# EANCOM® 2002 S3

# SLSFCT

# Sales forecast message

# Edition 2016

# 1. Introduction

**Status**

MESSAGE TYPE                   : SLSFCT

REFERENCE DIRECTORY            : D.01B

EANCOM® SUBSET VERSION         : 006

**Definition**

A message enabling companies to exchange or report electronically, basic sales forecast data related to products or services, including the corresponding location, time period, product identification, pricing and quantity information. It enables the recipient to process the information automatically and use it for production, planning, marketing or statistical purposes.

**Principles**

The message relates either to a seller (with one or more outlets) and a supplier, headquarters, co-ordination or distribution centre, or from a headquarters, co-ordination or distribution centre compiling information on its forecasted sales by outlet and providing the data for statistical analysis to a third party, such as a marketing institute.

It allows the recipient to know for a specific product the:

- Location of the forecasted sale

- Period of the forecast

- Product identification

- Forecasted product selling price, quantity and value of the sales

- Additional identification of the products such as promotional flags and internal identification numbers

- Periodical turnover of a specified location

- Global specified product sales, i.e. total forecasted sales of a product in all locations

Though the message is location driven, it is conceivable that the recipient could process the data to derive information based on other variables such as a specific product and all its related sales locations or weekly turnover category and all the related locations.

Due to the high volume of data that will be usually transmitted in the Sales Forecast Report message, it is highly recommended to only use codes for products and locations.

Irrespective of the sophistication of the forecasted sales data processing and trade partner agreements, the message should never be used to replace business transactions such as Purchase Orders, Delivery Schedules or Inventory Reports.

## 2. Message Structure Chart

### Sales Forecast Report Heading Section

| | | | | |
|---|---|---|---|---|
| UNH | 1 | M | 1 | - Message header |
| BGM | 2 | M | 1 | - Beginning of message |
| DTM | 3 | M | 5 | - Date/time/period |
| SG1 | | M | 5 | - NAD-SG2 |
| NAD | 4 | M | 1 | - Name and address |
| SG2 | | C | 5 | - CTA-COM |
| CTA | 5 | M | 1 | - Contact information |
| COM | 6 | C | 5 | - Communication contact |
| SG3 | | C | 5 | - RFF-DTM |
| RFF | 7 | M | 1 | - Reference |
| DTM | 8 | C | 5 | - Date/time/period |
| SG4 | | C | 5 | - CUX-DTM |
| CUX | 9 | M | 1 | - Currencies |
| DTM | 10 | C | 5 | - Date/time/period |

### Sales Forecast Report Detail Section

| | | | | |
|---|---|---|---|---|
| SG5 | | M | 200000 | - LOC-DTM-SG6 |
| LOC | 11 | M | 1 | - Place/location identification |
| DTM | 12 | C | 5 | - Date/time/period |
| SG6 | | C | 200000 | - LIN-PIA-IMD-RFF-ALI-MOA-PRI-SG7 |
| LIN | 13 | M | 1 | - Line item |
| PIA | 14 | C | 5 | - Additional product id |
| IMD | 15 | C | 5 | - Item description |
| RFF | 16 | C | 5 | - Reference |
| ALI | 17 | C | 5 | - Additional information |
| MOA | 18 | C | 5 | - Monetary amount |
| PRI | 19 | C | 5 | - Price details |
| SG7 | | C | 999 | - QTY |
| QTY | 20 | M | 1 | - Quantity |

### Sales Forecast Report Summary Section

| | | | | |
|---|---|---|---|---|
| UNT | 21 | M | 1 | - Message trailer |

## 3. Branching Diagram

```
0 ──┬──────────┬─────────┬──────────┬──────────┬──────────┬──────────────────────( 2 )
    │          │         │          │          │          │
  ┌─────┐   ┌─────┐      │          │          │          │
  │ UNH │   │ BGM │      │          │          │          │
  │M  1 │   │M  1 │      │          │          │          │
  │  1  │   │  2  │      │          │          │          │
  └─────┘   └─────┘      │          │          │          │
1                     ┌─────┐    ┌─────┐    ┌─────┐    ┌─────┐
                      │ SG1 │    │ SG3 │    │ SG4 │    │ SG5 │
                      │M  5 │    │C  5 │    │C  5 │    │M 200000│
           ┌─────┐   ┌─────┐    ┌─────┐    ┌─────┐    ┌─────┐
           │ DTM │   │ NAD │    │ RFF │    │ CUX │    │ LOC │
           │M  5 │   │M  1 │    │M  1 │    │M  1 │    │M  1 │
           │  3  │   │  4  │    │  7  │    │  9  │    │ 11  │
           └─────┘   └─────┘    └─────┘    └─────┘    └─────┘
2                     ┌─────┐                             ┌─────┐
                      │ SG2 │                             │ SG6 │
                      │C  5 │                             │C 200000│
                      ┌─────┐   ┌─────┐    ┌─────┐    ┌─────┐    ┌─────┐
                      │ CTA │   │ DTM │    │ DTM │    │ DTM │    │ LIN │
                      │M  1 │   │C  5 │    │C  5 │    │C  5 │    │M  1 │
                      │  5  │   │  8  │    │ 10  │    │ 12  │    │ 13  │
                      └─────┘   └─────┘    └─────┘    └─────┘    └─────┘
                                                                   │────( 1 )
3                     ┌─────┐                             ┌─────┐
                      │ COM │                             │ PIA │
                      │C  5 │                             │C  5 │
                      │  6  │                             │ 14  │
                      └─────┘                             └─────┘
```

## 3. Branching Diagram

```
3     ( 1 )───┬─────────┬─────────┬─────────┬─────────┬─────────┐
              │         │         │         │         │      ┌─────────┐
              │         │         │         │         │      │  SG7    │
              │         │         │         │         │      │C   999  │
          ┌───────┐ ┌───────┐ ┌───────┐ ┌───────┐ ┌───────┐ ├─────────┤
          │  IMD  │ │  RFF  │ │  ALI  │ │  MOA  │ │  PRI  │ │  QTY    │
          │C   5  │ │C   5  │ │C   5  │ │C   5  │ │C   5  │ │M    1   │
          │  15   │ │  16   │ │  17   │ │  18   │ │  19   │ │  20     │
          └───────┘ └───────┘ └───────┘ └───────┘ └───────┘ └─────────┘
```

