Product & Price Information Format

To More Efficient Updates

Channeling the Power of Industry

Product & Price Information Format v. 2.6
Release Date: April 12, 2019
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PRODUCT & PRICE INFORMATION FORMAT

Table of Contents

Section 1: Product & Price Information Format v. 2.6 3

Section 2: PPIF Implementation Documentation
Overview 13
Using the PPIF 15
Frequently-Asked Questions 17
Compliance Checklist 21
Read Me Overview 23
Suggested Currency Codes 25
Suggested Unit of Measure Codes 29
Country of Origin ISO Codes 31
Examples of Acceptable Field Use Overview 35

Section 3: PPIF Promotional Materials
Distributor User Form, Appeal and Enclosures 55
Manufacturer User Form, Appeal and Enclosures 61
Presentation on PPIF Benefits 65

PRODUCT & PRICE INFORMATION FORMAT			
Version 2.6 (Released April 12, 2019)			
Header Record			
N	**R**	**Field Name**	**Definition and Comments**
1	R	Supplier Run Date	This is the date when this update database was created. The format is YYYYMMDD. It is suggested that this date be used to ensure that old updates are not inadvertently and unintentionally used to overwrite newer information.
2	R	Vendor Name	Free format field with the vendor or supplier name.
3		Vendor Address	Free format field with the street address or P.O. Box where the vendor can be contacted.
4		Vendor Contact Phone Number	A phone number where questions can be directed about the information in the database. This number can include country code, area/city code, exchange, number, and extension or whatever is appropriate.
5		Vendor ID D-U-N-S Number	D-U-N-S number for this supplier. Where multiple D-U-N-S numbers are available, use the selling facility, not the number of a conglomerate or holding company.
6	R	Effective Date	The effective date of the information in this database, unless it is overridden by Standard Product Record Field 34 (Effective Date). The format is YYYYMMDD.
7		Type	This flag identifies the type of file that is attached to this header. If this field does not exist (the original standard), it is to be interpreted as containing an "S". The following codes are currently defined: S = Standard Product Information records follow; Q = Price Breaks by Quantity, Dollar Amount, Weight records follow.
8		Currency	Specified currency of the associated database for the standard product and price break files.

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PRODUCT & PRICE INFORMATION FORMAT			
Version 2.6 (Released April 12, 2019)			
Standard Product Information Database Records			
N	**R**	**Field Name**	**Definition and Comments**
1	R	UPC Number	Standard UPC number that uniquely identifies this product package. Preferred usage is the full 14 digit EAN/UCC-14 number. Acceptable alternate usage is the 12-digit format (UCC-12) or 11-digit UPC.
2	R	Catalog or Item Number	A catalog or item number that uniquely identifies this product package. To minimize distributor manipulation of data, part numbers should be exported directly from the manufacturer system and remain static over time. (To ensure a unique number in an application database, the distributor's software may have to prefix this number with the supplier's D-U-N-S Number provided in the header record.)
3		Published List Price	This is the published price from which discounts may be calculated. A value of "0" (numeric zero) indicates that there is no published list price.
4		Special Invoice Price Multiplier	Typically a contract, special or non-standard multiplier offered to a particular distributor and/or customer; when multiplied by Published List Price (Field 3), equals Special Net Invoice Price (Field 5).
5	R	Special Net Invoice Price	Typically a contract, special or non-standard price offered to a particular distributor and/or customer; in many cases, calculated by multiplying Published List Price (Field 3) by Special Invoice Price Multiplier (Field 4). When preferred pricing is not offered, Special Net Invoice Price will equal Published Distributor Invoice Price (Field 7). Required field unless POR Flag (Field 61) = "Y" (i.e., on price-on-request items).
6		Published Distributor Price Multiplier	This is a value to be multiplied by Published List Price (Field 3) to calculate Published Distributor Invoice Price (Field 7).
7	R	Published Distributor Invoice Price	Published distributor net price, in many cases calculated by multiplying Published List Price (Field 3) by Published Distributor Price Multiplier (Field 6). Required field unless POR Flag (Field 61) = "Y" (i.e., on price-on-request items).
8		Published OEM Price Multiplier	This is a value to be multiplied by Published List Price (Field 3) to calculate Published OEM Invoice Price (Field 9).
9		Published OEM Invoice Price	Published OEM invoice price, in many cases calculated by multiplying Published List Price (Field 3) by Published OEM Price Multiplier (Field 8).
10		Rebate Amount	Indicates the dollar amount of rebate per this selling unit, if any.
11		Published Jobber/Reseller Price Multiplier	This is a value to be multiplied by Published List Price (Field 3) to calculate Published Jobber/Reseller Invoice Price (Field 12).
12		Published Jobber/Reseller Invoice Price	Published jobber/reseller invoice price, in many cases calculated by multiplying Published List Price (Field 3) by Published Jobber/Reseller Price Multiplier (Field 11).
13		Published End User Price Multiplier	This is a value to be multiplied by Published List Price (Field 3) to calculate Published End User Invoice Price (Field 14).
14		Published End User Invoice Price	Published end user invoice price, in many cases calculated by multiplying Published List Price (Field 3) by Published End User Price Multiplier (Field 13).

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N	R	Field Name	Definition and Comments
15		Pricing/Discount Group 1	This field allows the supplier to group products for pricing or discount purposes. A definition of the Pricing/Discount group(s) should be included in the Read Me file. If only one Pricing/Discount Group applies, preferred usage is to populate Field 15 and leave Field 16 blank.
16		Pricing/Discount Group 2	This field allows the supplier to group products for pricing or discount purposes. A definition of the Pricing/Discount group(s) should be included in the Read Me file. If only one Pricing/Discount Group applies, preferred usage is to populate Field 15 and leave Field 16 blank.
17		Description 1	A free format item description that is mandatory when Catalog or Item Number (Field 2) represents a manufacturer's internal part number that general users will not know. In cases where Fields 2 and 17 are identical, preferred usage is to leave Field 17 blank. Acceptable uses for Field 17 include: (1) catalog description or number; (2) alternate part number; (3) detailed part number explanation; (4) minor product grouping (e.g., if Description 2 (Field 18) is "Tapered Roller Bearings", Description 1 might be "Large Bore"; (5) other item description typically referenced by distributors when ordering this item. Example: Field 2 = "GR180K", Field 18 = "Lubricants", Field 17 = "Keg (120lb keg) Premium Mill Grease". Descriptions should not include commas, quotation marks or other symbols.
18	R	Description 2	A free format description used to describe a generic product class/group such as "Gears", "Pillow Block", "Seal", "Lubricants" etc. Descriptions should not include commas, quotation marks or other symbols.
19		Selling Unit of Measure	This is the selling unit that is priced by this record. Use ASC X12 standard codes (Table 355 – Unit of Measurement Code). Use of a non-standard code is not allowed. Each different package size should have a unique UPC Number (Field 1), unique Catalog or Item Number (Field 2), and a separate price record.
20		Units in Package	The quantity of "the smallest selling unit" items included in this packaging. For example, if the selling unit is a case of 12 individual items, Selling Unit of Measure (Field 19) = "case" and Field 20 = "12". For a pallet of 12 cases, each containing 12 items, Field 19 = "pallet" and Field 20 = "144". If the selling unit is by weight, this number may include a decimal point.
21		Weight	Weight per selling unit, including packaging.
22		Unit of Weight	How the weight is measured. Use ASC X12 approved units of measurement (Table 355 – Unit of Measurement Code).
23		Cubic Inches	The measured cubic inches of the selling package.
24		Stock Flag	"S" = standard production/stock item (not guaranteed to be in inventory at any given time); "N" = non stock or built-to-order item.
25		Return Code	"Y" = item is returnable; "N" = item is non-returnable.
26		Obsolete / New Flag	Preferred usage: Flags should appear only in one iteration of the price file; in cases where flags appear more than once, the Read Me file must specify the time period for which these codes will appear.
			Required Flag: "O" = obsolete item that is no longer available for order/ no returns accepted. Pricing fields should be blank. Field 27 (New/Superseded Catalog or Item Number) and Field 28 (New/Superseded UPC Number) reference superseding item (if available) or Field 30 (Substitute Catalog or Item Number) and Field 31 (Substitute UPC Number) reference substitute item (if no direct replacement). After the last iteration in which an "O" appears, the record no longer will exist.

