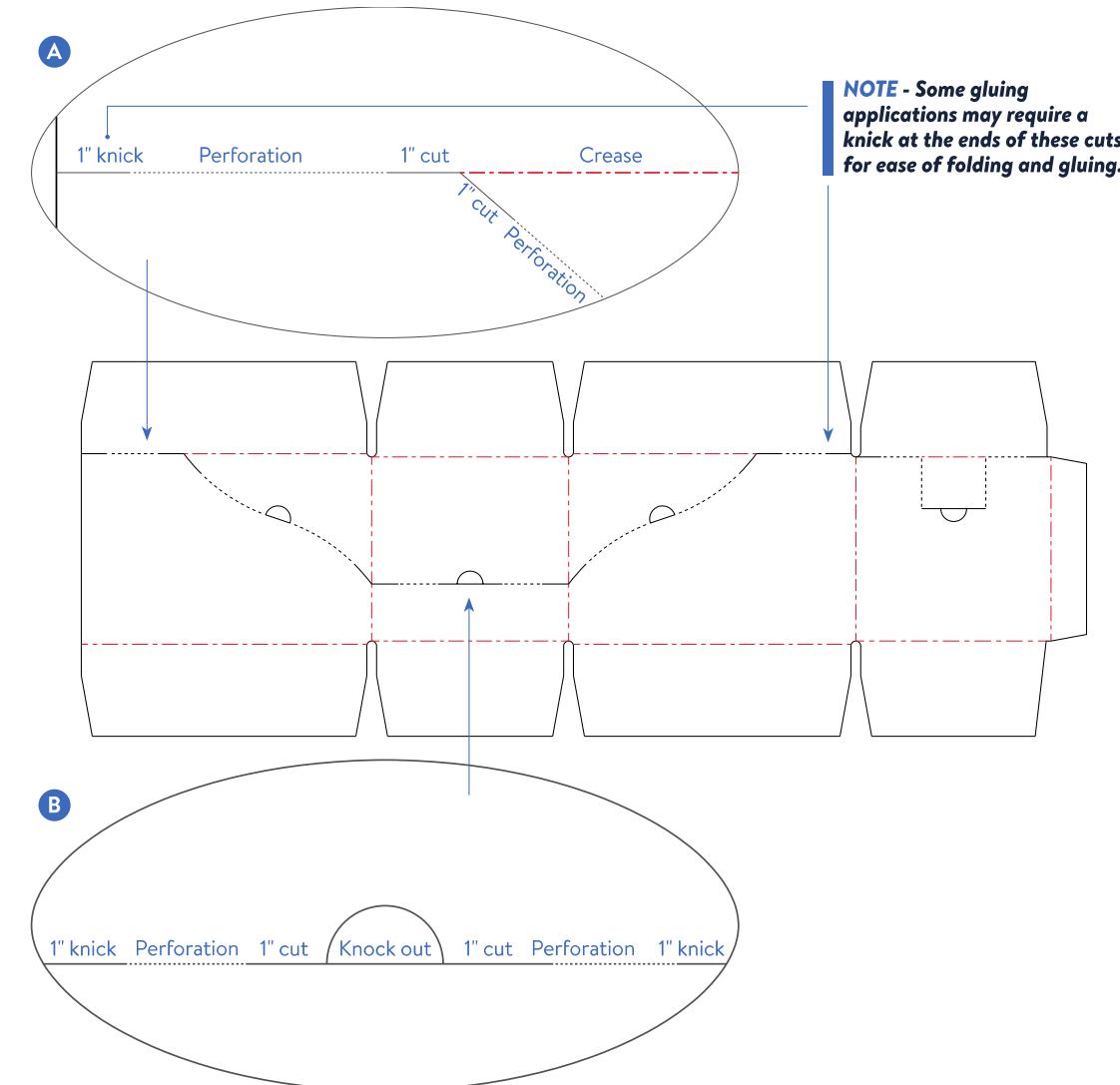
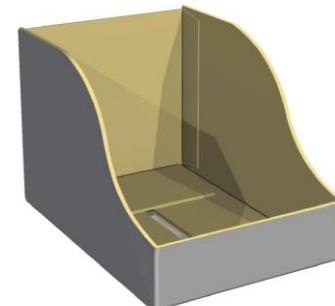


## Perforation– Starting Cuts

**A.** The cutting die line selection is critical to the function of the tear away portions of an DRC. Lengths of perforation line should always begin with the cut line to help start the tear-away process.

**B.** Finger holes should also be considered to assist in removing the tear-away portions of an DRC.

Finger holes should be in an area where the product inside will allow clearance.



## Perforation—“What should not happen”





# Unitization & Shipping

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## Weight & Height Requirements

### Location In-Club

		Ambient/ General Area	Perishable	Cooler	Freezer
Pallet Height					
Single Stack	Min	30"	30"		
	Max	52"	84"	54"	47"
Double Stack	Min	60"	60"		
	Max	104"	96"		94"
Load Profile ( PLTs on trailer)	Max Weight	43,500 lbs.	42,500 lbs.		
	Max Cube	3,500 Sq.Ft.	3,350 Sq.Ft.		
Full Block Pallet Dimensions	Length Max	48"	48"		
	Width Max	40"	40"		
	Length Min	45"	45"		
	Width Min	37"	37"		
Block Pallet Weight Allowance	Min Weight	NA	NA		
	Max Weight	2,500	2,500		

## Double Stacking & Mixed Loads **IMPORTANT**

### Double Stacking Outbound:

- Sam's Club will ship double stacked pallets in a trailer from DCs to clubs.
- Product will be double stacked, possibly with heavy product on the top of the stack.
- Labeling of a pallet with "DO NOT DOUBLE STACK", or any other similar verbiage is **not allowed**.
- Product must be designed to double stack. Even if your product weighs out a truck, it will be double stacked somewhere in the supply chain.