## 3. Branching Diagram

```
      ___
   ( 2 )────────┐
0   ‾‾‾          │
              ┌──────────┐
              │   UNT    │
              ├─┬────────┤
              │M│    1   │
              ├─┴────────┤
              │     21   │
              └──────────┘
```
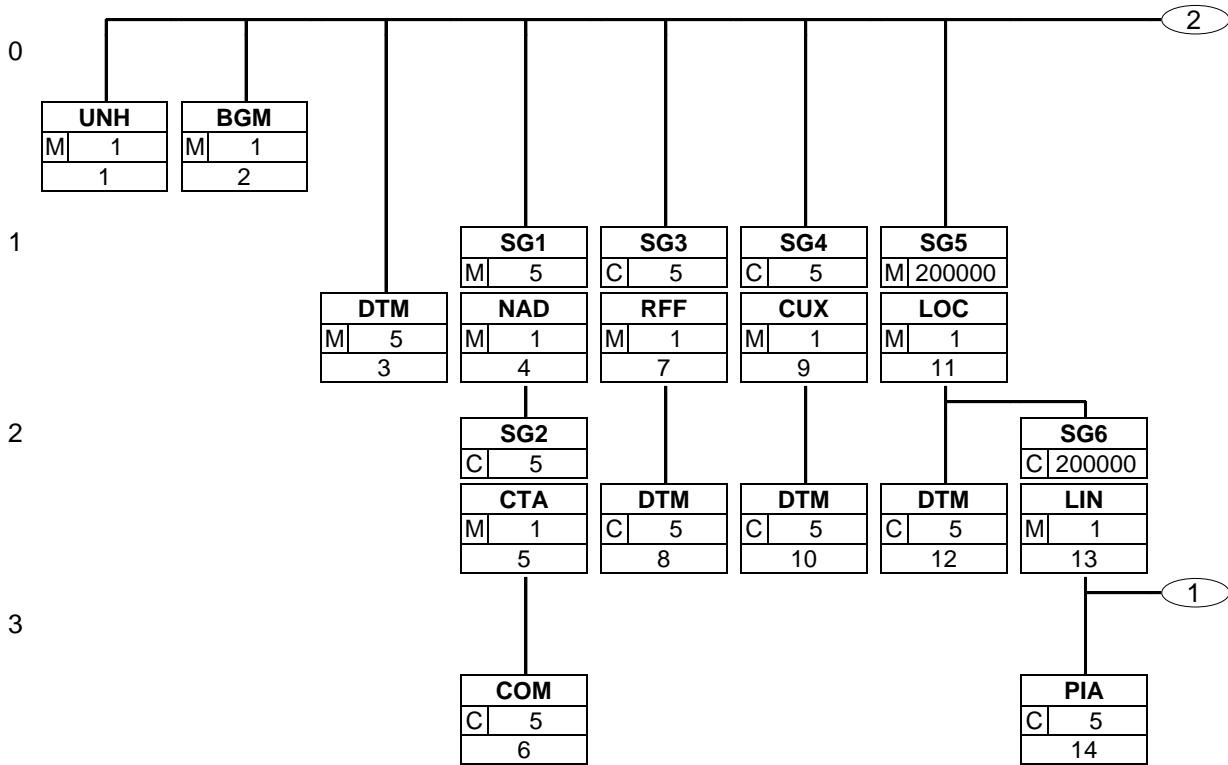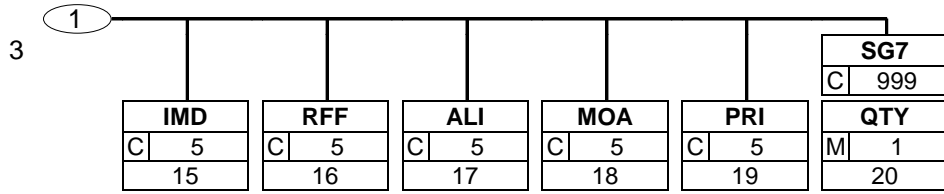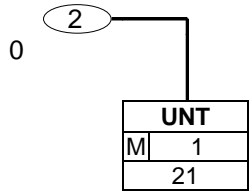
## 4. Segments Description

### Sales Forecast Report Heading Section

UNH  - M  1            - Message header

This segment is used to head, identify and specify a message.

BGM  - M  1            - Beginning of message

This segment is used to indicate the type and function  of a message and to transmit the identifying number.

DTM  - M  5            - Date/time/period

This segment is used to specify the date or period of the Sales Forecast.

**SG1**  - M  5            - **NAD-SG2**

A group of segments identifying the parties with associated information.

NAD  - M  1            - Name and address

This segment is used to identify the trading parties involved in the Sales Data forecasting process. Identification of the sender and receiver of the report is mandatory. These parties may be different from those specified in UNB.

**SG2**  - C  5            - **CTA-COM**

A group of segments giving contact details of the specific person or department within the party identified in the NAD segment.

CTA  - M  1            - Contact information

This segment is used to identify the department and person within the party specified in the NAD segment.

COM - C  5            - Communication contact

This segment is used to identify the communications number and the type of communications used for the person or department identified in the CTA segment.

**SG3**  - C  5            - **RFF-DTM**

A group of segments giving references and, where necessary, their dates, relating to the whole message, e.g. contract number.

RFF  - M  1            - Reference

This segment is used to specify references which relates to the complete sales forecast report message.

DTM  - C  5            - Date/time/period

This segment is used to specify dates relating to the references given in the preceding RFF segment.

**SG4**  - C  5            - **CUX-DTM**

A group of segments specifying the currencies and related dates/periods valid for the whole sales forecast message.

CUX  - M  1            - Currencies

This segment is used to specify the currency in which the prices in the Sales Forecast are quoted.

DTM  - C  5            - Date/time/period

This segment is used to specify the date on which the rate of exchange was quoted.

### Sales Forecast Report Detail Section

**SG5**  - M  200000      - **LOC-DTM-SG6**

A group of segments providing details of the location for which forecasted sales are being reported and the period or sub-period during which the sales will take place. There must be at least one occurrence of Segment group 5 within a sales forecast message.

# 4. Segments Description

LOC  - M  1        - Place/location identification

This segment is used to identify the location where the sales are forecasted to take place. The LOC segment is the trigger segment for the Sales Forecast Report detail section. There must always be at least one occurrence of the LOC segment in the sales forecast report.

DTM  - C  5        - Date/time/period

This segment is used to indicate the date or period of forecasted sales for the items which follow in the LIN sub-group (Group 6). The DTM segment can be used to specify sub-periods such as weekly sales within a monthly sales forecast report.

**SG6**  - C  200000  - **LIN-PIA-IMD-RFF-ALI-MOA-PRI-SG7**

A group of segments providing details per location and period of the individual products to be sold in terms of product family or group, planned promotional flags, total forecast sale monetary amount and planned sale price.

LIN  - M  1        - Line item

This segment is used to identify the product whose sales are being forecasted.

PIA  - C  5        - Additional product id

This segment is used to specify additional item identification codes such as a buyers, or sellers, item number.

IMD  - C  5        - Item description

This segment is used to describe the current line item.