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N	R	Field Name	Definition and Comments
			Required Flag: "N" = new item. Pricing fields should be populated. Field 27 and Field 28 reference superseded item (if available).
			Optional Flag: "R" = replaced item with product available for order while stocks last. Pricing fields should be populated. Field 27 and Field 28 reference superseding item (if available) or Field 30 and Field 31 referencing substitute item (if no direct replacement).
			Optional Flag: "I" = item nomenclature change, where catalog/item number only is new but no change in UPC. Field 27 reflects new catalog/item number.
			Optional Flag: "U" = UPC change, where UPC is new but no change in catalog/item number. Field 28 reflects new UPC.
27		New/Superseded Catalog or Item Number	In cases where Obsolete/New Flag (Field 26) is not null, Field 27 represents the new/superseded catalog or item number, if one is issued, to replace the current Catalog or Item Number (Field 2) as defined in Field 26. In cases where change reflects a company and/or line acquisition: Field 2 = new manufacturer's item number; Field 26 = "O"; and Field 27 = previous manufacturer's item number.
28		New/Superseded UPC Number	In cases where Obsolete/Net Flag (Field 26) is not null, then this field represents the new number (if one exists) that replaces the UPC Number (Field 1) as defined in Field 26. In cases where change reflects a company and/or line acquisition: Field 1 = new manufacturer's UPC; Field 26 = "O"; and Field 28 = previous manufacturer's UPC. In cases where a new UPC has not yet been assigned, Field 1 should be blank.
29		Estimated Lead Time	The estimated lead-time from date of order to shipment, in elapsed calendar days, as a snapshot in time. This estimate is not a guarantee and may change daily.
30		Substitute Catalog or Item Number	Catalog or item number for a suggested substitute product that may be used in place of this Catalog or Item Number (Field 2).
31		Substitute UPC Number	UPC number for a suggested substitute product that may be used in place of this UPC Number (Field 1).
32		Distributor Part Number	Cross-reference to distributor own part numbers, if used.
33		MSDS ID Number	An identifier of the Material Safety Data Sheet (MSDS) associated with this product. The MSDS should reference any applicable ODOT or Hazmat numbers.
34		Effective Date	The date this price record becomes effective, if different from the effective date in the Header Record.
35		Expiration Date	The date this price record becomes obsolete.
36		Special Pricing Flag	A "Y" indicates that an additional file contains price breaks or other special pricing information that affect this Catalog or Item Number.
37		Brand	Brand name of an item, if used to differentiate product brands within a single company.
38		Next Higher Package	This field reflects the quantity of units in the next higher level of packaging and typically is not related to the number of items in Units in Package (Field 20). This package, pallet, etc., level may or may not have a different unique assigned part record.

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N	R	Field Name	Definition and Comments
39		UNSPSC	The United Nations Standard Products and Services Code (UNSPSC) is a global, multi-sector standard for product commodity codes. Details on relevant codes are available at www.unspsc.org.
40-44		User-Defined Fields numbered 40, 41, 42, 43, or 44	These fields may be used to transmit information that is not otherwise contained in this standard, as defined between trading partners. All user-defined fields must be defined in the Read Me file. Use of user-defined fields is discouraged unless absolutely necessary.
45		Dimension Unit of Measure	This field defines how Length (Field 46), Width (Field 47) and Height (Field 48) are measured. Use ASC X12 approved units of measurement (Table 355 – Unit of Measurement Code).
46		Length	The measured length of the selling package.
47		Width	The measured width of the selling package.
48		Height	The measured height of the selling package.
49-59		User-Defined Fields numbered 49, 50, 51, 52, 53, 54, 55, 56, 57, 58 or 59	These fields may be used to transmit information that is not otherwise contained in this standard, as defined between trading partners. All user-defined fields must be defined in the Read Me file. Use of user-defined fields is discouraged unless absolutely necessary.
60		Minimum Order Quantity	Minimum item quantity (if any) to place order.
61		POR Flag	"Y" = Price on request (POR) item; blank = No.
62		Conditional Price Multiplier	Multiplier to be used in situations where order dollar value or item quantity meets or exceeds program minimum, this value is to be multiplied by Published List Price (Field 3).
63		Conditional Invoice Price	Price available in situations where order dollar value or item quantity meets or exceeds program minimum, typically derived by multiplying Published List Price (Field 3) by Conditional Price Multiplier (Field 62).
64		Country of Origin1	This field contains the appropriate ISO country of origin code to identify the product's country of origin. The definition used to specify country of origin should be included in the Read Me file.
65		Country of Origin2	This field contains the appropriate ISO country of origin code to identify the product's country of origin. The definition used to specify country of origin should be included in the Read Me file.
66		Country of Origin3	This field contains the appropriate ISO country of origin code to identify the product's country of origin. The definition used to specify country of origin should be included in the Read Me file.

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N	R	Field Name	Definition and Comments
67		Country of Origin4	This field contains the appropriate ISO country of origin code to identify the product's country of origin. The definition used to specify country of origin should be included in the Read Me file.
68		Country of Origin5	This field contains the appropriate ISO country of origin code to identify the product's country of origin. The definition used to specify country of origin should be included in the Read Me file.
69		Image File Name	Use column 69 to enter the file name of the image of the product if images have been provided on a CD-ROM or through direct server access. The image guidelines include: .jpg, .gif or .png format only; maximum size of 200 x 200 pixels; 72 dpi resolution; single product images only (no group shots); and image specific to an individual product.
70		Image URL	Use column 70 to enter the URL of the image of the product if the images are available on the supplier's website or through a third-party's website. The image guidelines include: .jpg, .gif or .png format only; maximum size of 200 x 200 pixels; 72 dpi resolution; single product images only (no group shots); and image specific to an individual product.
71		Harmonized Tariff Code	Use column 71 to enter the harmonized tariff code applicable to the product (up to 10 digits).
72		Green Product	"Y"=Green Product; "N" or blank=No (if yes, complete 73 and/or 74 and/or 75)
73		Green Certification, Regulation or Standard Met	Examples: -Meets NEMA Premium Efficiency Standards -Green Seal Certified -Meets Federal Energy Management Program (FEMP) energy efficiency levels -EcoLogo Certified -Product has earned the Energy Star Label -LADCO Compliant -OTC Compliant -NESHAP Compliant -Other (Must Specify) This is a comma-delimited field if more than one classification applies to the product.
74		Additional Green Attributes	Examples: -Energy Reduction -Biobased -Biodegradable -Non-toxic -Recycled Content -Other (Must Specify) This is a comma-delimited field if more than one classification applies to the product.
75		Green Validation Details	If applicable, additional information as to the rating or certification of the product. This is a comma-delimited field if more than one type of rating or certification applies to the product.
76		ECCN	Enter appropriate export control classification number
77		MAP	Optional field where supplier can enter the published manufacturer minimum advertised price for each product.

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PRODUCT & PRICE INFORMATION FORMAT			
Version 2.6 (Released April 12, 2019)			
Price Break Records by Quantity, Dollar Amount and/or Weight			
N	**R**	**Field Name**	**Definition and Comments**
1	R	UPC Number	Standard UPC number that uniquely identifies this product package. Preferred usage is the full 14 digit EAN/UCC-14 number. Acceptable alternate usage is the 12-digit format (UCC-12) or 11-digit UPC.
2	R	Catalog or Item Number	A catalog or item number that uniquely identifies this product package. To minimize distributor manipulation of data, part numbers should be exported directly from the manufacturer system and remain static over time. (To ensure a unique number in an application database, the distributor's software may have to prefix this number with the supplier's Duns Number provided in the header record.)
3		Special Invoice Price Multiplier	Typically a contract, special or non-standard multiplier offered to a particular distributor and/or customer; when multiplied by Published List Price (Standard Product Record Field 3), equals Special Net Invoice Price (Field 4).
4	R	Special Net Invoice Price	Typically a contract, special or non-standard price offered to a particular distributor and/or customer; in many cases, calculated by multiplying Published List Price (Standard Product Record Field 3) by Special Invoice Price Multiplier (Field 3). When preferred pricing is not offered, Special Net Invoice Price will equal Published Distributor Invoice Price (Field 6). Required field unless POR Flag (Standard Product Record Field 61) = "Y" (i.e., on price-on-request items).
5		Published Distributor Price Multiplier	This is a value to be multiplied by Published List Price (Standard Product Record Field 3) to calculate Published Distributor Invoice Price (Field 6).
6	R	Published Distributor Invoice Price	Published distributor net price, in many cases calculated by multiplying Published List Price (Standard Product Record Field 3) by Published Distributor Price Multiplier (Field 5). Required field unless POR Flag (Standard Product Record Field 61) = "Y" (i.e., on price-on-request items).
7		Published OEM Price Multiplier	This is a value to be multiplied by Published List Price (Standard Product Record Field 3) to calculate Published OEM Invoice Price (Field 8).
8		Published OEM Invoice Price	Published OEM invoice price, in many cases calculated by multiplying Published List Price (Standard Product Record Field 3) by Published OEM Price Multiplier (Field 7).
9		Published Jobber/Reseller Price Multiplier	This is a value to be multiplied by the Published List Price (Standard Product Record Field 3) to calculate Published Jobber/Reseller Invoice Price (Field 10).

