



SECTION 4: ELECTRONIC PRICE SHEETS – PWA LoadSheetData.COM

Performance Warehouse Association now provides members with access to electronic price sheet information through the PWA LoadSheetData.com service, a joint initiative with Direct Communications, Inc. (DCi). The service delivers the electronic equivalent of the PWA Book of Recommendations Price Sheets. Unveiled 30 years after the guidelines were established for the printed price sheets, this service embraces the new technologies of the Internet and electronic data development in order to deliver more up-to-date, comprehensive and accurate information.

PWA LoadSheetData.com provides a centralized location for price sheet data AND all the PIES standard product attributes needed by the PWA WD distribution channel. PWA LoadSheetData.com is available free to all PWA WDs and Reps with Internet access.

Purpose & Use

The PWA LoadSheetData.com service was developed in order to provide a repository of price sheet and additional sales and transaction data that can be accessed, at any time; in a format that member WDs can integrate with their internal systems. The service meets industry-standard PIES (Product Information Exchange Standard) data configuration requirements established by AAI and endorsed by SEMA and the other trade associations.

The service delivers data that undergoes extensive quality control steps and has been validated before becoming available to PWA members. Real-time and up-to-date data delivery ensures faster speed-to-market sales opportunities for the entire distribution channel.

Data can be viewed online or downloaded as needed.

PWA Member Reps have access, as well, to the brands they represent, when authorized by the manufacturer supplying the data. Reps can utilize the electronic Load Sheet Data and price sheet information to complete the expanding array of new item set-up/create sheets.

Source

Original pricing and load sheet information is initially provided by manufacturers directly to DCi and is then standardized, formatted, validated and provided to PWA LoadSheetData.com. The PWA LoadSheetData.com service can be provided to any manufacturer for an initial set-up fee and an on-going annual administration fee. For manufacturers participating in DCi's ALL-Channels product application database development and management service, participation in the PWA LoadSheetData.com service is a no charge add-on feature.

Content

PWA LoadSheetData.com delivers the original 11 data fields defined for printed price sheets:

- | | |
|---------------------|---------------------------|
| 1) Part Number | 7) Description |
| 2) Published List | 8) Popularity Codes |
| 3) Published Retail | 9) Standard Pack |
| 4) Published Jobber | 10) Unit Package Quantity |
| 5) Published WD | 11) Package Weight |
| 6) Jobber Core | |

Some examples of the additional data fields supported by the process include:

- | | |
|------------------------------|--------------------------------|
| 1) Superseding Part Numbers | 8) Hazardous Material Code |
| 2) UPC Code for the Item/Pkg | 9) Emission Code |
| 3) Package Height | 10) UPS Codes (Y, N, OS1, OS2) |
| 4) Package Width | 11) Published Retail MAP |
| 5) Package Depth | 12) Published Wholesale MAP |
| 6) Country of Origin Code | 13) Published Excise Tax |
| 7) Harmonizing Tariff Code | 14) Dimensional Weight |

Over 80 specific data fields are supported by the PWA LoadSheetData process for each part number in the industry. This allows the participating manufacturer to use only those fields applicable to their product line and/or those required by their customers.

Manufacturers also have access to the service to view and download their brands ONLY. This allows them to expedite the development of custom load sheets for any customer NOT serviced by the PWA.LoadSheetData.com network.

Access

Electronic price sheet, or load sheet, information is available on the Internet at:

<http://pwa.loadsheetdata.com>

Users can instantly access information by using an assigned User Name and Password.

New WD users may obtain their unique log-in information by contacting PWA directly. New Reps can obtain a User Name and Password by obtaining authorization from the manufacturing companies they represent. The authorization process is initiated by the Home Office of each Rep Firm.

Readable Symbols, Itemized Part Numbers, Part Number Attachments

The following suggestions came to PWA as feedback regarding electronic price files arriving with varying pieces of information. While printed price sheets are not an issue, converting a price sheet to electronic form can delay or keep a price file from being implemented.

Useful Symbols

Several companies have used custom symbols to identify obsolescence, discount differences, trademark, or delivery times. Many WD's convert these symbols to a text description but find it nearly impossible to convert custom symbols to a text description. PWA recommends the use of common alphanumeric symbols that can be easily read and converted.

Base Part Number with Multiple Suffixes

To cut down on line items in printed price sheets some manufacturers have attached a suffix for colors or style to the base part number, i.e. 400, B, R, for Blue and Red. While this is ok for print, an electronic price file version needs numbers and corresponding colors as separate line items, i.e. 400R and 400B.

Attachments, Footnote Numbers, Asterisks and/or Symbols Attached to Base Part Number

We have found that asterisks and footnotes attached to the parts number must be manually deleted from the part number column before an electronic price file can be used. If they are not taken off, most likely the part number will not show or show in duplicate, with and without the symbol. In subsequent changes these part numbers, with attachments, may not get updated properly. PWA recommends setting up a separate file column and moving the attachments to keep the base part number clean.