RFF  - C  5        - Reference

This segment is used to specify any references which are applicable to the line item only.

ALI  - C  5        - Additional information

This segment is used to specify any special conditions related to the current line item. Any promotions planned to be in effect when the product is to be sold can be specified in this segment.

MOA  - C  5        - Monetary amount

This segment is used to indicate the value of the forecasted sales for the current line item for the period being forecasted.

PRI  - C  5        - Price details

This segment is used to indicate the price at which the current line item will be sold.

**SG7**  - C  999    - **QTY**

A group of segments identifying the quantity to be sold.

QTY  - M  1        - Quantity

This segment is used to specify quantities related to the current line item.

**Sales Forecast Report Summary Section**

UNT  - M  1        - Message trailer

This segment is a mandatory UN/EDIFACT segment. It must always be the last segment in the message.

## 5. Segments Layout

This section describes each segment used in the EANCOM® Sales forecast message. The original EDIFACT segment layout is listed. The appropriate comments relevant to the EANCOM® subset are indicated.

### *Notes:*

1.    The segments are presented in the sequence in which they appear in the message. The segment or segment group tag is followed by the (M)andatory / (C)onditional indicator, the maximum number of occurrences and the segment description.

2.    Reading from left to right, in column one, the data element tags and descriptions are shown, followed by in the second column the EDIFACT status (M or C), the field format, and the picture of the data elements. These first pieces of information constitute the original EDIFACT segment layout.

      Following the EDIFACT information, EANCOM® specific information is provided in the third, fourth, and fifth columns. In the third column a status indicator for the use of (C)onditional EDIFACT data elements (see 2.1 through 2.3 below), in the fourth column the restricted indicator (see point 3 on the following page), and the fifth column notes and code values used for specific data elements in the message.

2.1    (M)andatory data elements in EDIFACT segments retain their status in EANCOM®.

2.2    Additionally, there are five types of status for data elements with a (C)onditional EDIFACT status, whether for simple, component or composite data elements. These are listed below and can be identified when relevant by the following abbreviations:

      - REQUIRED                **R**      Indicates that the entity is required and must be sent.

      - ADVISED                 **A**      Indicates that the entity is advised or recommended.

      - DEPENDENT               **D**      Indicates that the entity must be sent in certain conditions, as defined by the relevant explanatory note.

      - OPTIONAL                **O**      Indicates that the entity is optional and may be sent at the discretion of the user.

      - NOT USED                **N**      Indicates that the entity is not used and should be omitted.

2.3    If a composite is flagged as **N, NOT USED**, all data elements within that composite will have blank status indicators assigned to them.

3.    Status indicators detailed in the fourth column which directly relate to the code values detailed in the fifth **column** may have two values:

      - RESTRICTED              *        A data element marked with an asterisk (*) in the fourth column indicates that the listed codes in column five are the only codes available for use with this data element, in this segment, in this message.

      - OPEN                             All data elements where coded representation of data is possible and a restricted set of code values is not indicated are open (no asterisk in fourth column). The available codes are listed in the EANCOM® Data Elements and Code Sets Directory. Code values may be given as examples or there may be a note on the format or type of code to be used.

4.    Different colours are used for the code values in the segment details: restricted codes are in red and open codes in blue.

## 5. Segments Layout

Segment number:    1

| UNH | - M | 1 - Message header | | | | |
|---|---|---|---|---|---|---|
| **Function:** | | | | | | |
| To head, identify and specify a message. | | | | | | |
| | | | EDIFACT | GS1 | * | Description |
| 0062 | Message reference number | | M an..14 | M | | Senders unique message reference. Sequence numbers of messages in the interchange, DE 0062 in the UNT will have the same value. Generated by the sender. |
| S009 | MESSAGE IDENTIFIER | | M | M | | |
| 0065 | Message type | | M an..6 | M | * | SLSFCT = Sales forecast message |
| 0052 | Message version number | | M an..3 | M | * | D = Draft version/UN/EDIFACT Directory |
| 0054 | Message release number | | M an..3 | M | * | 01B = Release 2001 - B |
| 0051 | Controlling agency | | M an..2 | M | * | UN = UN/CEFACT |
| 0057 | Association assigned code | | C an..6 | R | * | EAN006 = GS1 version control number (GS1 Permanent Code) Indicates that the message is an EANCOM version 006 of the Sales Forecast. |
| 0068 | Common access reference | | C an..35 | N | | |
| S010 | STATUS OF THE TRANSFER | | C | N | | |
| 0070 | Sequence of transfers | | M n..2 | | | |
| 0073 | First and last transfer | | C a1 | | | |

**Segment Notes:**

This segment is used to head, identify and specify a message.
DE's 0065, 0052, and 0054: Indicate that the message is a Sales Forecast based on the EDIFACT D.01B directory.

Example:
UNH+ME000001+SLSFCT:D:01B:UN:EAN006'

## 5. Segments Layout

Segment number:    2

| **BGM** | - M | 1 - Beginning of message | | | | |
|---|---|---|---|---|---|---|
| Function: | | | | | | |
| To indicate the type and function of a message and to transmit the identifying number. | | | | | | |
| | | | EDIFACT | GS1 | * | Description |
| C002 | DOCUMENT/MESSAGE NAME | | C | **R** | | |
| 1001 | Document name code | | C an..3 | **R** | * | 72E = Sales forecast report (GS1 Temporary Code) |
| 1131 | Code list identification code | | C an..17 | **N** | | |
| 3055 | Code list responsible agency code | | C an..3 | **R** | * | 9 = GS1 |
| 1000 | Document name | | C an..35 | **O** | | |
| C106 | DOCUMENT/MESSAGE IDENTIFICATION | | C | **R** | | |
| 1004 | Document identifier | | C an..35 | **R** | | Sales forecast number assigned by the document sender. For global unique identification of documents Global Document Type Identifier (GDTI) is available. |
| 1056 | Version identifier | | C an..9 | **N** | | |
| 1060 | Revision identifier | | C an..6 | **N** | | |

## 5. Segments Layout

| 1225 | Message function code | C  an..3 | **R** | * | 1 = Cancellation<br>2 = Addition<br>5 = Replace<br>6 = Confirmation<br>9 = Original |
|---|---|---|---|---|---|
| | | | | | The message function, coded is a critical data element in this segment. It applies to all data indicated in the message. The following definitions apply for the restricted codes:<br>1 = Cancellation - This code is used to cancel a previously sent Sales Forecast. Only the mandatory segments in the message need to be re-transmitted and at least two repetitions of the NAD segment identifying the sender and receiver of the message. A new Sales Forecast number and date of generation must be assigned to this message. The number and date of the previous Sales Forecast are to be specified in the RFF-DTM segment group (Group 03) at heading level.<br>2 = Addition -This code is used to indicate the addition of sales for products which were omitted in error in the original transmission of the message. The original sales forecast number to which data is being added must be respecified in DE 1004 and only the added products need to be transmitted.<br>5 = Replace - This code is used to cancel and replace a previously sent Sales Forecast with data transmitted in the current message. The Sales Forecast number in this segment will provide a new reference for the forecast replacing a previously transmission. The RFF-DTM segment group (Group 03) will refer to the Sales Forecast which is being cancelled.<br>6 = Confirmation - This code is used to re-submit or re-send a copy of a previously sent Sales Forecast, |