N	R	Field Name	Definition and Comments
10		Published Jobber/Reseller Invoice Price	Published jobber/reseller invoice price, in many cases calculated by multiplying Published List Price (Standard Product Record Field 3) by Published Jobber/Reseller Price Multiplier (Field 9).
11		Published End User Price Multiplier	This is a value to be multiplied by Published List Price (Standard Product Record Field 3) to calculate Published End User Invoice Price (Field 12).
12		Published End User Invoice Price	Published End User Invoice Price, in many cases calculated by multiplying Published List Price (Standard Product Record Field 3) by Published End User Price Multiplier (Field 11).
13	R	Type	How the discount level is to be measured. Q = Quantity of selling units (defined in Standard Product Record Field 20); W = Weight (defined in Standard Product Record Field 21); D = Dollar value to obtain discount price.
14	R	Quantity Threshold	Starting quantity, dollar value or weight for this break.
15		Pricing/Discount Group Code	Manufacturer's code identifying items that may be grouped to reach the quantity break, dollar value or weight needed to obtain discount price.
16-20		User-Defined Fields numbered 16, 17, 18, 19, 20	These fields may be used to transmit information that is not otherwise contained in this standard, as defined between trading partners. All user-defined fields must be defined in the Read Me file. Use of user-defined fields is discouraged unless absolutely necessary.

PRODUCT & PRICE INFORMATION FORMAT
Overview

In 1998, the Power Transmission Distributors Association (PTDA) and Bearing Specialists Association (BSA) partnered to develop a standardized, electronic format for transmission of manufacturer product and price updates to distributors.

With a standardized format, the electronic transmission of this data is more accurate and more efficient than sending paper files or files in a format that is difficult to upload. The manual labor involved in hand-entering this information leads to opportunities for errors or delays in getting the new prices in the hands of the distributor. Using PPIF means that the same type of information is transmitted in the same manner and in the same format every time—so the upload process is just a few clicks rather than thousands of keystrokes.

Designed to supersede both ANSI X.12 832 and custom manufacturer pricing formats, the PPIF is a single-format, single-program system that can be easily installed and used by manufacturers, distributors and OEMs. The ASCII format eliminates the need for significant software expenditure by users and may be transmitted via mail, e-mail or the Internet.

Benefits of PPIF utilization include:

- Allowing manufacturers to supply and distributors to receive price updates in a single standardized format.
- Improving operating efficiencies and accuracy by eliminating manual re-keying.
- Reducing transaction costs, administrative costs and time needed to transmit and upload updates.

PPIF Version 2.6

In 2019, a joint PTDA-BSA Task Force approved the addition of optional Field 77 where a supplier can provide the Minimum Advertised Price (MAP) for each product on the PPIF.

Manufacturers work with authorized distributors to open gateways to sell their products, usually in a defined geography. In a non-exclusive manufacturer-authorized distributor business relationship a competitive imbalance can occur, when the authorized distributors promote the manufacturer's products at prices lower than the one recommended (MSRP) by the manufacturers.

This is the reason MAP came into existence. It is the lowest cost authorized distributors can advertise (on-line or in print). This, however, does not limit the price at which the products can be sold. Authorized distributors have, as always, the freedom to negotiate pricing at each individual customer based on considerations of profit, competitive situation, volume, strategic importance, etc.

Supplemental Documents

PPIF supplemental documents:

- Clarify format use requirements.
- Describe Read Me requirements and recommended content.
- Provide examples of acceptable PPIF usage.

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PPIF Endorsers & Users

The format currently is endorsed by the following associations:

American Bearing Manufacturers Association
Association for High Technology Distribution
Bearing Specialists Association
FPDA Motion + Control Network
NAHAD—The Association for Hose and Accessories Distribution
National Fluid Power Association
Power Transmission Distributors Association

For a list of PTDA member manufacturer and distributor users of the PPIF, visit www.ptda.org/PPIF.

PPIF Limitations

While the PPIF is an excellent tool to transmit data and data updates, certain issues will continue to require discussion and negotiation as part of the ongoing distributor-manufacturer relationship. Items that fall into this category include:

- Whether new manufacturer product lines and/or products will be carried by the distributor.
- Information not provided in the PPIF by the manufacturer but desired by the distributor.
- Appropriate advance notice of updates.

Any and all decisions regarding pricing and product information, other terms of sale, informational updates and the use of all or portions of the data remain the sole domain of individual vendors and purchasers.

Future Revisions

As needed on an annual basis, PTDA and BSA will convene a joint-association task force to review and address identified issues and/or suggested enhancements.

Questions about the PPIF or suggested enhancements to future versions should be directed to PTDA (+1.312.516.2100; ptda@ptda.org) or BSA (+1.630.858.3838; info@bsahome.org).

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PRODUCT & PRICE INFORMATION FORMAT
Using the PPIF

The following provides requirements and guidelines for creating, transmitting and utilizing update files in the Product & Price Information Format (PPIF). For additional assistance, contact PTDA (+1.312.516.2100; ptda@ptda.org) or BSA (+1.630.858.3838; info@bsahome.org).

CREATING PPIF FILES

Required Contents:

- Read Me File: Provides background on vendor's use of the PPIF.
- Header Record: One record used to identify the vendor (manufacturer or supplier) and define general parameters and the type of the second file.
- Either Standard Product Records or Price Break Records:
  - Standard Product Information Database Records: Contain information about vendor product descriptions, characteristics and pricing.
  - Price Break Records: Provide information on price breaks by quantity, dollar amount or weight (if price breaks are offered).

Required Format: ASCII, tab-delimited with variable-length fields

Requirements:

- Include all fields as specified in the Standard Product Information Database Records (Field 1 through Field 76).
- Not include additional fields after Field 76.
- Have all Required (R) fields populated unless data is not available. Explain any unpopulated required fields in the Read Me file.
- Utilize a null character (tab tab) to indicate data not provided.
- Omit all symbols and special characters, including but not limited to @, #, $, &, *, ©, ®, ™, ", +, -.
- Reflect price per each in all Standard Product Information Database Records, where "each" is defined in Selling Unit of Measure (Field 19).
- Use physical decimal points in all numeric fields that require them. Numeric fields without decimals will be considered integers.

Recommendations:

- Populate fields with all available data.
- Keep data as static as possible between updates.
- Utilize a consistent part number schema to minimize distributor manipulation of data, including consistent use of spaces, dashes or other separators.
- Identify a single point of contact within the company who is tasked with maintaining, editing and updating PPIF-format files and has authority to make changes to address compliance issues. This individual's name and contact information should be:
  - Included in all correspondence related to PPIF files.
  - Added to the Read Me file.
  - Communicated to all manufacturer representatives, customer service representatives and regional managers for referral of questions from distributors or OEMs.
- Send separate transmissions for each currency for which pricing is provided, such that each transmission includes only one currency.
- Use ANSI.X12 standards where defined.

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First-Time Users: Distributors already receiving updates in the format can provide valuable insights on preferred file structure, content and transmission.

TRANSMITTING PPIF FILES

Acceptable Vehicles:

- Mail (on CD-ROM or other electronic storage vehicle)
- E-mail
- FTP or other Internet-based file transfer

Lead Time:

- Distribute price files to allow sufficient time for review and implementation by distributors and/or OEMs.
- Recommended Lead Time: Minimum of 30 days in advance of price effective date or as defined in supplier agreements with distributors and/or OEMs.

