



NEDA

PUBLICATION

**Recommended Technical Guidelines for Electronic
Price/Sales Catalog**

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NATIONAL ELECTRONIC DISTRIBUTORS ASSOCIATION

Industry Guidelines

NOTICE

The NEDA Electronic Price/Sales Catalog Guideline contains material that has been prepared, progressively reviewed, and approved through various NEDA sponsored industry task forces, comprised of NEDA member distributors and manufacturers, and subsequently reviewed and approved by the NEDA Board of Directors.

NEDA Electronic Price/Sales Catalog Guideline is designed to serve the public interest, including electronic component distributors, manufacturer-suppliers, and end customers. The objective of these guidelines is to heighten educational awareness and to promote standardized practices to safeguard the business interaction processes for all concerned companies. Existence of such guidelines shall not in any way preclude any member or non-member of NEDA from selling or manufacturing products not in conformance to such guidelines, nor shall the existence of such guidelines preclude their voluntary use by those other than NEDA members, whether the guideline is to be used either domestically or internationally.

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Inquiries, comments, and suggestions relative to the content of this NEDA Electronic Price/Sales Catalog Guideline should be addressed to NEDA headquarters.

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RECOMMENDED GUIDELINES FOR THE ELECTRONIC PRICE/SALES CATALOG

Developed by a task force of distributors and manufacturers, the electronic price/sales catalog addresses the electronic distribution community's need for a standardized methodology of advising the distributor of the manufacturer's available product information. This guideline provides an alternative to the EDI 832 Price Catalog transaction and is intended to serve companies that are not EDI capable. If both trading partners are EDI capable, use of the ANSI X.12 transaction is recommended by NEDA.

This technical guideline is inclusive of every data element that is potentially required by trading partners. When implementing the guideline, it should not be interpreted that all fields are required to be completed. Trading partners should concur as to which fields are to be included in the file at the time they develop their distributor/manufacturer agreements.

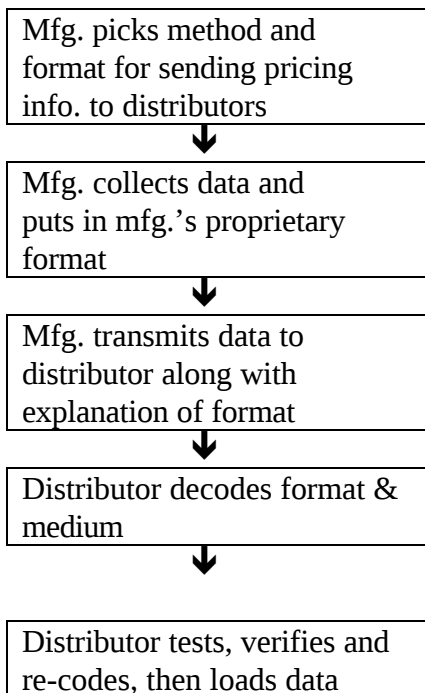
The electronic price/sales catalog guideline is based on three main principles: the standardization of reporting formats, medium, and transmission. Format and medium specifications can vary from organization to organization, requiring the manufacturer to customize formats. Trading partners should agree upon the specific information required in their agreement. Fields agreed to be unnecessary should be left blank and optional fields may be added. Using a common layout, distributors should receive information from manufacturers in a single, comprehensive electronic format. Distributors should no longer be required to sort, or compile different formats or medium for pricing information. Transfer of data should be made via diskette, tape, modem or other electronic transmission, in the same data formats.

Adoption of the ANSI X.12 832 or NEDA Electronic Price/Sales Catalog Guideline will increase both the efficiency and accuracy of the supplied data and help to protect the confidentiality of the information.