## 5. Segments Layout

Segment number:    2

|  | EDIFACT | GS1 | * | Description |
|---|---|---|---|---|
|  |  |  |  | for confirmation purposes. The Sales Forecast number and date will be the same as those used for the previous message being confirmed (DE 0062 in the UNH segment can be used to identify the last valid version of the message). 9 = Original - An original transmission of a sales forecast report. |
| 4343    Response type code | C  an..3 | N |  |  |
| Segment Notes:  This segment is used to indicate the type and function  of a message and to transmit the identifying number. All references other than the document number DE 1004 are in the RFF segment (segment group 3).  Example: BGM+72E::9+SDR1568+9' | | | | |

## 5. Segments Layout

Segment number:    3

| DTM        | - M | 5 - Date/time/period |
|---|---|---|

Function:

To specify date, and/or time, or period.

|  |  | EDIFACT | GS1 | * | Description |
|---|---|---|---|---|---|
| C507 | DATE/TIME/PERIOD | M | **M** |  | |
| 2005 | Date or time or period function code qualifier | M an..3 | **M** | * | 137 = Document/message date/time<br>194 = Start date/time<br>206 = End date/time<br>273 = Validity period |
| 2380 | Date or time or period value | C an..35 | **R** |  | |
| 2379 | Date or time or period format code | C an..3 | **R** |  | 102 = CCYYMMDD<br>203 = CCYYMMDDHHMM<br>718 = CCYYMMDD-CCYYMMDD |

Segment Notes:

This segment is used to specify the date or period of the Sales Forecast.
DE 2005: Identification of the 'Document/message date/time' (code value 137) is mandatory in an EANCOM message.

Example:
DTM+137:20021105:102'
The sales forecast report is dated the 5th November 2002.

DTM+273:2002010120020131:718'
The sales forecast report is valid from the 1st of January to the 31st of January 2002.

## 5. Segments Layout

Segment number:   4

| SG1 | - M | 5 - NAD-SG2 |
|---|---|---|
| **NAD** | - M | 1 - Name and address |

Function:

To specify the name/address and their related function, either by C082 only and/or unstructured by C058 or structured by C080 thru 3207.

| | | EDIFACT | GS1 | * | Description |
|---|---|---|---|---|---|
| 3035 | Party function code qualifier | M an..3 | **M** | | CO = Corporate office |
| | | | | | FR = Message from |
| | | | | | MR = Message recipient |
| | | | | | SE = Seller |
| | | | | | SN = Store number |
| | | | | | SR = Supplier's agent/representative |
| | | | | | SU = Supplier |
| C082 | PARTY IDENTIFICATION DETAILS | C | **A** | | |
| 3039 | Party identifier | M an..35 | **M** | | For the identification of parties it is recommended to use GLN - Format n13. |
| 1131 | Code list identification code | C an..17 | **N** | | |
| 3055 | Code list responsible agency code | C an..3 | **R** | * | 9 = GS1 |
| C058 | NAME AND ADDRESS | C | **O** | | This composite may only be used to fulfill the requirements of directive 2003/58/EC, article 4. |
| 3124 | Name and address description | M an..35 | **M** | | |
| 3124 | Name and address description | C an..35 | **O** | | |
| 3124 | Name and address description | C an..35 | **O** | | |
| 3124 | Name and address description | C an..35 | **O** | | |
| 3124 | Name and address description | C an..35 | **O** | | |
| C080 | PARTY NAME | C | **D** | | |
| 3036 | Party name | M an..35 | **M** | | Party Name in clear text. |
| 3036 | Party name | C an..35 | **O** | | |
| 3036 | Party name | C an..35 | **O** | | |
| 3036 | Party name | C an..35 | **O** | | |
| 3036 | Party name | C an..35 | **O** | | |
| 3045 | Party name format code | C an..3 | **O** | | |
| C059 | STREET | C | **D** | | |
| 3042 | Street and number or post office box identifier | M an..35 | **M** | | Building Name/Number and Street Name |
| 3042 | Street and number or post office box identifier | C an..35 | **O** | | |
| 3042 | Street and number or post office box identifier | C an..35 | **O** | | |
| 3042 | Street and number or post office box identifier | C an..35 | **O** | | |
| 3164 | City name | C an..35 | **D** | | City/Town name, clear text. |
| C819 | COUNTRY SUB-ENTITY DETAILS | C | **D** | | |

## 5. Segments Layout

Segment number:    4

| | | EDIFACT | GS1 | * | Description |
|---|---|---|---|---|---|
| 3229 | Country sub-entity name code | C an..9 | O | | |
| 1131 | Code list identification code | C an..17 | O | | |
| 3055 | Code list responsible agency code | C an..3 | O | | |
| 3228 | Country sub-entity name | C an..70 | O | | County/State, clear text. |
| 3251 | Postal identification code | C an..17 | D | | Postal Code. |
| 3207 | Country name code | C an..3 | D | | ISO 3166 two alpha code |

Segment Notes:

This segment is used to identify the trading parties involved in the Sales Data forecasting process. Identification of the sender and receiver of the report is mandatory. These parties may be different from those specified in UNB.

Example:
NAD+SE+5412345000013::9'
NAD+CO+5412345000020::9'
NAD+SU+7591234123458::9'

Dependency Notes:
The following composites and data elements are only used when a coded name and address can not be used.
The affected composites and data elements are as follows:
   C080 - C059 - 3164 - C819 - 3251 - 3207

## 5. Segments Layout

Segment number:    5

| **SG1** | - M | 5 - NAD-SG2 |
|---------|-----|-------------|
| **SG2** | - C | 5 - CTA-COM |
| **CTA** | - M | 1 - Contact information |

Function:

To identify a person or a department to whom communication should be directed.

| | | EDIFACT | GS1 | * | Description |
|---|---|---------|-----|---|-------------|
| 3139 | Contact function code | C an..3 | **R** | | SA = Sales administration |
| | | | | | SR = Sales representative or department |
| C056 | DEPARTMENT OR EMPLOYEE DETAILS | C | **O** | | |
| 3413 | Department or employee name code | C an..17 | **O** | | |
| 3412 | Department or employee name | C an..35 | **O** | | |

Segment Notes:

This segment is used to identify the department and person within the party specified in the NAD segment.
The Global Location Number GLN - Format n13 - is particularly suitable for this purpose.