Transmission Guidelines:

- Compressed Files: If update files are compressed with WinZip or other software, cover letter or e-mail should include directions to extract files, unless this information is not required based on prior successful transmittals to the recipient.
- Masked Files: If update files are sent with invalid extensions to bypass firewall or other security restrictions, cover letter or e-mail should include directions to rename files.
- E-mail Transmission: If files are transmitted by e-mail:
    - As a courtesy, forward the corporate price adjustment notification letter or fax to PPIF contacts to communicate the upcoming adjustment.
    - A preliminary e-mail to all recipients is recommended to address concerns related to sender and receiver system restrictions.
    - The initial e-mail should alert distributors/OEMs to expect a PPIF files within a certain time frame and to contact the manufacturer if the file is not received.
    - Generic e-mails may be sent to a group of distributors/OEMs while preserving the confidentiality of individual addressees by using the blind carbon copy (BCC) field to prevent each recipient from seeing a list of other recipients. However, individualized e-mails may be required if PPIF files are customized for each distributor/OEM.

UTILIZING PPIF FILES

Guidelines: Upon receipt of a PPIF pricing update, the distributor/OEM should:

- Review provided files to ensure all expected information is included and correct.
- Determine which information is needed.
- Extract desired data from the price file provided by the vendor.

First-Time Users: Vendors often offer resources to help understand, extract and upload provided data. For assistance, consult the vendor's PPIF contact.

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PRODUCT & PRICE INFORMATION FORMAT
Frequently-Asked Questions

The following frequently-asked questions regarding the Product & Price Information Format (PPIF) are organized by general, vendor/manufacturer and distributor/OEM questions. PPIF users are encouraged to review all questions to better understand their business partners' concerns.

General Questions

Q. What is the PPIF?

A. The PPIF allows manufacturers to issue detailed information on products, parts and prices in an ASCII format that is suitable for being transmitted via mail, e-mail or the Internet. This single-format, single-program system can be installed and used easily by manufacturers, distributors and OEMs.

Q. Why is it important to endorse the PPIF and how will it benefit us?

A. The PPIF replaces a multiplicity of vendor-based formats, dramatically reducing the time spent processing updates. It can be implemented without significant software expenditure, eliminates manual re-keying and ensures accuracy in applying manufacturer price updates.

Q. Where can we get a copy of the PPIF?

A. Download a free copy at www.ptda.org/ppif or request a copy from PTDA (+1.312.516.2100; ptda@ptda.org) or BSA (+1.630.858.3838; info@bsahome.org).

Q. Who can we contact for assistance interpreting the format?

A. Contact PTDA (+1.312.516.2100; ptda@ptda.org) or BSA (+1.630.858.3838; info@bsahome.org).

Q. We have suggestions for revisions to the format that could benefit our industry. How can we communicate these suggestions?

A. Revisions should be forwarded for consideration to PTDA (+1.312.516.2100; ptda@ptda.org) or BSA (+1.630.858.3838; info@bsahome.org). Any proposed revisions to the PPIF must be submitted in writing either to BSA or to PTDA and should include an explanation of the issue to be addressed, a proposal for the number of fields needed, meaningful field names, thorough development of field definitions and comments/examples for the support documentation. Proposed revisions may be submitted at any time.

Q. How do we know we have the latest version and how will we know what changes have been made?

A. Check www.ptda.org/ppif for updates; revisions from the last version are described in the PPIF Overview.

Q. Do we have to update to the latest version?

A. Updates to a new version may not be logistically possible immediately; however, the update should be a high priority. Updates maintain the integrity of a format and likely will benefit communications between the manufacturers and distributors with commonly requested information. Should there be revisions requiring a new version, the revised PPIF will be distributed in the first calendar quarter of the year.

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Vendor/Manufacturer Questions

Q. There seems to be a lot of information requested. Why is this important?

A. PPIF fields provide valuable information to distributors that are cumbersome to obtain otherwise, reducing the time needed to perform database updates. Identifying new items, superseded items and obsolete items eliminates time to research each part. Knowing stock/non-stock information helps distributors make informed selections. Knowing part weights informs purchasing consolidation and freight decisions.

Q. Why can't we alter the format a little to help our company or our customers?

A. ANY alteration defeats the purpose of a standard format. In time, deviations erode the standard's purpose and integrity and undermine its many valuable benefits.

Q. Our company manufactures products based solely on customer specifications. Can we use PPIF if we don't have standardized products?

A. PPIF is designed to provide product information and price updates on stock items and is not practical to use for customized products.

Q. How can we get more distributors to adopt the format?

A. Announce the availability of updates in the PPIF format on all price notice letters and provide contact information to request updates in this format. Provide price updates only in the PPIF and provide advance notice of the change to distributors to allow ample preparation time.

Q. Can we provide the PPIF in Excel format?

A. Only if files also are provided in an ASCII tab-delimited format.

Q. What is the Read Me file and how can we use it?

A. The Read Me File allows vendors to explain any special field usage and answer frequently-asked questions. Required and recommended Read Me content is specified in the PPIF Read Me Overview. A sample Read Me file also is provided.

Q. What are Required fields?

A. Suppliers are strongly encouraged to populate fields with all available data but may choose not to populate any fields except those marked as "R" (Required). Required fields must be populated if the data exists.

Q. We don't have UPC numbers for our products. Can we still use PPIF?

A. Although UPC is a required field, there may be instances where a UPC does not exist. If this is the case, you can use Field 2 (catalog or item number) to identify your product. Be sure to include that number in Field 2, not in Field 1. Field 1 is specifically for UPC numbers and including a catalog or item number in that field could cause more harm and confusion than good. For example, the UPC standard length and format that makes it unique in industry. If the number you put in the field happened to be the same as another manufacturer's real UPC number, it could be confused with a different item. Also, when loading the data into the distributor's system, it could be rejected because it most likely would not be in the correct format.

Q. What is the difference between Special Net Invoice Price and Published Distributor Invoice Price?

A. Special Net Invoice Price is the price on the invoice for this distributor; Published Distributor Invoice Price is the published price for most distributors.

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Q. What are Pricing/Discount Group fields?

A. These fields allow the supplier to group products for pricing or discount purposes. See the supplier's Read Me file for a description.

Q. What should we load in the Description 2 field (Field 18)?

A. Product type information, such as BEARING, SEAL, SPROCKET, V BELT, etc.

Q. How do we provide quantity break information?

A. Provide this information in the Price Break Records by Quantity, Dollar Amount and/or Weight file.

Q. We have buy plans for a select group of products where a discount is offered after a certain dollar level is reached for said item. How do we include this information in the format?

A. Either use a "Y" flag in Standard Product Record Field 36 (Special Pricing Flag Number) and use the Price Break file for dollar level (include only applicable items) OR populate Standard Product Record Field 62 (Conditional Price Multiplier) and/or Field 63 (Conditional Invoice Price).

Q. How do we include unique information that is not covered in the format?

A. Use User-Defined Fields 40-44 and 49-59, and include corresponding information in the Read Me file.

Q. Should we enter a row for column headings?

A. Do NOT enter a row for column headings.

Q. What if we do not have data available for a particular field?

A. Leave the field blank by inserting two tabs.

Distributor/OEM Questions

Q. How can we get more manufacturers to provide updates in the PPIF format?

A. Let all of your suppliers know that you prefer to receive updates in this format and request that they take the necessary steps to use the format in their next scheduled update. A sample template letter to send to manufacturers is available for this purpose.

Q. What is the Read Me file and how can we use it?

A. The Read Me File allows the vendor to explain any special field usage and answer frequently-asked questions. Carefully review the Read Me File before interpreting and importing data, particularly when dealing with an update from a vendor that is a recent adopter of the PPIF.

Q. What if we don't need all the data provided?

A. Requesting custom files erodes the standard's integrity and undermines its benefits; instead, accept data in the standard format and program your system to extract only the fields you need. For assistance in manipulating the data received, consult your supplier's PPIF contact.

Q. What if we have questions or receive a non-compliant file?

A. Contact the PPIF contact identified by the supplier; this individual's name and contact information should be included in received PPIF correspondence and in the Read Me file.

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PRODUCT & PRICE INFORMATION FORMAT
Compliance Checklist

The following outlines a checklist for manufacturers as they create and transmit updates files in the Product & Price Information Format (PPIF). For additional detail, see Using the PPIF. For assistance, contact PTDA (+1.312.516.2100; ptda@ptda.org) or BSA (+1.630.858.3838; info@bsahome.org).