### Lightweight Pallet (Pallet Configurations Weighing Under 750 lbs.):

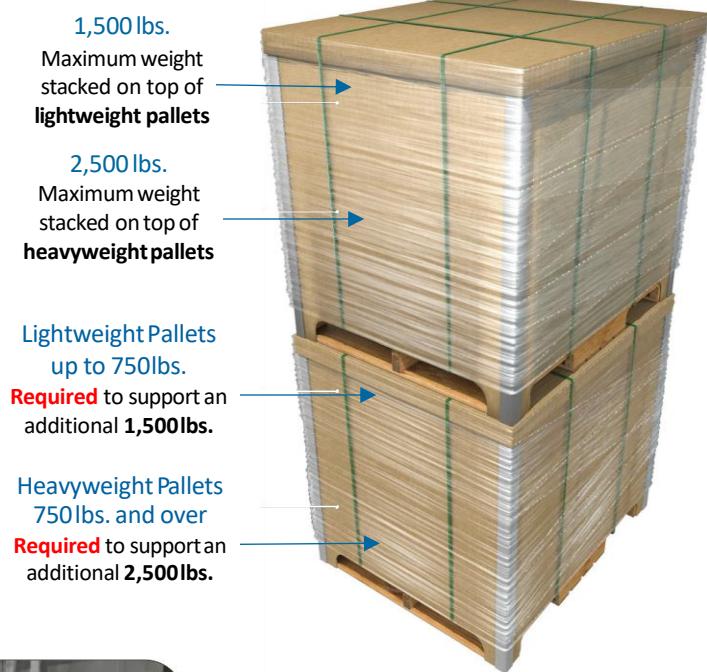
- The bottom layer of the pallet is **required** to support an additional 1,500 lbs. without crushing, bending or tearing the merchandise or packaging throughout the entire supply chain process.

### Heavyweight Pallet (Pallet Configurations Weighing 750 lbs. and over):

- The bottom layer of the pallet is **required** to support an additional 2,500 lbs. without crushing, bending or tearing the merchandise or packaging throughout the entire supply chain process.
- Individual pallet load weight greater than 2,500 lbs., including pallet, is **not allowed**.

### Mixed Load Outbound:

- Any item could be subject to mixed pallet loading; supplier should plan/design accordingly.
- Cartons must be marked with a direction arrow pointing up.
- Any item can/will be placed on any given pallet layer (see image to right); packaging must be robust enough to handle these conditions.



\*Only Block pallets are acceptable for Sam's Club. Stringer pallets such as that seen in the above image are not acceptable.



## Stretch Wrap

**Failure to comply may result in refused load at DC.**

### Stretch Wrapping:

Merchandise placed on pallets or slip sheets is **required** to be stretch wrapped to contain and prevent damage during shipping.

- When stretch wrap equipment is unavailable, stretch wrap must be top quality and a minimum of 80 gauge, 15" wrap.
- Wrap from the bottom of the pallet upwards in an overlapping pattern.
- Ensure the bottom layer is double wrapped. Double wrap while overlapping every 2"-4".
- Covering the pallet fork entry holes with stretch wrap is **not allowed**.
- Pallet labels must be properly secured between layers of stretch wrap.
- Colored stretch wrap is **not allowed**. Exceptions may be given to support special events. Black corrugated or black stretch wrap is **not allowed**.
- Netting and twine for pallet containment is **not allowed**.
- Using more than 10 layers of stretch wrap is **not allowed**.
- Stretch wrap tails are **not allowed**. The end of the stretch wrap is **required** to be pressed firmly against the unit load.
- Perishable product that requires unrestricted airflow is **required** to be secured to the pallet with ventilated stretch wrap.



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## Containment Force:

- Containment force is the amount of force the wrap exerts on a load to hold it together for the duration of the shipping process.
- The containment force is required to be held to a consistent number, appropriate for the load, to avoid damage to the product or compromising structural integrity.
- Containment force is the only consistent measurement that can be taken regardless of the gauge of wrap, manufacturer of wrap, or wrapping method (type of equipment used vs. hand application).
- It is the most important criteria in measuring stretch wrap performance.

## Containment Force Requirements:

- 1% of the gross pallet weight for "A" type loads (see below)
- 1.2% of the gross pallet weight for "B" type loads (see below)
- 1.5% of the gross pallet weight for pallets over 2000 lbs

Type A Loads: Uniform loads stacked evenly on a pallet.

Type B Loads: Non-uniform products with different shapes stacked on the same pallet.

### Examples:

Gross pallet weight "A" load = **1300 lbs.**

Required Containment force = **13 lbs.**

Gross pallet weight "B" load = **1300 lbs.**

Required Containment force = **15.6 lbs.**

Gross pallet weight = **2200 lbs.**

Required Containment force = **33 lbs.**

## How To Measure Containment Force

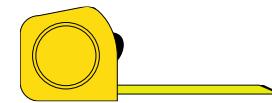
### Tools required



6" Round Metal Plate  
with eye bolt in center



Scale with hook that measures  
from 0 to 50 lbs.