ADDITIONAL INFORMATION FOR WDs

Please contact Performance Warehouse Association

ADDITIONAL INFORMATION FOR MANUFACTURERS AND REPS

Please contact Direct Communications Incorporated (DCi)

EDITORS NOTE

The information provided above is only a starting point.
From time to time, other companies may offer Electronic Pricing Service.
The field of electronic price delivery is a constantly changing industry.
This is why it is up to you to decide which company is right for you.

RECOMMENDED ELECTRONIC PRICE SHEET SYSTEM

LOAD-SHEET-DATA SUPPORTED FIELDS

Seq # Field Name Field Description (* Denotes maximum # of character spaces available)

- 1 Brand Code Industry-Standard Code For This Brand (* 4)
- 2 Part Number Manufacturer's full part number as shown in printed documents. (* 20)
- 3 Package – UPC - UPC code for this item. (* 12)
- 4 Package - EAN European bar code for this item. (* 12)
- 5 Package Height-inches Height of this item. (* 8)
- 6 Package Width-inches Width of this item. (* 8)
- 7 Package Depth-inches Depth of this item. (* 8)
- 8 Package Weight - Weight of an item. (ex. 2) (* 9)
- 9 Package Weight-Unit Of Measure Measurement used for weight. (Example: lb, kg) (* 2)
- 10 Package - Unit of Sale Packaged as - (Examples: Box, Bag, Pound). (* 2)
- 11 Package - Quantity in Package Number of items in the package. (* 8)
- 12 Package - Dimensional Weight (Domestic Shipping) Used to determine shipping cost. (* 9)
- 13 Package Cube Used to calculate shipping volume. (* 9 *)
- 14 Package Shipping-UPS Tells if the item is UPS-able or not, and what the classification is. (* 2)
- 15 Package Shipping-FedEx Ground Tells if the item is Fed-Ex able or not, and what the classification is (* 2)
- 16 Inner Pack - Bar code Bar Code for carton. (* 14)
- 17 Inner Pack Height-inches Height of inner pack for this item. (* 8)
- 18 Inner Pack Width-inches Width of inner pack for this item. (* 8)
- 19 Inner Pack Depth-inches Depth of inner pack for this item. (* 8)
- 20 Inner Pack Weight - Weight of an inner pack, with product, for a Master Carton. (* 9)
- 21 Inner Pack - Weight-Unit Of Measure Measurement used for weight. (Example: lb, kg) (* 2)
- 22 Inner Pack - Unit of Sale Packaged as - (Examples: Box - BX, Bag - BG, Pound - lb). (* 2)
- 23 Inner Pack -Packages per Inner Pack Number of packages in the inner pack. (* 8)
- 24 Inner Pack Cube Used to calculate shipping volume. (* 9 *)
- 25 Master Carton Cube Used to calculate shipping volume. (* 9 *)
- 26 Master Carton - Bar code Bar code for Master Carton. (* 14)
- 27 Master Carton Height-inches Height of Master Carton. Allows entry of the exact width requirements of a master carton. Three positions beyond the decimal point allows for conversion from fractions. (* 8)
- 28 Master Carton Width-inches Width of Master Carton. Allows entry of the exact width requirements of a master carton. Three positions beyond the decimal point allows for conversion from fractions. (* 8)
- 29 Master Carton Depth-inches Depth of Master Carton. Allows entry of the exact width requirements of a master carton. Three positions beyond the decimal point allows for conversion from fractions. (* 8)
- 30 Master Carton Weight This field allows entering the weight of an item up to 999999.99. (* 9)
- 31 Master Carton - Weight-Unit Of Measure The measurement used for weight. (Example: lb, kg) (* 2)
- 32 Master Carton -Packages per Master Carton Number of items in the master carton. (* 8)
- 33 Master Carton - Unit of Sale Packaged as - (Examples: Box - BX, Bag - BG, Pound - lb). (* 2)
- 34 Description-Manufacturer's The manufacturer's description as it appears in the Price Sheet. (* 80)
- 35 Description-Buyers "Quick Ref." Applications "quick reference" where space is limited. (* 40)
- 36 Description-Cash Register Tape Most commonly used with cash register tapes. (* 20)
- 37 Price-List You may enter a unit price up to 99999.9999 in this field. (* 10)
- 38 Price-Retail Map You may enter a unit price up to 99999.9999 in this field. (* 10)
- 39 Price-Jobber You may enter a unit price up to 99999.9999 in this field. (* 10)
- 40 Price-WD You may enter a unit price up to 99999.9999 in this field. (* 10)
- 41 Price Effective Date The starting date for the pricing for this product. (* 8)
- 42 Product Release Date The first date the product was or will be shipped. (* 8)
- 43 Popularity Codes Used to determine purchasing levels. (* 6)
- 44 Origin Code (Point Of) 3-letter code indicating where the product was produced. Used for import/ export duty calculations. (* 3)
- 45 Emission Codes This is the item's emission code classification. (* 1)
- 46 Hazardous Materials Code (Hazmat) Standard DOT for Material Type. (* 1)
- 47 Harmonizing Tariff Code International Harmonization Code. (* 28)
- 48 Quantity Used Per Vehicle Used in forecasting & merchandising "facings". (* 3)