- General:
  - PPIF contact identified and information included
  - Directions on file extraction, renaming or other necessary manipulation included
  - Separate transmission for each currency

- Transmission includes:
  - Read Me file
  - Standard Product Header Record and Standard Product Information Database Records
  - Price Break Header Record and Price Break Records (if applicable)

- Read Me:
  - Format: Microsoft® Word (preferred) or ASCII tab-delimited (acceptable)
  - Required: (1) Vendor name and (2) PPIF version used

- Header Record:
  - Format: ASCII tab-delimited
  - Fields: Includes Field 1 through 8, populated with all available data
  - Required: Field 1 (Supplier Run Date), Field 2 (Vendor Name) and Field 6 (Effective Date) are populated or explained in the Read Me

- Standard Product Records:
  - Format: ASCII tab-delimited
  - Fields: Includes Field 1 through Field 76, populated with all available data
  - Required: Field 1 (UPC Number), Field 2 (Catalog or Item Number), Field 5 (Special Net Invoice Price), Field 7 (Published Distributor Invoice Price) and Field 18 (Description 2) are populated or explained in the Read Me
  - Data:
    - Null character (tab tab) indicates data not provided
    - No symbols or special characters (including but not limited to @, #, $, &, *, ©, ®, ™, ", +, -)
    - Physical decimal points included in numeric fields that require them

- Price Break Records:
  - Format: ASCII tab-delimited
  - Fields: Includes Field 1 through Field 20, populated with all available data
  - Required: Field 1 (UPC Number), Field 2 (Catalog or Item Number), Field 4 (Special Net Invoice Price), Field 6 (Published Distributor Price), Field 13 (Type) and Field 14 (Quantity Threshold) are populated or explained in the Read Me
  - Data:
    - Null character (tab tab) indicates data not provided
    - No symbols or special characters (including but not limited to @, #, $, &, *, ©, ®, ™, ", +, -)
    - Physical decimal points included in numeric fields that require them

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PRODUCT & PRICE INFORMATION FORMAT
Read Me Overview

Purpose: The use of a Read Me file is intended to provide additional information about the vendor's use of the Product and Price Information Format (PPIF).

The Read Me file should:

- Answer common distributor questions about using the format and/or interpreting provided data.
- Identify and explain user-defined fields, if used.
- Identify any differences between provided data and the standardized format.

Preferred Format: Microsoft® Word (ASCII tab-delimited (TXT) format acceptable)

Required Content:

- Vendor name
- PPIF version used

Recommended Content:

- Vendor contact information
- Field numbers, names and definitions for populated user-defined fields
- Explanation of why any Required fields are not populated
- Other fields not populated and any future plans to populate
- Definition of pricing/discount groups used in Fields 15-16 of the Standard Product Information Database Records
- Time period for which O (obsolete), N (new), R (replaced), I (new catalog/item number), U (new UPC) flags will appear in Field 26 of the Standard Product Information Database Records
- Minimum order dollar value or item quantity to receive conditional pricing (Fields 62-63) of the Standard Product Information Database Records
- Number of decimal points in pricing and multiplier fields
- Definition of country of origin used in Fields 64-68 of the Standard Product Information Database Records

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PRODUCT & PRICE INFORMATION FORMAT
Sample Read Me File

XYZ Company
Version 2.3

This data is confidential and may be used only by your company. All data and prices are subject to change without notice.

All Product & Price Information Format (PPIF) fields are included on this media and tab delimited. In some cases, the data intended for that field is not available for that part number. In this case, the field is left blank. The following are vendor unique field explanations and a listing of fields in which the data is not supplied at this time.

Field 10 = not supplied
Field 15 = XYZ Company price group code
Field 16 = XYZ Company discount symbol
Field 25 = not supplied
Field 29 = not supplied
Field 33 = currently not supplied/planned

User defined fields:
Field 49 = ABC, definitions
Field 50 = ABC, color type

Field 26 = 1 year, time period which the letter will appear in the field.

Field 62-63 = Minimum quantity 100 pieces or minimum dollar $1,000.00

If the item is not priced, please check Field 26 to determine whether this part number has been replaced or obsoleted.

Number of decimal points in pricing and multiplier fields = 4 (example 1.9999).

Country of origin is as defined by the GSA Advantage program.

Any questions, please contact John Smith (+1.123.456.7890 ext. 123; john.smith@xyzcompany.com).

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PRODUCT & PRICE INFORMATION FORMAT
Suggested Currency Codes
ISO 3-Letter Alphabetic Currency Codes
Updated as of 01.01.12

ISO 4217

The following table reproduces ISO 4217. Please use only codes that have been accepted into this standard. An asterisk indicates no currency code has been assigned to that country/entity. For the most current list, please visit:
http://www.currency-iso.org/iso_index/iso_tables/iso_tables_a1.htm.

Code	Country/Entity	Code	Country/Entity
AFN	Afghanistan	CVE	Cape Verde
ALL	Albania	KYD	Cayman Islands
DZD	Algeria	XAF	Central African Republic
USD	American Samoa	XAF	Chad
EUR	Andorra	CLP/CLF	Chile
AOA	Angola	CNY	China
XCD	Anguilla	AUD	Christmas Island
*	Antarctica	AUD	Cocos (Keeling) Islands
XCD	Antigua and Barbuda	COP/COU	Colombia
ARS	Argentina	KMF	Comoros
AMD	Armenia	XAF	Congo
AWG	Aruba	CDF	Congo, Democratic Rep. of the
AUD	Australia	NZD	Cook Islands
EUR	Austria	CRC	Costa Rica
AZN	Azerbaijan	XOF	Côte D'Ivoire
BSD	Bahamas	HRK	Croatia
BHD	Bahrain	CUP/CUC	Cuba
BDT	Bangladesh	EUR	Cyprus
BBD	Barbados	CZK	Czech Republic
BYR	Belarus	DKK	Denmark
EUR	Belgium	DJF	Djibouti
BZD	Belize	XCD	Dominica
XOF	Benin	DOP	Dominican Republic
BMD	Bermuda	USD	Ecuador
INR/BTN	Bhutan	EGP	Egypt
BOB/BOV	Bolivia, Plurinational State of	SVC/USD	El Salvador
BAM	Bosnia and Herzegovina	XAF	Equatorial Guinea
BWP	Botswana	ERN	Eritrea
NOK	Bouvet Island	EUR	Estonia
BRL	Brazil	ETB	Ethiopia
USD	British Indian Ocean Territory	FKP	Falkland Islands(Malvinas)
BND	Brunei Darussalam	DKK	Faroe Islands
BGN	Bulgaria	FJD	Fiji
XOF	Burkina Faso	EUR	Finland
BIF	Burundi	EUR	France
KHR	Cambodia	EUR	French Guiana
XAF	Cameroon	XPF	French Polynesia
CAD	Canada	EUR	French Southern Territories

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Suggested Currency Codes—CONTINUED
ISO 3-Letter Alphabetic Currency Codes

ISO 4217

XAF	Gabon	LVL	Latvia
GMD	Gambia	LBP	Lebanon
GEL	Georgia	ZAR/LSL	Lesotho
EUR	Germany	LRD	Liberia
GHS	Ghana	LYD	Libyan Arab Jamahiriya
GIP	Gibraltar	CHF	Liechtenstein
EUR	Greece	LTL	Lithuania
DKK	Greenland	EUR	Luxembourg
XCD	Grenada	MOP	Macao
EUR	Guadeloupe	MKD	Macedonia, the Former Yugoslav Republic of
USD	Guam	MGA	Madagascar
GTQ	Guatemala	MWK	Malawi
GNF	Guinea	MYR	Malaysia
XOF	Guinea-Bissau	MVR	Maldives
GYD	Guyana	XOF	Mali
HTG/USD	Haiti	EUR	Malta
AUD	Heard Island and McDonald Islands	USD	Marshall Islands
EUR	Holy See (Vatican City State)	EUR	Martinique
HNL	Honduras	MRO	Mauritania
HKD	Hong Kong	MUR	Mauritius
HUF	Hungary	EUR	Mayotte
ISK	Iceland	MXN/MXV	Mexico
INR	India	USD	Micronesia, Federated States of
IDR	Indonesia	MDL	Moldova, Republic of
XDR	International Monetary Fund (I.M.F.)	EUR	Monaco
IRR	Iran (Islamic Republic of)	MNT	Mongolia
IQD	Iraq	EUR	Montenegro
EUR	Ireland	XCD	Montserrat
ILS	Israel	MAD	Morocco
EUR	Italy	MZN	Mozambique
JMD	Jamaica	MMK	Myanmar
JPY	Japan	ZAR/NAD	Namibia
JOD	Jordan	AUD	Nauru
KZT	Kazakhstan	NPR	Nepal
KES	Kenya	EUR	Netherlands
AUD	Kiribati		
KPW	Korea, Democratic People's Rep. of	XPF	New Caledonia
KRW	Korea, Republic of	NZD	New Zealand
KWD	Kuwait	NIO	Nicaragua
KGS	Kyrgyzstan	XOF	Niger
LAK	Lao People's Democratic Republic	NGN	Nigeria