Tape Measure



### Step 1

Place the metal plate inside of the film at the top of the load 12" down and 12" from the corner on the longest side of the load

### Step 2

Push the eyebolt through the film and insert a tape measure through the film on the inside edge of the steel plate about 1" to the side of the plate.

### Step 3

Attach the containment force scale to the eyebolt on the metal plate and pull it forward until the metal plate is 3" away from the contents of the load.

### Step 4

The containment force scale will give you a reading in pounds per square inch that the stretch film is exerting on the load.



## Tertiary Packaging

### Fiber Corner Boards:

In order to increase recyclability, we strongly encourage the use of corner boards made of 100% plastic or 100% fiber. Mixed material corner boards such as composite or those with a metal or plastic interior and fiber exterior cannot be recycled from our DCs and stores.

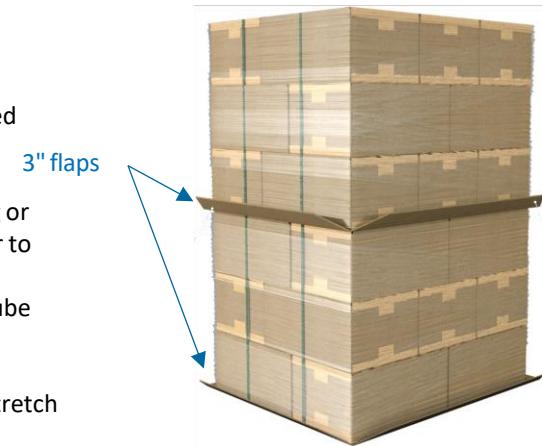
- Can be unwrapped (natural fiber) or wrapped (white).
- Prefer no logos or other colors.
- Can be polycoated.
- Metal or composite materials are **not allowed**.
- Suppliers have the responsibility to ensure length, width and thickness of corner board are adequate to properly protect and support the product.



### Slip Sheet Requirements:

Unitized loads shipped on slip sheets to our distribution centers are allowed only under the conditions below:

- For domestic items, the Sam's Club Senior Manager for Packaging or Merchant must approve any products shipped on slip sheets prior to shipping.
- Slip sheets can be used for certain approved items when trailer cube utilization is a significant factor.
- Slip sheets are **required** to have 3" to 6" flaps.
- Slip sheet flaps are **not allowed** to be wrapped under the pallet stretch wrap.
- Domestic slip sheet shipments require you to stack the merchandise on a 48" x 40" footprint with no overhang so the load can be placed on a 48" x 40" pallet and moved within the DC.
- The DC's will use slip sheet equipment (push/pull trucks) to handle units that arrive on slip sheets.
- However, if the slip sheet is compromised or is of poor quality, be aware that clamping methods will then be used. These shipments will be subjected to side clamping forces that may expose the displays to damage not tested for during normal ISTA 6 testing protocols.
- Sam's Club **requires** the use of Solid Fiber slip sheets. Plastic slip sheets may be approved through the exception process by your Sam's Club Inbound Quality Manager.
- Corrugated slip sheets are **not allowed**. Solid fiber and plastic are the acceptable materials.
- Slip sheet flaps are **required** to face outward from the trailer or shipping container.