Example:
CTA+SA+:R BOSQUET'

## 5. Segments Layout

Segment number:    6

| SG1 | - M | 5 - NAD-SG2 |
|---|---|---|
| **SG2** | - C | 5 - CTA-COM |
| **COM** | - C | 5 - Communication contact |

Function:

To identify a communication number of a department or a person to whom communication should be directed.

| | | EDIFACT | GS1 | * | Description |
|---|---|---|---|---|---|
| C076 | COMMUNICATION CONTACT | M | **M** | | |
| 3148 | Communication address identifier | M an..512 | **M** | | |
| 3155 | Communication address code qualifier | M an..3 | **M** | | EM = Electronic mail<br>TE = Telephone<br>AO = Uniform Resource Location (URL) |

Segment Notes:

This segment is used to identify the communications number and the type of communications used for the person or department identified in the CTA segment.

Example:
COM+004481754565:FX'

## 5. Segments Layout

Segment number:    7

| SG3 | - C | 5 - RFF-DTM | | | |
|-----|-----|-------------|---|---|---|
| **RFF** | - M | 1 - Reference | | | |

Function:

To specify a reference.

| | | EDIFACT | GS1 | * | Description |
|---|---|---------|-----|---|-------------|
| C506 | REFERENCE | M | **M** | | |
| 1153 | Reference code qualifier | M an..3 | **M** | | CT  = Contract number<br>ALR = Sales forecast number<br>ALS = Sales report number<br>When code value ALR is used in this data element in conjunction with code values 1 or 5 in data element 1225 in the BGM segment, the reference number indicated in data element 1154 is the number allocated to the sales forecast report being cancelled or replaced. |
| 1154 | Reference identifier | C an..70 | **R** | | |
| 1156 | Document line identifier | C an..6 | **N** | | |
| 4000 | Reference version identifier | C an..35 | **N** | | |
| 1060 | Revision identifier | C an..6 | **N** | | |

Segment Notes:

This segment is used to specify references which relates to the complete sales forecast report message.
References should normally be given at this point if they apply to all or a majority of the line items.

Example:
RFF+CT:674430'
RFF+ALS:SDR5421'

## 5. Segments Layout

Segment number:    8

| SG3 | - C | 5 - RFF-DTM |
|---|---|---|
| **DTM** | - C | 5 - Date/time/period |

Function:

To specify date, and/or time, or period.

| | | EDIFACT | GS1 | * | Description |
|---|---|---|---|---|---|
| C507 | DATE/TIME/PERIOD | M | **M** | | |
| 2005 | Date or time or period function code qualifier | M an..3 | **M** | * | 171 = Reference date/time |
| 2380 | Date or time or period value | C an..35 | **R** | | |
| 2379 | Date or time or period format code | C an..3 | **R** | | 102 = CCYYMMDD |

Segment Notes:

This segment is used to specify dates relating to the references given in the preceding RFF segment.

Example:
DTM+171:20021025:102'

## 5. Segments Layout

Segment number:    9

| **SG4** | - C | 5 - CUX-DTM |
|---|---|---|
| **CUX** | - M | 1 - Currencies |

Function:

To specify currencies used in the transaction and relevant details for the rate of exchange.

| | | EDIFACT | GS1 | * | Description |
|---|---|---|---|---|---|
| C504 | CURRENCY DETAILS | C | R | | |
| 6347 | Currency usage code qualifier | M an..3 | M | * | 2 = Reference currency |
| 6345 | Currency identification code | C an..3 | R | | ISO 4217 three alpha code |
| 6343 | Currency type code qualifier | C an..3 | R | | 9 = Order currency<br>10 = Pricing currency<br>11 = Payment currency |
| 6348 | Currency rate value | C n..4 | N | | |
| C504 | CURRENCY DETAILS | C | D | | The second occurrence of this composite is only used if a target currency is being specified. |
| 6347 | Currency usage code qualifier | M an..3 | M | * | 3 = Target currency |
| 6345 | Currency identification code | C an..3 | R | | ISO 4217 three alpha code |
| 6343 | Currency type code qualifier | C an..3 | R | | 9 = Order currency<br>10 = Pricing currency<br>11 = Payment currency |
| 6348 | Currency rate value | C n..4 | O | | |
| 5402 | Currency exchange rate | C n..12 | D | | The rate of exchange which applies to the currency. The rate of exchange is only used if a target currency has been identified in the second occurrence of C504. |
| 6341 | Exchange rate currency market identifier | C an..3 | N | | |

Segment Notes:

This segment is used to specify the currency in which the prices in the Sales Forecast are quoted.
The CUX segment is mandatory for international exchange.
When specifying Reference and Target Currencies for international trade, one occurrence of CUX is all that is required. The reference currency is identified in the first occurrence of the composite C504, with the target currency specified in the second occurrence of C504. The rate of exchange between the two is detailed in the DE 5402.
The general rule for calculating rate of exchange is as follows:
Reference Currency multiplied by Rate = Target Currency.

Example:
CUX+2:EUR:10'
CUX+2:EUR:10+3:USD:11+0.90243'

## 5. Segments Layout

Segment number:    10

| SG4 | - C | 5 - CUX-DTM | | | | |
|-----|-----|-------------|--|--|--|--|
| **DTM** | - C | 5 - Date/time/period | | | | |

Function:

To specify date, and/or time, or period.

| | | EDIFACT | GS1 | * | Description | |
|--|--|---------|-----|---|-------------|--|
| C507 | DATE/TIME/PERIOD | M | **M** | | | |
| 2005 | Date or time or period function code qualifier | M an..3 | **M** | * | 134 = Rate of exchange date/time | |
| 2380 | Date or time or period value | C an..35 | **R** | | | |
| 2379 | Date or time or period format code | C an..3 | **R** | | 102 = CCYYMMDD<br>203 = CCYYMMDDHHMM<br>718 = CCYYMMDD-CCYYMMDD | |

Segment Notes:

This segment is used to specify the date on which the rate of exchange was quoted.