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Suggested Currency Codes—CONTINUED
ISO 3-Letter Alphabetic Currency Codes

ISO 4217

NZD	Niue	LKR	Sri Lanka
AUD	Norfolk Island	SDG	Sudan
USD	Northern Mariana Islands	SRD	Suriname
NOK	Norway	NOK	Svalbard and Jan Mayen
OMR	Oman	SZL	Swaziland
PKR	Pakistan	SEK	Sweden
USD	Palau	CHF/CHW/CHE	Switzerland
PAB/USD	Panama	SYP	Syrian Arab Republic
PGK	Papua New Guinea	TWD	Taiwan, Province of China
PYG	Paraguay	TJS	Tajikistan
PEN	Peru	TZS	Tanzania, United Rep. of
PHP	Philippines	THB	Thailand
NZD	Pitcairn	USD	Timor-Leste
PLN	Poland	XOF	Togo
EUR	Portugal	NZD	Tokelau
USD	Puerto Rico	TOP	Tonga
QAR	Qatar	TTD	Trinidad and Tobago
EUR	Reunion	TND	Tunisia
RON	Romania	TRY	Turkey
RUB	Russian Federation	TMT	Turkmenistan
RWF	Rwanda	USD	Turks and Caicos Islands
SHP	Saint Helena, Ascension and Tristan Da Cunha	AUD	Tuvalu
XCD	Saint Kitts and Nevis	UGX	Uganda
XCD	Saint Lucia	UAH	Ukraine
EUR	Saint Pierre and Miquelon	AED	United Arab Emirates
XCD	Saint Vincent and The Grenadines	GBP	United Kingdom
WST	Samoa	USD/USS/USN	United States
EUR	San Marino	USD	United States Minor Outlying Islands
STD	Sao Tome and Principe	UYU/UYI	Uruguay
SAR	Saudi Arabia	UZS	Uzbekistan
XOF	Senegal	VUV	Vanuatu
RSD	Serbia	VEF	Venezuela
SCR	Seychelles	VND	Viet Nam
SLL	Sierra Leone	USD	Virgin Islands, British
SGD	Singapore	USD	Virgin Islands, U.S.
EUR	Slovakia	XPF	Wallis and Futuna
EUR	Slovenia	MAD	Western Sahara
SBD	Solomon Islands	YER	Yemen
SOS	Somalia	ZMK	Zambia
ZAR	South Africa	ZWL	Zimbabwe
EUR	Spain		

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PRODUCT & PRICE INFORMATION FORMAT
Suggested Unit of Measure Codes
Updated as of 01/01/12

Data Element Dictionary Table 355
ANSI ASC.X12

The following reflects common units of measurement for use in Product & Price Information Format (PPIF) Standard Format Record Field 19 (Selling Unit of Measure), Field 22 (Unit of Weight) and Field 45 (Dimension Unit of Measure). Codes shown below reflect a subset of the full ANSI ASC X12 – 355. More information is available at www.x12.org. Or visit http://www.autoid.org/ANSI_MH10/ansi_mh10sc8_wg2.htm. Then select: X12_Data_Element_355_6020_Culled.doc. Only codes accepted into the EDI standard should be used.

Additional codes may be added at any time. Other code use should be reported to PTDA (+1.312.516.2100; ptda@ptda.org) or BSA (+1.630.858.3838; info@bsahome.org) so that additional codes may be added to this table.

Code	Explanation	Code	Explanation	Code	Explanation
AY	Assembly	FT	Foot	ML	Milliliter
NB	Barge	P4	Four-Pack	MM	Millimeter
BT	Belt	GA	Gallons	P9	Nine-Pack
BX	Box	GR	Gram	PR	Pair
NC	Car	HU	Hundred	PL	Pallet/Unit Load
C4	Carload	HB	Hundred Boxes	LB	Pound
CG	Card	HC	Hundred Count	LA	Pounds per Cubic Inch
CT	Carton	HF	Hundred Feet	P2	Pounds per Foot
CA	Case	KK	Hundred Kilograms	NS	Short Ton (2000 lbs)
CM	Centimeter	GI	Imperial Gallon	P6	Six-Pack
CH	Container	IN	Inch	SV	Skid
CP	Crate	KE	Keg	SL	Sleeve
CC	Cubic Centimeter	KG	Kilogram	SO	Spool
CF	Cubic Feet	LF	Linear Foot	SF	Square Foot
CI	Cubic Inches	LY	Linear Yard	SI	Square Inch
CL	Cylinder	LK	Link	TK	Tank
DZ	Dozen	LT	Liters	TH	Thousand
DP	Dozen Pair	NL	Load	P3	Three-Pack
DR	Drum	MA	Machine/Unit	NT	Trailer
EA	Each	MR	Meter	TC	Truckload
P8	Eight-Pack	ME	Milligram	TB	Tube
FO	Fluid Ounce			OP	Two-Pack

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PRODUCT & PRICE INFORMATION FORMAT
Suggested Country of Origin Codes
Updated as of 01.01.12

The following reflects country of origin codes as defined by ISO 3166-1 for use in Product & Price Information Format (PPIF) Standard Format Record Fields 64-68 (Country of Origin).

Additional codes may be added at any time. Other code use should be reported to PTDA (+1.312.516.2100; ptda@ptda.org) or BSA (+1.630.858.3838; info@bsahome.org) so that additional codes may be added to this table. For more information on country codes, visit: http://www.iso.org/iso/country_codes.

Country Name	ISO 3166-1-alpha-2 Code
AFGHANISTAN	AF
ÅLAND ISLANDS	AX
ALBANIA	AL
ALGERIA	DZ
AMERICAN SAMOA	AS
ANDORRA	AD
ANGOLA	AO
ANGUILLA	AI
ANTARCTICA	AQ
ANTIGUA AND BARBUDA	AG
ARGENTINA	AR
ARMENIA	AM
ARUBA	AW
AUSTRALIA	AU
AUSTRIA	AT
AZERBAIJAN	AZ
BAHAMAS	BS
BAHRAIN	BH
BANGLADESH	BD
BARBADOS	BB
BELARUS	BY
BELGIUM	BE
BELIZE	BZ
BENIN	BJ
BERMUDA	BM
BHUTAN	BT
BOLIVIA, PLURINATIONAL STATE OF	BO
BOSNIA AND HERZEGOVINA	BA
BOTSWANA	BW
BOUVET ISLAND	BV
BRAZIL	BR
BRITISH INDIAN OCEAN TERRITORY	IO
BRUNEI DARUSSALAM	BN
BULGARIA	BG
BURKINA FASO	BF
BURUNDI	BI
CAMBODIA	KH

Country Name	ISO 3166-1-alpha-2 Code
CAMEROON	CM
CANADA	CA
CAPE VERDE	CV
CAYMAN ISLANDS	KY
CENTRAL AFRICAN REPUBLIC	CF
CHAD	TD
CHILE	CL
CHINA	CN
CHRISTMAS ISLAND	CX
COCOS (KEELING) ISLANDS	CC
COLOMBIA	CO
COMOROS	KM
CONGO (REPUBLIC OF)	CG
CONGO, THE DEMOCRATIC REPUBLIC OF THE	CD
COOK ISLANDS	CK
COSTA RICA	CR
CÔTE D'IVOIRE	CI
CROATIA	HR
CUBA	CU
CYPRUS	CY
CZECH REPUBLIC	CZ
DENMARK	DK
DJIBOUTI	DJ
DOMINICA	DM
DOMINICAN REPUBLIC	DO
ECUADOR	EC
EGYPT	EG
EL SALVADOR	SV
EQUATORIAL GUINEA	GQ
ERITREA	ER
ESTONIA	EE
ETHIOPIA	ET
FALKLAND ISLANDS (MALVINAS)	FK
FAROE ISLANDS	FO
FIJI	FJ
FINLAND	FI
FRANCE	FR