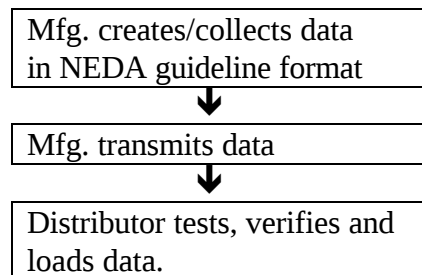
HOW STANDARDIZATION COULD SAVE TIME AND MONEY AND BENEFIT ALL

The streamlining of the Electronic Price/Sales Catalog process through the computerized standardization of the guideline format can save time for both manufacturers and distributors. If a single format can be adopted by all partners, manufacturers could prepare all pricing information uniformly. Distributors could sort the data automatically and retrieve the data more promptly. Distributors would not have to re-key data from the various formats for their own use.

Current Process



Proposed Process



Here is a sample of the possible cost savings/justifying efforts derived for both manufacturers and distributors in developing this guideline:

MANUFACTURERS	DISTRIBUTORS
Elimination of time to pick & develop a proprietary data format	Reduction in time to decode proprietary formats from each supplier
Reduction of time to sell and explain format to distributors	Reduction in time to validate format mixes with distributors' database

Reduction in processing errors	Savings from reduced pricing errors
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ELECTRONIC PRICE/SALES CATALOG INFORMATION GUIDELINES

Introduction

In order to utilize the Electronic Price/Sales Catalog Guideline standards, trading partners must agree upon the parameters of reporting, including the selection of required and optional fields of information, and then the medium to be used. Decisions should be based on the computing capabilities of each organization, following the format specified in the Electronic Price/Sales Catalog Guideline.

Report Layout

Each electronic price/sales catalog file consists of three types of fixed length ASCII type files which together identify the sender involved and provide the necessary pricing information.

Header Record: This identifies the manufacturer, the effective date of the catalog and whether it is a complete or partial update.

Detail Record: This segment identifies each line item. Fields include mandatory and optional ones. Mandatory fields include: part number, description, starting/ending quantities, etc. Optional fields include: gross weight per package, shipper's quantity, returnability status, etc.

Summary Record: This record identifies the total line and total number of records transmitted.

File Format

- ⇒ IBM Compatible, DOS 3.0 OR above
 - ⇒ ASCII format – Comma delimited text file with defined fixed length fields. All data within each field must be enclosed in quotation marks.
-

Media

- ⇒ Diskette: 3.5" or 5.25" IBM PC compatible diskette (preferred)
- ⇒ Tape or CD (trading partners to determine)
- ⇒ Electronic transmission: trading partners to determine method (i.e. e-mail, fax, modem EDI van or etc.) as avenues of transmission.

PRICE CATALOG FIELD DESCRIPTIONS & RECORD LAYOUT



Trading partners need to agree upon which fields will be included in their catalog. ANSI X.12 Transaction set 832 reference fields are included for the use of organizations that are making the transition to EDI.

FIELD	TYPE (Min/Max Length)	DESCRIPTION	ANSI X.12 Transaction 832 Field/Segments - Equivalent Elements (Min./Max. Length)
Header Record			
Record Type	Alpha (2/2)	Identifies header record and must contain the value of "HH"	
Manufacturer - Supplier Name/ID	Alpha/Numeric (1/35)	Name or ID of MFG - Supplier supplying price information	N102 (1/35)
Effective Date	Date: (YYMMDD) (6/6)	Catalog effective date of pricing	DTM02 (6/6)
Effective (Date) Century	Date/Year: (YY) (2/2)	Catalog year effective date	DTM05 (2/2)
Price Catalog Number	Alpha/Numeric (1/15)	Identifying number of catalog	BCT02 (1/15)
Price Catalog Version	Alpha/Numeric (1/15)	Identifying version number of catalog	BCT03 (1/15)
Transmission Set (Full or Partial)	("00" Original or "04" Change) (2/2)	Code identifying purpose of transaction ("00" or "04")	BCT10 (2/2)
Detail Record			
<i>(Following occurs "N" times)</i>			
Record Type	Alpha (2/2)	"LI" = Line Part Pricing Information	

NOTE: Use of the EDI elements included in this guideline alone will not constitute a complete 832 EDI transaction. For EDI use, please refer to the ANSI standard of EIDX "Implementation recommendation (832) Price Catalog Transaction" guideline.