Example:
DTM+134:20020901:102'

## 5. Segments Layout

Segment number:    11

| SG5 | | - M | 200000 - LOC-DTM-SG6 | | | |
|---|---|---|---|---|---|---|
| **LOC** | | - M | 1 - Place/location identification | | | |

Function:

To identify a place or a location and/or related locations.

| | | EDIFACT | GS1 | * | Description | |
|---|---|---|---|---|---|---|
| 3227 | Location function code qualifier | M an..3 | **M** | | 162 = Place or location of sale | |
| C517 | LOCATION IDENTIFICATION | C | **A** | | | |
| 3225 | Location name code | C an..25 | **A** | | For identification of locations it is recommended to use GLN - Format n13. | |
| 1131 | Code list identification code | C an..17 | **N** | | | |
| 3055 | Code list responsible agency code | C an..3 | **R** | | 9 = GS1<br>DE 3055 must be used if DE 3225 is used and does not contain an UN/LOCODE. | |
| 3224 | Location name | C an..256 | **O** | | | |
| C519 | RELATED LOCATION ONE IDENTIFICATION | C | **N** | | | |
| 3223 | First related location name code | C an..25 | | | | |
| 1131 | Code list identification code | C an..17 | | | | |
| 3055 | Code list responsible agency code | C an..3 | | | | |
| 3222 | First related location name | C an..70 | | | | |
| C553 | RELATED LOCATION TWO IDENTIFICATION | C | **N** | | | |
| 3233 | Second related location name code | C an..25 | | | | |
| 1131 | Code list identification code | C an..17 | | | | |
| 3055 | Code list responsible agency code | C an..3 | | | | |
| 3232 | Second related location name | C an..70 | | | | |
| 5479 | Relation code | C an..3 | **N** | | | |

Segment Notes:

This segment is used to identify the location where the sales are forecasted to take place. The LOC segment is the trigger segment for the Sales Forecast Report detail section. There must always be at least one occurrence of the LOC segment in the sales forecast report.

Example:
LOC+162+5412345000013::9'

## 5. Segments Layout

Segment number:    12

| | SG5 | - M | 200000 - LOC-DTM-SG6 | | | | |
|---|---|---|---|---|---|---|---|
| | **DTM** | - C | 5 - Date/time/period | | | | |

Function:

To specify date, and/or time, or period.

| | | EDIFACT | GS1 | * | Description | | |
|---|---|---|---|---|---|---|---|
| C507 | DATE/TIME/PERIOD | M | **M** | | | | |
| 2005 | Date or time or period function code qualifier | M an..3 | **M** | * | 194 = Start date/time<br>206 = End date/time<br>273 = Validity period | | |
| 2380 | Date or time or period value | C an..35 | **R** | | | | |
| 2379 | Date or time or period format code | C an..3 | **R** | | 102 = CCYYMMDD<br>203 = CCYYMMDDHHMM<br>718 = CCYYMMDD-CCYYMMDD | | |

Segment Notes:

This segment is used to indicate the date or period of forecasted sales for the items which follow in the LIN sub-group (Group 6). The DTM segment can be used to specify sub-periods such as weekly sales within a monthly sales forecast report.
This segment is not required if the date or period being identified here is the same as the date or period identified at heading level.

Example:
DTM+194:20021031:102'
DTM+206:20021031:102'
The sales forecast for the current line item is for the 31st October 2002.

DTM+273:2002010120020131:718'
The validity period of the sales forecast report is the 1st of January to the 31st of January 2002.

## 5. Segments Layout

Segment number:    13

| SG5 | - M | 200000 - LOC-DTM-SG6 |
|---|---|---|
| SG6 | - C | 200000 - LIN-PIA-IMD-RFF-ALI-MOA-PRI-SG7 |
| LIN | - M | 1 - Line item |

| Function: |
|---|
| To identify a line item and configuration. |

| | | EDIFACT | GS1 | * | Description |
|---|---|---|---|---|---|
| 1082 | Line item identifier | C an..6 | R | | Application generated number of the item lines within the sales forecast report. |
| 1229 | Action request/notification description code | C an..3 | N | | |
| C212 | ITEM NUMBER IDENTIFICATION | C | D | | This composite is only used for the identification of GTIN's. If another coding structure is required, e.g. HIBC, then this composite will not be used and the code will be detailed in the PIA segment. |
| 7140 | Item identifier | C an..35 | R | | Format n..14 <br> GTIN <br> This is the number of the article whose sales are being forecasted. |
| 7143 | Item type identification code | C an..3 | R | * | SRV = GS1 Global Trade Item Number |
| 1131 | Code list identification code | C an..17 | N | | |
| 3055 | Code list responsible agency code | C an..3 | N | | |
| C829 | SUB-LINE INFORMATION | C | D | | |
| 5495 | Sub-line indicator code | C an..3 | R | * | 1 = Sub-line information |
| 1082 | Line item identifier | C an..6 | R | | |
| 1222 | Configuration level number | C n..2 | N | | |
| 7083 | Configuration operation code | C an..3 | N | | |

| Segment Notes: |
|---|
| This segment is used to identify the product whose sales are being forecasted. <br> If Global Trade Item Numbers are available it is mandatory to use GTIN within the LIN segment. <br><br> Example: <br> LIN+1++3323456007803:SRV' <br><br> Dependency Notes: <br> C829 is only used when sub-lines are required. <br> FOR A MORE COMPLETE DESCRIPTION ON THE USAGE OF SUB-LINES PLEASE REFER TO PART I, SECTION 4.10. |

## 5. Segments Layout

Segment number:    14

| SG5 | - M | 200000 - LOC-DTM-SG6 |
|---|---|---|
| SG6 | - C | 200000 - LIN-PIA-IMD-RFF-ALI-MOA-PRI-SG7 |
| PIA | - C | 5 - Additional product id |

Function:

To specify additional or substitutional item identification codes.

| | | EDIFACT | GS1 | * | Description |
|---|---|---|---|---|---|
| 4347 | Product identifier code qualifier | M an..3 | M | * | 1 = Additional identification<br>5 = Product identification<br>Product Id function has the following restricted coded function:<br>1 - Additional Identification - To provide an additional identity for the product identified in the LIN segment. The additional identification can consist of:<br>A supplemental identification which provides more information complementary to the main GTIN provided in the LIN segment, e.g., promotional variant number.<br>An alternative identification which may be used instead of the main GTIN provided in the LIN segment, e.g., a buyers article number, an HIBC code, etc.<br>5 - Product Identification - To provide the primary product identification code when no GTIN has been provided in the LIN segment. |
| C212 | ITEM NUMBER IDENTIFICATION | M | M | | |
| 7140 | Item identifier | C an..35 | R | | |
| 7143 | Item type identification code | C an..3 | R | | IN = Buyer's item number<br>SA = Supplier's article number<br>PV = Promotional variant number<br>SRV = GS1 Global Trade Item Number |
| 1131 | Code list identification code | C an..17 | O | | |
| 3055 | Code list responsible agency code | C an..3 | D | | 9 = GS1<br>91 = Assigned by supplier or supplier's agent<br>92 = Assigned by buyer or buyer's agent |
| C212 | ITEM NUMBER IDENTIFICATION | C | O | | |
| 7140 | Item identifier | C an..35 | R | | |
| 7143 | Item type identification code | C an..3 | R | | |
| 1131 | Code list identification code | C an..17 | O | | |
| 3055 | Code list responsible agency code | C an..3 | D | | |
| C212 | ITEM NUMBER IDENTIFICATION | C | O | | |
| 7140 | Item identifier | C an..35 | R | | |
| 7143 | Item type identification code | C an..3 | R | | |
| 1131 | Code list identification code | C an..17 | O | | |
| 3055 | Code list responsible agency code | C an..3 | D | | |