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Country Name	ISO 3166-1-alpha-2 Code
FRENCH GUIANA	GF
FRENCH POLYNESIA	PF
FRENCH SOUTHERN TERRITORIES	TF
GABON	GA
GAMBIA	GM
GEORGIA	GE
GERMANY	DE
GHANA	GH
GIBRALTAR	GI
GREECE	GR
GREENLAND	GL
GRENADA	GD
GUADELOUPE	GP
GUAM	GU
GUATEMALA	GT
GUERNSEY	GG
GUINEA	GN
GUINEA-BISSAU	GW
GUYANA	GY
HAITI	HT
HEARD ISLAND AND MCDONALD ISLANDS	HM
HOLY SEE (VATICAN CITY STATE)	VA
HONDURAS	HN
HONG KONG	HK
HUNGARY	HU
ICELAND	IS
INDIA	IN
INDONESIA	ID
IRAN, ISLAMIC REPUBLIC OF	IR
IRAQ	IQ
IRELAND	IE
ISLE OF MAN	IM
ISRAEL	IL
ITALY	IT
JAMAICA	JM
JAPAN	JP
JERSEY	JE
JORDAN	JO
KAZAKHSTAN	KZ
KENYA	KE
KIRIBATI	KI
KOREA, DEMOCRATIC PEOPLE'S REPUBLIC OF	KP
KOREA, REPUBLIC OF	KR
KUWAIT	KW
KYRGYZSTAN	KG
LAO PEOPLE'S DEMOCRATIC REPUBLIC	LA
LATVIA	LV
LEBANON	LB

Country Name	ISO 3166-1-alpha-2 Code
LESOTHO	LS
LIBERIA	LR
LIBYAN ARAB JAMAHIRIYA	LY
LIECHTENSTEIN	LI
LITHUANIA	LT
LUXEMBOURG	LU
MACAO	MO
MACEDONIA, THE FORMER YUGOSLAV REPUBLIC OF	MK
MADAGASCAR	MG
MALAWI	MW
MALAYSIA	MY
MALDIVES	MV
MALI	ML
MALTA	MT
MARSHALL ISLANDS	MH
MARTINIQUE	MQ
MAURITANIA	MR
MAURITIUS	MU
MAYOTTE	YT
MEXICO	MX
MICRONESIA, FEDERATED STATES OF	FM
MOLDOVA, REPUBLIC OF	MD
MONACO	MC
MONGOLIA	MN
MONTENEGRO	ME
MONTSERRAT	MS
MOROCCO	MA
MOZAMBIQUE	MZ
MYANMAR	MM
NAMIBIA	NA
NAURU	NR
NEPAL	NP
NETHERLANDS	NL
NEW CALEDONIA	NC
NEW ZEALAND	NZ
NICARAGUA	NI
NIGER	NE
NIGERIA	NG
NIUE	NU
NORFOLK ISLAND	NF
NORTHERN MARIANA ISLANDS	MP
NORWAY	NO
OMAN	OM
PAKISTAN	PK
PALAU	PW
PALESTINIAN TERRITORY, OCCUPIED	PS
PANAMA	PA

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Country Name	ISO 3166-1-alpha-2 Code
PAPUA NEW GUINEA	PG
PARAGUAY	PY
PERU	PE
PHILIPPINES	PH
PITCAIRN	PN
POLAND	PL
PORTUGAL	PT
PUERTO RICO	PR
QATAR	QA
RÉUNION	RE
ROMANIA	RO
RUSSIAN FEDERATION	RU
RWANDA	RW
SAINT BARTHÉLEMY	BL
SAINT HELENA	SH
SAINT KITTS AND NEVIS	KN
SAINT LUCIA	LC
SAINT MARTIN	MF
SAINT PIERRE AND MIQUELON	PM
SAINT VINCENT AND THE GRENADINES	VC
SAMOA	WS
SAN MARINO	SM
SAO TOME AND PRINCIPE	ST
SAUDI ARABIA	SA
SENEGAL	SN
SERBIA	CS
SEYCHELLES	SC
SIERRA LEONE	SL
SINGAPORE	SG
SLOVAKIA	SK
SLOVENIA	SI
SOLOMON ISLANDS	SB
SOMALIA	SO
SOUTH AFRICA	ZA
SOUTH GEORGIA AND THE SOUTH SANDWICH ISLANDS	GS
SPAIN	ES
SRI LANKA	LK
SUDAN	SD
SURINAME	SR
SVALBARD AND JAN MAYEN ISLANDS	SJ

Country Name	ISO 3166-1-alpha-2 Code
SWAZILAND	SZ
SWEDEN	SE
SWITZERLAND	CH
SYRIAN ARAB REPUBLIC	SY
TAIWAN, PROVINCE OF CHINA	TW
TAJIKISTAN	TJ
TANZANIA, UNITED REPUBLIC OF	TZ
THAILAND	TH
TIMOR-LESTE	TL
TOGO	TG
TOKELAU	TK
TONGA	TO
TRINIDAD AND TOBAGO	TT
TUNISIA	TN
TURKEY	TR
TURKMENISTAN	TM
TURKS AND CAICOS ISLANDS	TC
TUVALU	TV
UGANDA	UG
UKRAINE	UA
UNITED ARAB EMIRATES	AE
UNITED KINGDOM	GB
UNITED STATES	US
UNITED STATES MINOR OUTLYING ISLANDS	UM
URUGUAY	UY
UZBEKISTAN	UZ
VANUATU	VU
VENEZUELA, BOLIVARIAN REPUBLIC OF	VE
VIET NAM	VN
VIRGIN ISLANDS, BRITISH	VG
VIRGIN ISLANDS, U.S.	VI
WALLIS AND FUTUNA	WF
WESTERN SAHARA	EH
YEMEN	YE
ZAMBIA	ZM
ZIMBABWE	ZW

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PRODUCT & PRICE INFORMATION FORMAT
Examples of Acceptable Field Use Overview

To help simplify implementation of the Product & Price Information Format (PPIF) for first-time users, examples of acceptable Standard Product Information Database Record field use have been developed for two fictitious companies.

Example records are contained in two files:

- PPIF Examples_Index.xls provides acceptable examples of how specific fields may be populated. To assist users in finding desired examples, indexes are provided by Field Number and description as separate worksheets in the same workbook. A final worksheet provides an example header file for both companies.
- PPIF Examples_Formatted.txt provides sample PPIF-compliant files for both companies.

Examples for the fictitious companies mimic actual experience, where some companies are able to extract and export more comprehensive data from their systems than others. To mimic typical updates, OEM, jobber/reseller and end user pricing are not always provided for example fields.

For additional questions about acceptable and unacceptable field use, contact PTDA (+1.312.516.2100; ptda@ptda.org) or BSA (+1.630.858.3838; info@bsahome.org).

GCJ Corp. (Examples 1 through 28)

GCJ Corp. represents a bearing company that manufactures product under three brand names: GBH, Jones and Canton. GCJ Corp. has several product groups and discount codes to show how this information should be presented in a PPIF-compliant update. GCJ Corp. provides information for most fields.

A cross-section of examples is provided for 28 items, including examples of acceptable notation for replacement/substitute products and multiple packaging options. For replaced catalog/item numbers and UPC numbers, a record also is included for the referenced replacement item. For items that indicate other packaging options are available, a record for these related products also is provided.

SFZ Inc. (Examples 29 through 40)

SFZ Inc. represents a power transmission company that produces several types of products, all under the SFZ brand. SFZ Inc. has its own internal part number, which is stored in Field 2 (Catalog or Item Number); Field 17 shows the standard catalog designation with the description. SFZ Inc. provides information for a more limited number of fields than GCJ Corp.

Examples 29 through 38 show replacements, new items, UPC changes and catalog/item number changes. As with GCJ Corp., product groups and discount codes are included: Different examples include list prices and multipliers, net prices, and list and discount prices.

