Product Coding System

Did you know that every Mary Kay® product is labeled with an easy-to-read code right on the packaging? That makes it easy to keep your inventory fresh and ensure that your customers always get the very best. The code consists of a shade name (if applicable), part number and day code located on the bottom of a container, the barrel of a pencil or the crimp of a tube of each Mary Kay® product.

For example, an eye color refill tray might be marked "Crystalline #882800 KF01."

- "Crystalline" is the product shade name.

- The six numbers (882800) indicate the part number.

- The second four characters (KF01) indicate the date of manufacture, which in this example would be May 1, 2006. This day code is useful in maintaining the high-quality standards of Mary Kay, as it is used to trace products returned for any reason. In addition, you can refer to this date to assure that you deliver the freshest possible product (particularly any product with a limited shelf life) to your customers. Remember to rotate your inventory with the first-in, first-out system.

The following products have a two-year shelf life: Acne Treatment Gel†, TimeWise® Day Solution Sunscreen SPF 25† and Sunless Tanning Lotion.

You can interpret the day code using the following legend:

Character 1: Letter representing the year in the decade in which the product was produced.

Key to Year

A –	2000	H –	2005
B –	2001	K –	2006
C –	2002	M –	2007
D –	2003	R –	2008
F –	2004	T –	2009

Character 2: Letter representing the month of year in alpha order, as follows (please note that the code skips some letters to avoid confusion and mistaken identification):

Key to Month

A	–	January	F	–	May	R	–	September
B	–	February	H	–	June	T	–	October
C	–	March	K	–	July	V	–	November
D	–	April	M	–	August	X	–	December

Characters 3 and 4: Numbers representing day of month

Example:	KF01	=	May 1, 2006
	K	=	2006
	F	=	May
	01	=	First day of month