## 5. Segments Layout

| ITEM NUMBER | | | | |
|---|---|---|---|---|

## 5. Segments Layout

Segment number:    14

| | | EDIFACT | GS1 | * | Description |
|---|---|---|---|---|---|
| C212 | IDENTIFICATION | C | **O** | | |
| 7140 | Item identifier | C an..35 | **R** | | |
| 7143 | Item type identification code | C an..3 | **R** | | |
| 1131 | Code list identification code | C an..17 | **O** | | |
| 3055 | Code list responsible agency code | C an..3 | **D** | | |
| C212 | ITEM NUMBER IDENTIFICATION | C | **O** | | |
| 7140 | Item identifier | C an..35 | **R** | | |
| 7143 | Item type identification code | C an..3 | **R** | | |
| 1131 | Code list identification code | C an..17 | **O** | | |
| 3055 | Code list responsible agency code | C an..3 | **D** | | |

Segment Notes:

This segment is used to specify additional item identification codes such as a buyers, or sellers, item number.

Example:
PIA+1+AEX5421:IN'
In this example the PIA segment is used to provide an additional identification to the GTIN provided in the LIN segment. The GTIN 3323456007803 provided in the LIN segment refers to the internal buyer's item number AEX5421.

PIA+5+2209953C001L:AC'
This example details the HIBC code 2209953C001L which is provided as the primary product code because no GTIN was provided in the LIN segment.

## 5. Segments Layout

Segment number:    15

| SG5 | - M | 200000 | - LOC-DTM-SG6 |
|---|---|---|---|
| **SG6** | - C | 200000 | - LIN-PIA-IMD-RFF-ALI-MOA-PRI-SG7 |
| **IMD** | - C | 5 | - Item description |

**Function:**

To describe an item in either an industry or free format.

| | | EDIFACT | GS1 | * | Description |
|---|---|---|---|---|---|
| 7077 | Description format code | C an..3 | O | * | C = Code (from industry code list)<br>F = Free-form<br>S = Structured (from industry code list)<br>B = Code and text |
| C272 | ITEM CHARACTERISTIC | C | O | | |
| 7081 | Item characteristic code | C an..3 | R | | |
| 1131 | Code list identification code | C an..17 | O | | |
| 3055 | Code list responsible agency code | C an..3 | D | * | 9 = GS1<br>Must be used if DE7081 contains an GS1 code. |
| C273 | ITEM DESCRIPTION | C | A | | |
| 7009 | Item description code | C an..17 | O | | CU = Consumer unit (GS1 Permanent Code)<br>DU = Despatch unit (GS1 Permanent Code)<br>TU = Traded unit (GS1 Permanent Code)<br>VQ = Variable quantity product (GS1 Permanent Code) |
| 1131 | Code list identification code | C an..17 | O | | |
| 3055 | Code list responsible agency code | C an..3 | D | | 9 = GS1<br>91 = Assigned by supplier or supplier's agent<br>92 = Assigned by buyer or buyer's agent |
| 7008 | Item description | C an..256 | O | | |
| 7008 | Item description | C an..256 | O | | |
| 3453 | Language name code | C an..3 | O | | |
| 7383 | Surface or layer code | C an..3 | N | | |

**Segment Notes:**

This segment is used to describe the current line item.
It is recommended that this segment only be used for coded descriptions. Data element 7008 in clear text should only be used when no product code is available or when free-form descriptions are required by the trading partners.

Example:
IMD+C++CU::9'
IMD+F++:::CORN CRUNCHIES:CASE'

## 5. Segments Layout

Segment number:    16

| SG5 | - M | 200000 - LOC-DTM-SG6 |
|---|---|---|
| **SG6** | - C | 200000 - LIN-PIA-IMD-RFF-ALI-MOA-PRI-SG7 |
| **RFF** | - C | 5 - Reference |

Function:

To specify a reference.

| | | EDIFACT | GS1 | * | Description |
|---|---|---|---|---|---|
| C506 | REFERENCE | M | **M** | | |
| 1153 | Reference code qualifier | M an..3 | **M** | | CT = Contract number |
| | | | | | PL = Price list number |
| 1154 | Reference identifier | C an..70 | **R** | | |
| 1156 | Document line identifier | C an..6 | **N** | | |
| 4000 | Reference version identifier | C an..35 | **N** | | |
| 1060 | Revision identifier | C an..6 | **N** | | |

Segment Notes:

This segment is used to specify any references which are applicable to the line item only.

Example:
RFF+PL:658221'

## 5. Segments Layout

Segment number:    17

| SG5 | - M | 200000 - LOC-DTM-SG6 |
|---|---|---|
| **SG6** | - C | 200000 - LIN-PIA-IMD-RFF-ALI-MOA-PRI-SG7 |
| **ALI** | - C | 5 - Additional information |

Function:

To indicate that special conditions due to the origin, customs preference, fiscal or commercial factors are applicable.

| | | EDIFACT | GS1 | * | Description |
|---|---|---|---|---|---|
| 3239 | Country of origin name code | C an..3 | O | | ISO 3166 two alpha code |
| 9213 | Duty regime type code | C an..3 | O | | |
| 4183 | Special condition code | C an..3 | O | | 96 = Promotional advertising<br>97 = Promotional price<br>98 = Promotional shelf display<br>If multiple promotions are planned to be in effect at the time the product is forecasted to be sold, then each promotion type can be specified using the up to 5 repeats of the data element within the segment. |
| 4183 | Special condition code | C an..3 | O | | |
| 4183 | Special condition code | C an..3 | O | | |
| 4183 | Special condition code | C an..3 | O | | |
| 4183 | Special condition code | C an..3 | O | | |

Segment Notes:

This segment is used to specify any special conditions related to the current line item. Any promotions planned to be in effect when the product is to be sold can be specified in this segment.