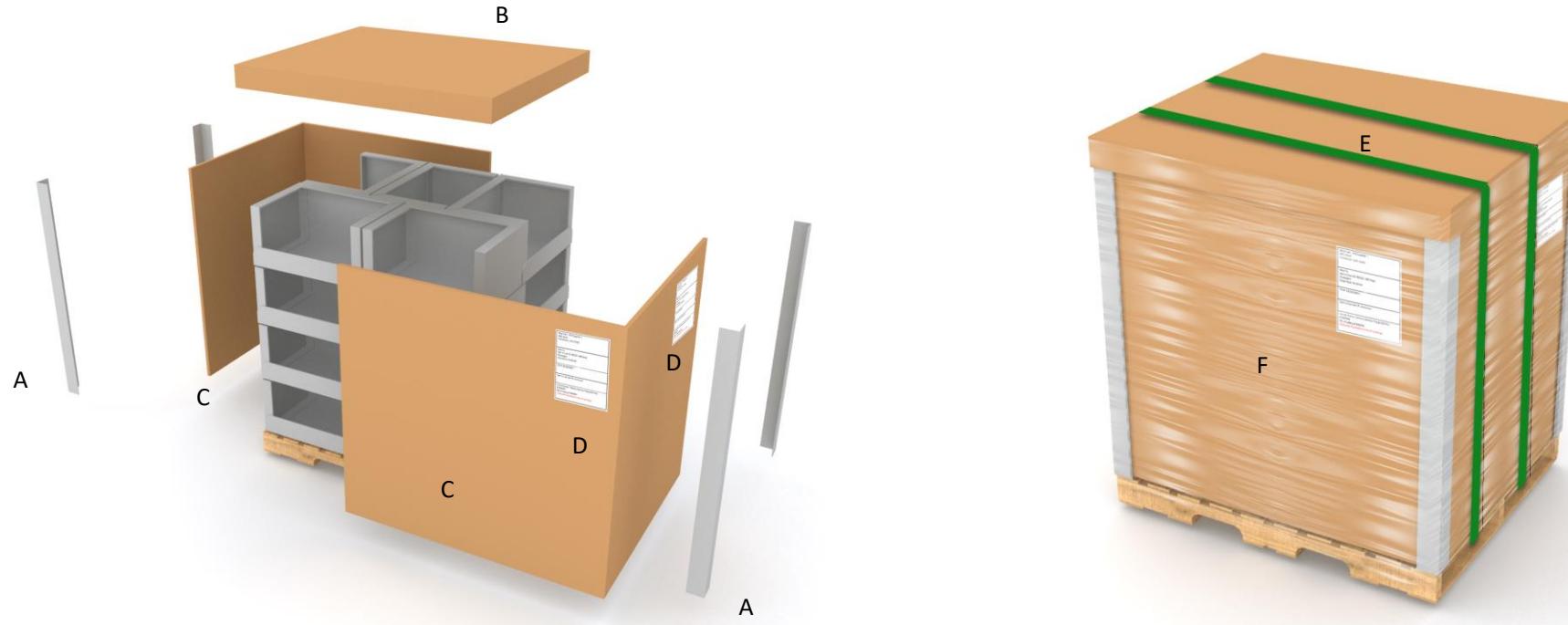




## Tertiary Packaging - Unitization

### Domestic Packout Guideline

- A. Corner post – Use for stacking strength and corner protection – **Optional, but highly recommended.**
- B. Top Cap – Use for lateral stability and stacking protection. 4" minimum.
- C. Pallet Shroud – Use for additional strength and lateral stability – **Optional, but highly recommended.**
- D. Pallet Shipping Label – Should be included on all shipments. See Shipping Unit Labeling Section for details.
- E. Banding – Plastic Banding only.
- F. Stretch Wrap – See Stretch Wrap page for details. No loose tail.

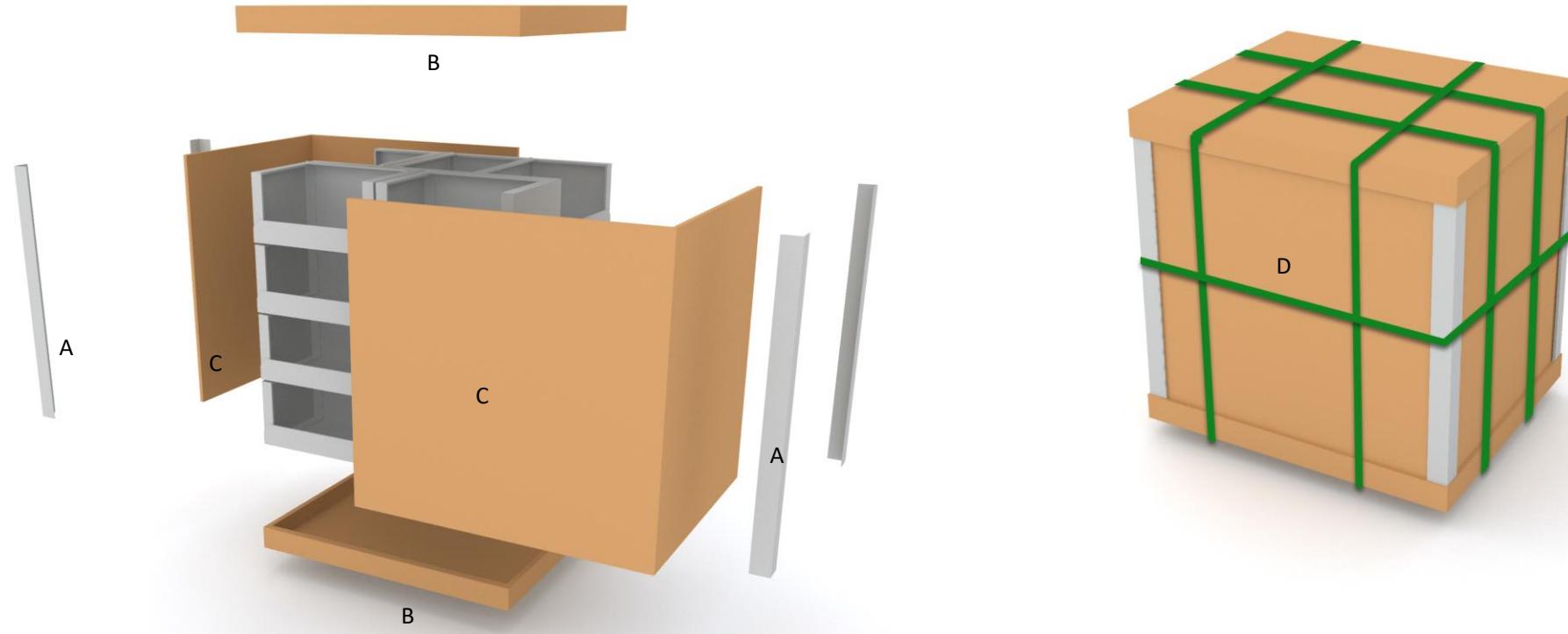




## Tertiary Packaging - Unitization

### Import Packout Guideline

- A. Corner post – Use for stacking strength and corner protection – **Optional, but highly recommended.**
- B. Top & Bottom Caps – Use for lateral stability and stacking protection. 4" minimum.
- C. Pallet Shroud – Use for additional strength and lateral stability .
- D. Banding – Plastic Banding only.
- E. Stretch wrap is not recommended for Import items.**





## Inbound Temperature Monitoring Program Cold Chain Performance

### Program Purpose:

- To maximize efforts to ensure uniformity in temperature reporting and measurement throughout Sam's Club's cold chain network for specific commodities.
- To enable electronic record keeping for temperature data on inbound shipments to Sam's Club facilities.
- To provide Sam's Club Suppliers the capability to receive temperature data on loads experiencing temperature excursions from the technology vendor (Emerson).