PRICE CATALOG FIELD DESCRIPTIONS & RECORD LAYOUT



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FIELD	TYPE (Min/Max Length)	DESCRIPTION	ANSI X.12 Transaction 832 Field/Segments - Equivalent Elements (Min./Max. Length)
Part Number	Alpha/Numeric (1/40)	Manufacturer or Supplier part number	LIN03 (1/40)
Minimum Order Quantity	Numeric (1/15)	Minimum Order Qty. (Quantity value - Not A Multiple)	CTB04 (1/15)
Incremental Order Quantity	Numeric (1/15)	Incremental Order Qty. (Actual Quantity - or a Discount Multiplier	CTB04 (1/15)
Description	Free-form text (1/80)	Manufacturer or Supplier part description	PID05 (1/80)
Starting/Ending Qty Code (Cost)	Alpha (3/3)	Unit price beginning/ending quantity. Price thru quantity. ICL = Price thru PBQ = Price beginning qty.	CTP02 (3/3)
Starting/Ending Qty Code (Resale)	Alpha (3/3)	Unit price beginning/ending quantity. ICL = Price thru PBQ = Price beginning qty.	CTP02 (3/3)
Value Cost (UOM)	Alpha (2/2)	Pricing Unit of Measure Example: "EA"	CTP09 (2/2)
Quantity Break (UOM)	Alpha (2/2)	Basic quantity unit of measure Example: "EA"	CTP05 (2/2)

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PRICE CATALOG FIELD DESCRIPTIONS & RECORD LAYOUT



Trading partners need to agree upon which fields will be included in their catalog. ANSI X.12 Transaction set 832 reference fields are included for the use of organizations that are making the transition to EDI.

FIELD	TYPE (Min/Max Length)	DESCRIPTION	ANSI X.12 Transaction 832 Field/Segments - Equivalent Elements (Min./Max. Length)
<i>Following occurs up to 12 times</i>			
Cost Break	Numeric (1/15)	Quantity for Price Break	CTP04 (1/15)
Cost Value	Numeric (1/14)	Cost per unit of product	CTP03 (1/14)
Resale Value (Unit Price)	Numeric (1/14)	Resale or Suggested Resale price per unit of product	CTP03 (1/14)
<i>End of Repeat</i>			
Package Size	Numeric (1/15)	Inner pack, container, example: tubes, rails, trays, reels or bags.	PO402 (1/8)
Lead Time	Numeric (1/3)	Lead time value	LDT03 (2/2)
Lead Time Code	Alpha (2/2)	Optional Field Values: "DA" = Calendar Days "DW" = Work Days "MO" = Month "WK" = Weeks	LDT02 (1/15)
Returnability Status	Flag (1/1)	Optional Field Value = "Y" or "N"	PID05 (1/1)

NOTE: Use of the EDI elements included in this guideline alone will not constitute a complete 832 EDI transaction.
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PRICE CATALOG FIELD DESCRIPTIONS & RECORD LAYOUT



Trading partners need to agree upon which fields will be included in their catalog. ANSI X.12 Transaction set 832 reference fields are included for the use of organizations that are making the transition to EDI.

FIELD	TYPE (Min/Max Length)	DESCRIPTION	ANSI X.12 Transaction 832 Field/Segments - Equivalent Elements (Min./Max. Length)
Returnability Date	Date: (YYMMDD) (6/6)	Optional Field Sunset Date	DTM02 (6/6)
Returnability Century	Date/Year: (YY) (2/2)	Optional Field	DTM05 (2/2)
Shipper's Quantity	Numeric (1/6)	Optional Field. Number of inner packs per outer pack - master carton qty.	PO401 (1/6)
Price Change Indicator	Flag (1/1)	Optional Field Value = "Y" or "N"	PID05 (1/1)
Price Protection	Flag (1/1)	Optional Field Value = "Y" or "N"	PID05 (1/1)
Gross Weight per Package	Numeric w/ decimal point (1/9)	Optional Field	PO406 (1/9)
Package Width	Numeric w/ decimal point (1/8)	Optional Field	PO411 (1/8)

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PRICE CATALOG FIELD DESCRIPTIONS & RECORD LAYOUT



Trading partners need to agree upon which fields will be included in their catalog. ANSI X.12 Transaction set 832 reference fields are included for the use of organizations that are making the transition to EDI.