Example:
ALI+++96'

## 5. Segments Layout

Segment number:    18

| SG5 | - M | 200000 | - | LOC-DTM-SG6 |
|---|---|---|---|---|
| **SG6** | - C | 200000 | - | LIN-PIA-IMD-RFF-ALI-MOA-PRI-SG7 |
| **MOA** | - C | 5 | - | Monetary amount |

Function:

To specify a monetary amount.

| | | EDIFACT | GS1 | * | Description |
|---|---|---|---|---|---|
| C516 | MONETARY AMOUNT | M | **M** | | |
| 5025 | Monetary amount type code qualifier | M an..3 | **M** | | 203 = Line item amount |
| 5004 | Monetary amount | C n..35 | **R** | | |
| 6345 | Currency identification code | C an..3 | **N** | | |
| 6343 | Currency type code qualifier | C an..3 | **N** | | |
| 4405 | Status description code | C an..3 | **N** | | |

Segment Notes:

This segment is used to indicate the value of the forecasted sales for the current line item for the period being forecasted.

Example:
MOA+203:12500'

## 5. Segments Layout

Segment number:    19

| | | | | |
|---|---|---|---|---|
| **SG5** | - M | 200000 - | LOC-DTM-SG6 | |
| **SG6** | - C | 200000 - | LIN-PIA-IMD-RFF-ALI-MOA-PRI-SG7 | |
| **PRI** | - C | 5 - | Price details | |

Function:

To specify price information.

| | | EDIFACT | GS1 | * | Description |
|---|---|---|---|---|---|
| C509 | PRICE INFORMATION | C | R | | |
| 5125 | Price code qualifier | M an..3 | M | | AAA = Calculation net |
| | | | | | AAB = Calculation gross |
| | | | | | AAE = Information price, excluding allowances or charges, including taxes |
| | | | | | AAF = Information price, excluding allowances or charges and taxes |
| 5118 | Price amount | C n..15 | R | | |
| 5375 | Price type code | C an..3 | O | | CA = Catalogue |
| | | | | | CT = Contract |
| 5387 | Price specification code | C an..3 | O | | |
| 5284 | Unit price basis value | C n..9 | D | | |
| 6411 | Measurement unit code | C an..3 | D | | KGM = kilogram |
| 5213 | Sub-line item price change operation code | C an..3 | N | | |

Segment Notes:

This segment is used to indicate the price at which the current line item will be sold.

Example:
PRI+AAA:1500:CA'

Dependency Notes:
Data elements 5284 and 6411 are used when a product is a variable quantity product, e.g. price per 200 kilos, or when the unit of measure for purchasing, delivery, and invoicing are different for a product, e.g. sugar is not a variable quantity product but ordered and delivered in packs, and invoiced in kilos or tonnes.

## 5. Segments Layout

Segment number:     20

| SG5 | - M | 200000 - | LOC-DTM-SG6 |
|---|---|---|---|
| **SG6** | - C | 200000 - | LIN-PIA-IMD-RFF-ALI-MOA-PRI-SG7 |
| **SG7** | - C | 999 - | QTY |
| **QTY** | - M | 1 - | Quantity |

Function:

To specify a pertinent quantity.

|  |  | EDIFACT | GS1 | * | Description |
|---|---|---|---|---|---|
| C186 | QUANTITY DETAILS | M | **M** |  |  |
| 6063 | Quantity type code qualifier | M an..3 | **M** | * | 66 = Committed quantity<br>247 = Additional promotion sales forecast quantity<br>248 = Reserved quantity<br>38E = Forecast sales quantity (GS1 Temporary Code) |
| 6060 | Quantity | M an..35 | **M** |  |  |
| 6411 | Measurement unit code | C an..3 | **D** |  | This DE is only used if the product being reported upon is of variable quantity. |

Segment Notes:

This segment is used to specify quantities related to the current line item.

Example:
QTY+38E:140'

## 5. Segments Layout

Segment number:    21

| UNT | - M | 1 - Message trailer | | | |
|---|---|---|---|---|---|

Function:

To end and check the completeness of a message.

| | | EDIFACT | GS1 | * | Description |
|---|---|---|---|---|---|
| 0074 | Number of segments in the message | M n..6 | **M** | | The total number of segments in the message is detailed here. |
| 0062 | Message reference number | M an..14 | **M** | | The message reference numbered detailed here should equal the one specified in the UNH segment. |

Segment Notes:

This segment is a mandatory UN/EDIFACT segment. It must always be the last segment in the message.

Example:
UNT+26+ME000001'

**6. Examples**

The following is an example of a basic Sales Forecast Report between a seller and its supplier. In the example the seller is reporting the weekly expected sales for the period March 25, 2002 to March 31, 2002 for one of the supplier's products in three different locations (sales outlets).

The seller's three sales outlets are identified by the following GLNs:
5456789000024, 5456789000031, 5456789000048

The supplier's product is identified by the following GTIN:
5412345000105

For each of the sales outlets identified in LOC, the seller provides the identification of the item to be sold, the forecasted sales quantity, the expected selling price and the total forecasted sales amount in LIN, MOA, PRI and QTY segments.

| | |
|---|---|
| UNH+ME000001+SLSFCT:D:01B:UN:EAN006' | Message header |
| BGM+72E::9+SLF1568+9' | Sales forecast number SLF1568 |
| DTM+137:20020228:102' | Message date is 28th of February 2002 |
| DTM+194:20020325:102' | Forecast start date 25th of March 2002 |
| DTM+206:20020331:102' | Forecast end date 31st of March 2002 |
| NAD+SE+5456789000010::9' | Seller identified by the GLN 5456789000010 |
| NAD+SU+5412345000013::9' | Supplier identified by the GLN 54123450000103 |
| LOC+162+5456789000024::9' | First place of sale identified by the GLN 5456789000024 |
| LIN+1++5412345000105:SRV' | First product for which forecast information is being provided is identified by the GTIN 5412345000105 |
| MOA+203:22000' | Forecasted sales value equals 22000 |
| PRI+AAA:110:CA' | Forecasted sales net price equals 110 |
| QTY+38E:200' | Forecasted sales quantity equals 200 |
| LOC+162+5456789000031::9' | Second place of sale identified by the GLN 5456789000031 |
| LIN+2++5412345000105:SRV' | Second product for which forecast information is being provided is identified by the GTIN 5412345000105 |
| MOA+203:14950' | Forecasted sales value equals 14950 |
| PRI+AAA:115:CA' | Forecasted sales net price equals 115 |
| QTY+38E:130' | Forecasted sales quantity equals 130 |
| LOC+162+5456789000048::9' | Third place of sale identified by the GLN 5456789000048 |
| LIN+3++5412345000105:SRV' | Third product for which forecast information is being provided is identified by the GTIN 5412345000105 |
| MOA+203:16576' | Forecasted sales value equals 16576 |
| PRI+AAA:112:CA' | Forecasted sales net price equals 112 |

**6. Examples**

QTY+38E:148'                          Forecasted sales quantity equals 148

UNT+23+ME000001'                      Total number of segments in the message equals 23


Note:
The EDI interchange will include the UNB..UNZ segments and if applicable, the UNG..UNE segments. (see Part I, section 5.7)