GAC Inc. (Examples 41-46)
GAC Inc. represents a company that produces eco-friendly products. Examples 41-46 show how green certification, regulations and standards met are captured as well as additional green attributes and details.

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Product & Price
Information Format
ONE WAY
To More Efficient Updates

PPIF DISTRIBUTOR USER FORM

Users of the Product & Price Information Format (PPIF) will be included in communications to promote adoption by distributors, manufacturers, industrial distribution trade associations and distribution software providers.

We currently accept product and price updates in the PPIF format and commit to comply with all format use requirements. Please add us to the list of users.

Please complete the following:

Name _____

Title _____

Company _____

Address _____

_____

Phone _____ E-mail _____

Association _____

Distributor Management Software Used _____

Please fax this completed form to +1.312.516.2101.

SAMPLE LETTER FROM DISTRIBUTORS TO MANUFACTURERS

DATE

NAME
TITLE
COMPANY
ADDRESS
CITY, STATE ZIP
COUNTRY

RE: PPIF: One Way to More Efficient Product & Price Updates

Dear INFORMAL:

I am writing to request that your company provide all price and product updates in the standardized Product & Price Information Format (PPIF) endorsed by [ASSOCIATION].

The PPIF reduces transaction costs, increases channel efficiency and benefits our companies directly:

- Greater savings: The PPIF allows you to provide updates to all distributors and OEMs in a single format, dramatically reducing your costs to create and transmit these files. Because the PPIF is an ASCII format, no investment in specialized software is required.

- Improved accuracy: The PPIF eliminates the need for our company to manually re-key vendor data, ensuring information in our system is correct.

- Faster updates: The PPIF reduces the time for us to upload and implement updates. Getting updated pricing and obsolete/substitute information into our system more quickly minimizes product returns and debit and credit processing errors.

More information about the PPIF is available at www.ptda.org/PPIF, including distributors and manufacturers using PPIF, free downloads of the format and documents to simplify implementation and use.

We also request that you designate a single contact at your company who can answer update questions and has authority to address any compliance issues. The key contact within our company for product and price updates is NAME. Please contact HIM/HER at PHONE or E-MAIL with questions regarding our request or the PPIF format.

Thank you for your commitment to working with us to reduce transaction costs and improve efficiency for both our companies and our joint customers.

Sincerely,

NAME
President
COMPANY

SAMPLE LETTER FROM DISTRIBUTORS TO SOFTWARE PROVIDERS

DATE

NAME
TITLE
COMPANY
ADDRESS
CITY, STATE ZIP
COUNTRY

RE: PPIF: One Way to More Efficient Product & Price Updates

Dear INFORMAL:

As a user of your distribution management program, I am writing to request that you incorporate version 2.3 of the standardized Product & Price Information Format (PPIF) in your next software update.

The PPIF has improved efficiency in the industrial distribution channel by:

- Allowing manufacturers to supply and distributors to receive product and price updates in a single, standardized ASCII-tab delimited format.
- Improving operating efficiencies and accuracy by eliminating manual re-keying.
- Reducing transaction costs, administrative costs and time to transmit and upload updates.

More than 90 manufacturers and 80-plus distributors in PTDA already use the PPIF, and it has been endorsed by the Bearing Specialists Association, the American Bearing Manufacturers Association, Association for High Technology Distribution, FPDA Motion + Control Network, NAHAD—The Association for Hose and Accessories Distribution, and the National Fluid Power Association. A partial list of users and endorsers is available at www.ptda.org/PPIF.

In today's business environment, reducing transaction costs and increasing channel efficiency is critical. Incorporating the PPIF in your software will make it even easier for distributors to upload and implement updates in the standardized format.

The format is available for free download at www.ptda.org/PPIFdownloads. Questions may be directed PTDA (+1.312.516.2100; ptda@ptda.org) or BSA (+1.630.858.3838; info@bsahome.org).

Thank you for your commitment to working with your customers to take cost out of the distribution channel.

Sincerely,

NAME
President
COMPANY

Product & Price
Information Format
ONE WAY
To More Efficient Updates

PPIF MANUFACTURER USER FORM

Users of the Product & Price Information Format (PPIF) will be included in communications to promote adoption by distributors, manufacturers, industrial distribution trade associations and distribution software providers.

Please complete the following:

Name _____

Title _____

Company _____

Address _____

_____

Phone _____ E-mail _____

Association _____

Please check below:

☐ We currently provide product and price updates in the PPIF format and commit to comply with all format use requirements. Please add us to the list of users.

Please fax this completed form to +1.312.516.2101.

SAMPLE LETTER FROM MANUFACTURERS TO DISTRIBUTORS

DATE

NAME
TITLE
COMPANY
ADDRESS
CITY, STATE ZIP
COUNTRY

RE: PPIF: One Way to More Efficient Product & Price Updates

Dear INFORMAL:

I am writing to inform you that beginning with our DATE update, our company will provide all price and product updates in the standardized Product & Price Information Format (PPIF) endorsed by [ASSOCIATION].

The PPIF reduces transaction costs, increases channel efficiency and benefits your company directly:

- Greater savings: The PPIF allows you to receive product and price updates from all suppliers in a single format, dramatically reducing your cost to process and upload these files. Because the PPIF is an ASCII format, no investment in specialized software is required.
- Improved accuracy: The PPIF eliminates the need for manually re-keying of vendor data.
- Faster updates: The PPIF reduces the time to upload and implement updates. Getting updated pricing and obsolete/substitute information into your system more quickly minimizes product returns and debit and credit processing errors.

More information about the PPIF is available at www.ptda.org/PPIF, including endorsing manufacturers, free downloads of the format and supplemental documents, and frequently-asked questions.

To maintain the integrity of the standard, we provide compliant files in ASCII-tab format that include all data fields. We request your help in protecting the standard by:

- Accepting PPIF-compliant files rather than requesting custom updates.
- Working with us to extract only the information you need from the update file and, if needed, convert data to Microsoft Excel® or Access® to upload to your system or for direct reference.
- Reporting any compliance issues with our updates to be addressed.

The key contact within our company for product and price updates is NAME. Please contact HIM/HER at PHONE or E-MAIL with questions regarding the PPIF format or our next update.

Thank you for your commitment to working with us to reduce transaction costs and improve efficiency for both our companies and our joint customers.

Sincerely,

NAME
President
COMPANY

Product & Price Information Format

To More Efficient Updates

PPIF: to Updates

- Product & Price Information Format (PPIF)
- Objective: Reduce transaction costs/ increase channel efficiency
- Tactic:
  - Address patchwork of vendor formats
  - Eliminate need for distributors to manually re-key updates

PPIF: to Updates

- Single-format, single-program system for e-transmission of manufacturer price & product updates
- Suitable for use by distributors & OEMs
- ASCII format
  - No software investment required
  - Transmission via mail, e-mail or Internet

PPIF: to Updates

- One way to greater savings:
  - Reduces costs to create, transmit & upload updates
- One way to improved accuracy:
  - Eliminates re-keying, ensuring accuracy & reducing time to upload/implement updates
- One way to enhanced efficiency:
  - Manufacturers supply/ distributors receive updates in single format, reducing transaction costs & improving channel efficiency

PPIF: to Updates

- Resources to clarify requirements/ simplify implementation and use:
  - How to create, transmit and use PPIF files
  - Compliance checklist
  - Examples of acceptable field use
  - Frequently-asked questions
- Available at www.ptda.org/PPIF

PPIF: to Updates

- Wrong way: Even minor modifications defeat standard's purpose
- Right way:
  - Request/provide updates in standard PPIF format
  - Work with business partner to extract needed data / convert format if necessary
  - Report compliance issues to partner to address

PPIF: Distributor Action Items

- Inform current suppliers expect price updates in PPIF format
- Make PPIF a key criteria when evaluating prospective new lines
- Encourage distributor software providers to incorporate PPIF in next release
- Report use to association for recognition / promotion

PPIF: Manufacturer Action Items

- Implement PPIF for price updates
- Promote PPIF adoption to distributors
  - Designate PPIF contact within company
  - Include in all update letters
  - Communicate to manufacturer reps/ CSRs/regional managers
  - Phase out non-PPIF updates
- Report use to association for recognition / promotion

Product & Price Information Format

To More Efficient Updates