FIELD	TYPE (Min/Max Length)	DESCRIPTION	ANSI X.12 Transaction 832 Field/Segments - Equivalent Elements (Min./Max. Length)
Package Height	Numeric w/ decimal point (1/8)	Optional Field	PO412 (1/8)
Material Safety Data Sheet (MSDS)	Flag (1/1)	Optional Field Value = "Y" or "N"	(1/1)
MSDS Date	Date: (YYMMDD) (6/6)	Optional Field	DTM02 (6/6)
Century	Date/Year: (YY) (2/2)	Optional Field	DTM05 (2/2)
Summary Record			
Record Type	Alpha (2/2)		
Total Number of Line Items (Parts)	Numeric (1/6)	Identifies the total lines & total records. Must contain the value of "SE"	CTT01 (1/6)
Total Number of Records (Segments)	Numeric (1/6)	Must contain the total line records on tape/disk	SE01 (1/6)

NOTE: Use of the EDI elements included in this guideline alone will not constitute a complete 832 EDI transaction.
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PRICING CATALOG HARD COPY EXAMPLE

Header Record

Record Type	Manufacturer Name	Effective Date	Effective (Date) Century	Price Catalog Number	Price Catalog Version	Transmission Set
(2 Char.)	(1-35 Char.)	(6 Char.) YY MM DD	(2 Char.) YY	(1-15 Char.)	(1-15 Char.)	(2 Char.) (Full or Parital)

Example:

"HH"	"ABC Distributing, Inc."	"970623"	"19"	"10204AVX"	"2A"	"00"
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Detail Record:

Detail Record:

Record Type	Part Number	Minimum Order Quantity	Incremental Order Quantity	Description (Free-form)	Starting/ Ending Qty. Code (Sale)	Starting/ Ending Qty. Code (Resale)	Value Cost (UOM)	Quantity Break (UOM)	Cost Break	Cost Value	Resale Value	Package Size
2 Char.	1-40 Char.	1-15 Char.	1-15 Char.	1-80 Char.	3 Char.	3 Char.	2 Char.	2 Char.	1-15 Char.	1-14 Char.	1-14 Char.	1-15 Char.

Example:

"LI"	"670DC429A"	"100"	"25"	"Component"	"ICL"	"PBQ"	"EA."	"EA."	"500"	"350.00"	"425"	"25"
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Lead Time	Lead Time Code	Returnability Status	Returnability Date	Returnability Century	Shipper's Quantity	Price Change Indicator	Price Protection	Gross Weight Per Package	Package Width	Package Height	MSDS Flag	MSDS Date
1-3 Char.	2 Char.	(Optional) (Flag) 1 Char.	(Optional) (YYMMDD) 6 Char.	(Optional) (YY) 2 Char.	(Optional) 1-6 Char.	(Optional) Flag 1 Char.	(Optional) Flag 1 Char.	(Optional) 1-9 Char.	(Optional) 1-8 Char.	(Optional) 1-8 Char.	(Optional) 1 Char.	(Optional) (YYMMDD) 6 Char.

Example:

"20"	"DW"	"Y"	"980612"	"19"	"10"	"N"	"Y"	"0.0023"	"18.02"	"10.8"	"Y"	"940713"
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MSDS Century

(Optional)
(YY)
2 Char.

"19"

Summary Record:

Record Type	Total Number of Line Items	Total Number of Records
2 Char.	(Parts) 1-6 Char.	(Segments) 1-6 Char.

Example:

"SE"	"1349"	"118362"
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LEGEND: Looping structure may occur up to 12 times