### Program Implementation:

- All fresh product, meat, seafood, and floral suppliers are required to utilize the Emerson GO wireless temperature recorders on all pre-cooled inbound shipments to our food distribution centers, food import centers, fresh solution centers and food cross docks.
- This program does not include frozen, dairy or deli at this time, but may include these commodities in the future.

### Process Changes:

- The intent of this program is to transition all suppliers currently using temperature recorders to the Emerson GO Wireless recorder.
- This program does not mandate Suppliers to begin using temperature recorders where they are not currently required.
- HACCP product requires 1 Emerson Go Live temperature sensor per PO.
- Meat, Produce and Floral product requires a minimum of 1 Emerson Go Live temperature sensor per trailer.
- On mixed product loads (HACCP and other commodity), HACCP temperature sensor will count as trailer level requirement.

Note: For more information contact [CargoSupport@Emerson.com](mailto:CargoSupport@Emerson.com) or call (877) 988-7299.

### Program Execution:

- Temperature recorders must be accompanied by orange "Temperature Monitoring" placards (Find it Inserts), supplied by Emerson, to indicate the location of each recorder.
- Place placard with sensor on face of pallet, 2-3 feet down from top, on the right or left side away from the chutes discharge area.
- Do not place sensor on trailer wall and avoid placing sensor facing trailer door on the tail of the trailer.
- Avoid placing sensor horizontally on top of pallet.
- All temperature recorders placed on inbound shipments are required to be linked to their corresponding PO# in Emerson's system (See instructions, demonstrations and the Emerson Portal at <http://climate.emerson.com>).

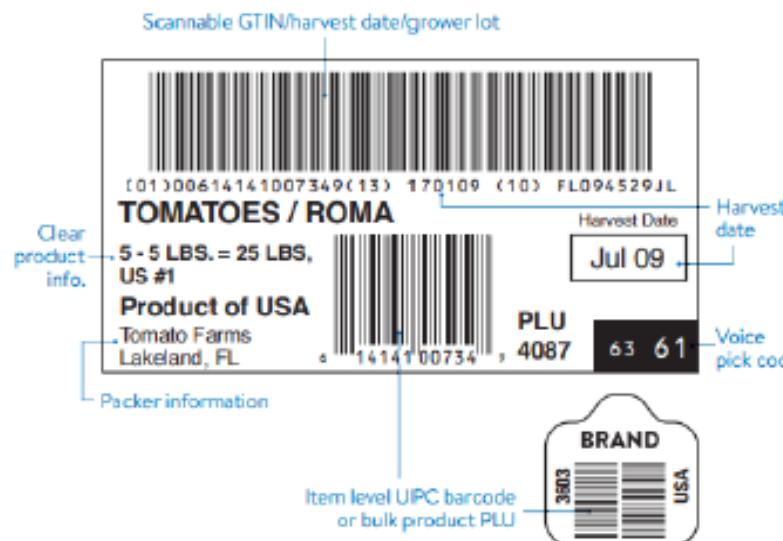


## Produce Case Label – Produce Traceability Initiative (PTI)

### PTI Case Label:

The PTI case label provides industry standard data to speed the inventory flow of highly perishable products through the supply chain. The information on the PTI must be both scannable and readable. Produce Suppliers are required to submit Advance Ship Notice (ASN) through EDI. The ASN provides advanced visibility to incoming shipments.

For industry information and standards specifications such as label and formatting, refer to [www.gs1us.org](http://www.gs1us.org) and [www.producetraceability.org](http://www.producetraceability.org)



For questions regarding the electronic submission of ASNs, contact EDI Support at (479) 273-8888. For questions regarding PTI labels, contact [asnptimail@walmart.com](mailto:asnptimail@walmart.com)

### PTI Pallet Label and ASN Barcode:

The pallet label along with the ASN GS1-128 SSCC-18 barcode aids in a faster receiving process and better inventory management. Contact the Walmart EDI help desk for ASN on-boarding. Pallet labels are required on two adjacent sides of the pallet.



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## Produce Case Label – Produce Traceability Initiative (PTI)

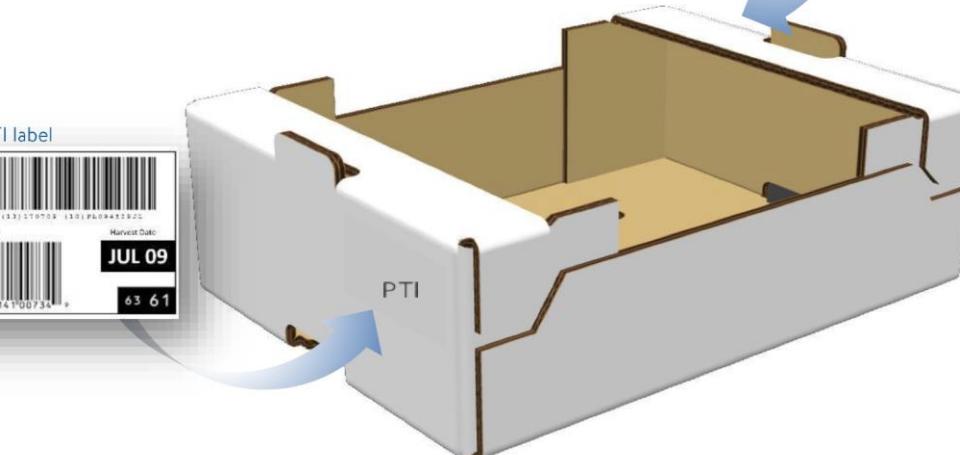
### Where to put the PTI Label:

- All PTI labels going forward will need to be located on the top right corner of the short side of the box.
- Must be placed on the outward facing end of the box when palletized.
- Uniform location will help proper PTI label identification.
- When possible, avoid placing over member facing panel.
- Double Stack PTI Labeling – one label of another is not acceptable.

### Imports:

- If a new/second PTI label is required, it must be placed on the opposite side of the box, in the opposite corner (see example).

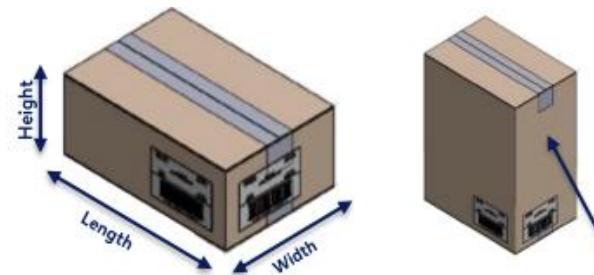
Label applied at source



## Perishable Automation Compliance - Cases

### Case Dimension Criteria:

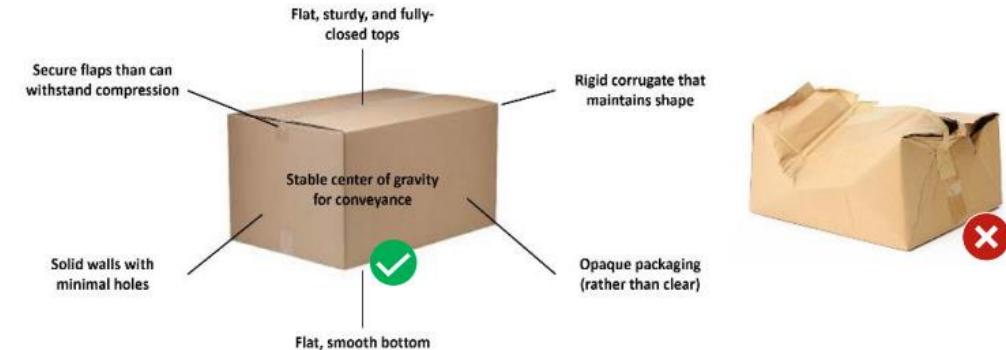
Dimension	Min	Max
Length	6"	26"
Width	4"	20"
Height	2"	19"
Weight	2lbs	50lbs
Aspect Ratio (H/W)	-	1.7



### Case Packaging Types:



### Case Quality:

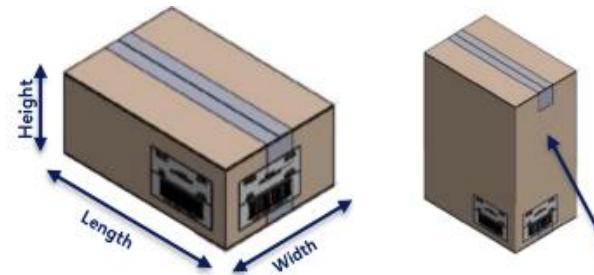


- No sides bulging > 25mm
- No loose wrap or tape > 25mm
- No open flaps or tops
- No loose or unsecured lids
- No gluing, taping, or interlocking of cases
- No collapsed tops or edges

## Perishable Automation Compliance - Trays

### Tray Dimension Criteria:

Dimension	Min	Max
Length (in)	6	26
Width (in)	4	20
Height (in)	2	19
Weight (lbs)	2	50
Tab Height (in)	-	0.59



### Top Surface Area Requirements:

Grocery automation requires a minimum of a **2" x 2"** area of top surface area on each edge or corner of the secondary packaging to allow for safe palletization.

The only exception to this rule are Reusable Plastic Containers (RPCs) due to the rigidity and footprint of the secondary packaging.



### Primary Packaging Containment:



Contents of the tray must fit within the dimensions of the tray. Loose film, plastic coverings, and plastic bags between layers and plastic inner-pack bags exceeding the case or tray dimensions are not allowed.

### Lids & Coverings:



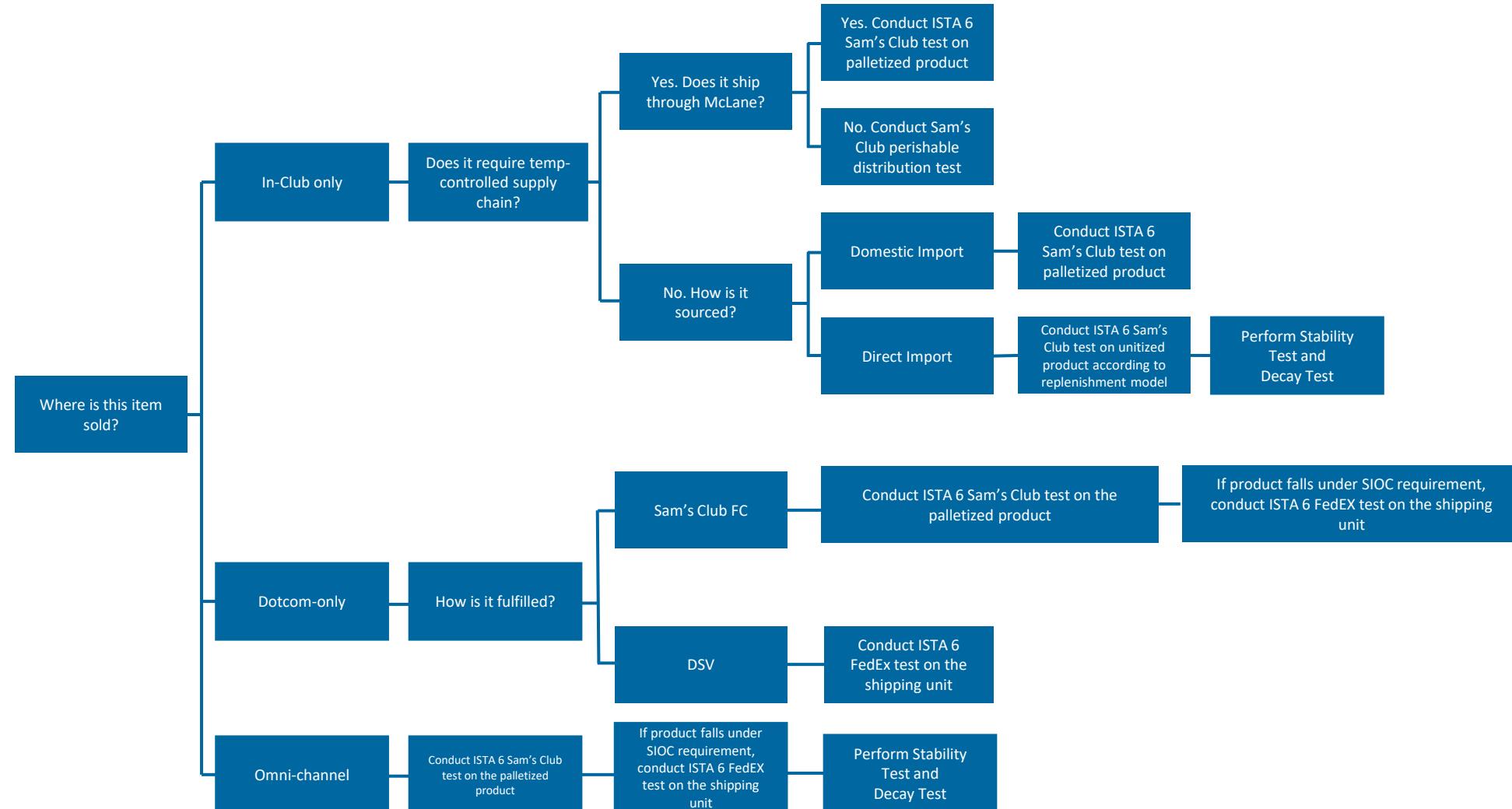
Lids and coverings are required to be secured to the case to withstand vacuum suction. These examples of lids and coverings are not allowed.



# Required Packaging Testing

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## Sam's Club Transit Testing – Choosing the right test



## New / Changing Item Packaging Testing

### ISTA 6 Testing:

All items will need to undergo transit testing. You will need to select the correct test(s) for your product based on the “Choosing the Right Test” section.

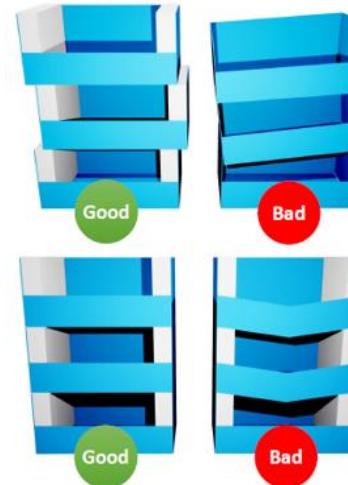
- Test must be conducted at an ISTA certified laboratory.
- Pallet, product, trays, dividers and all dunnage materials must be identical to what will be used for production.
- Packaging tested does not need to have final art. It is required that materials be produced on production equipment and flood printed 1-color for printed materials. Test lab must break down the pallet of product and 100% inspect after testing is completed.
- **Every pallet must pass ISTA 6 Sam's Club testing with no signs of degradation.**
  - Any damage to an individual item(s) is a test failure.
  - Pallet must remain upright and intact. No “leaning” pallet load or shifted layers of product.
  - No crushed or visually damaged pallet trays or product dividers.
  - Shroud, cover and corner boards must not be significantly damaged or crushed. Some minor wrinkling or creasing is acceptable so long as it does not cause damage to the inner product, trays, etc.

### General Statements:

- Package design and material selection are the responsibility of the supplier.
- Packaging methods must conform to the minimum standards contained in this document.
- Individual selling units must be packed in a way that the packaging will withstand the rigors of direct-to-consumer fulfillment and transportation.
- Testing locations and overviews may be found at: [WWW.ISTA.ORG](http://WWW.ISTA.ORG).
- **Send a copy of your completed ISTA Ship Test to your Sam's Club Senior Manager of Packaging and Merchant.**

### Stability and Decay Testing – Recommended

All items will need to undergo Stability and Decay Testing after the required ISTA testing as determined by the “Choosing the Right Test” section. The Stability and Decay Testing will test the stacking features of your display as it would sit in the Club after transit.



### Stability Testing:

Stack display cases to a height of 52-60" and test shifting the display left and right + / - .5". Does the stack of cases remain stable or collapse into each other?

### Decay Testing:

Stack display cases to a height of 52-60" for two weeks and photograph displays each day. If your product provides support, remove a sell unit from the bottom case each day. Does the display degrade or remain pristine?

## ISTA 6 Testing - Details

### All Items Require ISTA 6 Testing Including:

- New items
- Dimensional or material change(s) to existing items
- New packaging
- Changes to existing packaging
- Items with a potential of having a high safety risk
- Existing items with a high damage rate

**ISTA testing is recommended to be completed 45 days prior to first production to allow the supplier sufficient time to change packaging design should a failure occur.**

**Typical ISTA testing lead-time is 7-10 days.**

### Performance Requirement:

ISTA 6-SAMSCLUB and ISTA 6-FEDEX testing evaluates pallets for the following distribution hazards to verify your product will make it through the supply chain to the club in good condition:

- Shock
- Vibration
- Vertical Compression
- Horizontal Compression
- Stability

**All E-Commerce products not shipping from a Sam's eCommerce distribution center must pass the ISTA 6-FEDEX testing series free of damage.**

### ISTA 6 – SAMSCLUB Test Protocol:

- Packaging Intake Form (PIF) must be received and reviewed prior to testing
- All testing should be done following the ISTA 6-SAMSCLUB test protocol unless otherwise specified
- Navigate to [www.ista.org](http://www.ista.org) and click on Testing -> Locate a lab or services
- Identify a lab near you and contact them to ensure they can run a "ISTA 6 – SAMSCLUB distribution test"
- Pack one pallet of product as you would package it for shipment to SAM's DC's
- Ship the pallet of product to the lab for testing
- Review your ISTA 6-SAMSCLUB test results with your Merchant or Packaging Manager

### ISTA 6 - FedEx:

- The packaging requirements of our direct-to-consumer channel are more rigorous than traditional retail shipping, with both internal and external packaging enhancements often necessary
- ISTA – 6 FEDEX testing is designed to assist you in successfully packaging for the e-Commerce channel (Samsclub.com) only
- If shipping Shared Buy items (both e-Commerce and Clubs), e-Commerce specific packaging may still apply. See Ships in Own Container page
- Navigate to [www.ista.org](http://www.ista.org) and click on Testing -> Locate a lab or services
- Identify a lab near you and contact them to ensure they can run a "ISTA 6 – FedEx test"
- Pack one product as you would package it for shipment
- Ship the product to the lab for testing
- Review your ISTA 6-FedEx test results with your Merchant or Packaging Manager

## Perishable Distribution Test Procedure

### 1. Palletize the product as it would be in production

Take pictures of all 4 sides of the pallet.

### 2. Apply any tertiary packaging (stretch wrap, corner posts)

Take pictures of all 4 sides of the pallet with tertiary packaging.

### 3. Load the pallet onto the truck

Take pictures of how the product was loaded.

### 4. Complete round trip travel (500 miles min.)

Document test route and take pictures of how the product looked in the truck when the doors were opened.

### 5. Unload the pallet from the truck

Take pictures of all 4 sides.

### 6. Remove tertiary packaging

Take pictures of all 4 sides.

### 7. Visually inspect the pallet looking for any signs of structural failure

Take close-up photos of any damage found.

### 8. Begin removing layers and reserving 1 case of product from each layer

Pause at each layer to photograph the state of the cases not visible from the exterior and make note of the layer and location on the pallet where any damage occurred.

### 9. When the pallet inspection is completed, take the reserved cases from each layer and inspect a sell unit from each case

Photograph the product condition and make note of product integrity issues that arise.

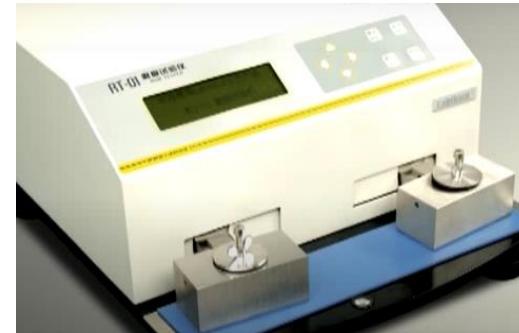


## Sutherland Rub Test ASTM D5264

### Sutherland Rub test requirement:

The ISTA test sample should use printed samples. If you don't have the artwork or printed samples during the ISTA test, a Sutherland Rub Test is required to verify printing protection.

Please share the Sutherland Rub test requirement to your printer.



### Scope:

This test is to determine the abrasion resistance of printed materials using a Sutherland Rub Tester or equivalent.

### Test Method

- Obtain 5 test samples of intended printed material (i.e. color box, PDQ, Layer tray).
- Cut test sample (3" x 6" or sized to fit Rub Tester base) and mount to the base of the tester.
- Cut blank sheet of paper (2" x 4" or sized to fit Rub Tester block) and mount it onto the receptor block. The test sample and paper should be mounted to ensure the machine direction is tested.
- The intent of the test is to rub across the machine direction of the sample.
- The 4lb. (1.8kg) weighted receptor block should be used to conduct the test.
- The test duration should be set at 200 strokes (one stroke = one back and forth cycle) and at a speed 42 cycles/ minute.

### Evaluation

At the conclusion of the test, examine each sample for degree of degradation and amount of ink transfer.

- Pass: If there is no ink transfer or less than 2% of the surface of the printed test sample is transferred.
- Fail: If greater than 2% of the printed test sample transferred to the blank paper.

Repeat test for all 5 test samples obtained. All samples must pass this test for the test report to indicate a passing rating.