NMDA Pricing Template Explanation Sheet

Microsoft Excel format (version 2010 or newer)

Distribution Media – flash drive which must be labeled with Vendor name and date

Special Notes:

- Several new columns were added and are highlighted in yellow. Columns have also been moved. Please update your template and use this version (May 2018) from now on.
- Explanations of columns can be found if you place your mouse over the column heading and click.
- All UPC codes must include check digits. Check column headings for correct standard.
- Unit of measure (Column X) is considered "one" (can be "EA", "pack", "PR", etc.)
- Weight measurement is in lbs.
- Length, width and height are in inches. Do not round up/down.
- Vendors should fill in information completely. *Not all columns will be needed by all vendors/products.*

Column heading description for data with explanation if needed:

A. Vendor Part Number
B. Description of Product
C. MOQ – Minimum Order Quantity, used often in case of multiples
D. Distributor Cost per Unit, unit equals 1
E. Distributor Quote per Unit, unit equals 1
F. Distributor Quantity, Break 1 – quantity required for Break 1 cost
G. Distributor Cost, Break 1 – Break 1 net cost per unit
H. Distributor Quantity, Break 2 – quantity required for Break 2 cost
I. Distributor Cost, Break 2 – Break 2 cost per unit
J. Suggested Dealer Price per Unit, if you have one
K. MAP Wholesale, if you have one – Minimum Advertised Price Wholesale
L. MWP – Minimum Wholesale Price. Lowest price item can be sold at wholesale to a dealer
M. MSRP per unit, if you have one
N. MAP Retail, if you have one – Minimum Advertised Price
O. MRP – Minimum Retail Price
P. Item Status – this explains the item status with the vendor. Please use the following 3 letter codes
    - NEW - new product
    - DIS - discontinued, no longer available
    - WSL - while supplies last
    - SUS - this part number supersedes another part number, fill in Q if used
    - REP - this part number is being replaced by another part number, fill in Q if used
Q. SUS or REP number – if SUS or REP is used in Column P please fill in this column
R. Product UPC Code (retail), must include check digit
S. Unit Weight

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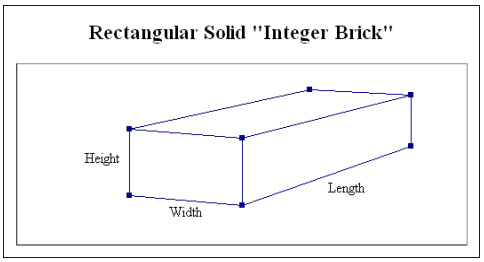

T. Unit Length – see above
U. Unit Width – see above
V. Unit Height – see above
W. Unit Cube
X. Unit of Measure per Unit (EA, GAL, PR, etc.)
Y. Inner Pack Bar Code, I2 of 5 format (please enter the digits for Interleaved 2 of 5 Bar Code Symbology*)
Z. Inner Pack Quantity
AA. Inner Pack Weight
AB. Inner Pack Length
AC. Inner Pack Width
AD. Inner Pack Height
AE. Inner Pack Cube
AF. Master Pack Non-Retail Bar Code, must be in I2 of 5 format (please enter the digits for Interleaved 2 of 5 Bar Code Symbology*)
AG. Master Pack Quantity
AH. Master Pack Weight
AI. Master Pack Length
AJ. Master Pack Width
AK. Master Pack Height
AL. Master Pack Cube
AM. Pallet Bar Code, I2 of 5 format (please enter the digits for Interleaved 2 of 5 Bar Code Symbology*)
AN. Pallet Quantity
AO. Pallet Weight
AP. Pallet Length
AQ. Pallet Width
AR. Pallet Height
AS. Pallet Cube
AT. SDS – y/n. Previously MSDS.
If yes, it is your responsibility to provide the distributor with the appropriate paperwork
AU. Hazardous Material – y/n
If yes, supply UN number requested in AV
AV. UN number for Hazardous Material
AW. ORMD – y/n (Other Regulated Material)
If yes, it is your responsibility to provide the distributor with the appropriate paperwork
AX. State Restrictions - Items that cannot be sold into certain states. Please list two letter state code here.
AY. Prop 65. Yes/No. If YES, column AZ must be filled out.
AZ. Warning Type. If AY was yes, you must list one of these. Cancer causing. Reproductive harm. Cancer Causing and Reproductive Harm.
BA. Chemical Name
BB. Chemical Abbreviation

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BC. Warning Location – for example hang tag, label
BD. Warning Text – actual wording on label
BE. CMRT- Conflict Minerals Reporting Template. Website for template listed in cell BE1 in spreadsheet
BF. RoHS - Restriction of Hazardous Substances Directive, applies to EU, some states and other countries.
BG. REACH - The Registration, Evaluation, Authorization and restriction of Chemicals. Required by EU.
BH. Country of Origin
BI. NAFTA Compliant – y/n
BJ. NAFTA Code/Number if Yes is filled in Column BI (this is the first 6 digits of the Harmonized code/number)
BK. Harmonized Code/Number

The World Trade Organization has classified all commodities with a number. This number is called a Harmonized Code and ranges from six to 12 digits, depending on the country. However, the first six digits of this number are more or less uniform throughout the world. Customs uses the Harmonized Code/Number to determine the import duties, taxes and import license requirements for goods entering a country. This number is required for filling in the Customs documentation.

BL. Category – can be used to search within manufacturer product line
BM. Sub Category – can be used to refine search within manufacturer product line
BN. Distributor Part Number

This information should be provided to your distributor customers ANNUALLY and is due to them by JULY 15 or S.T.E.P. Purchasing whichever comes first.

* for a more complete explanation of Interleaved 2 of 5 Bar Code Symbology go to: https://www.idautomation.com/barcode-faq/interleaved-2of5/

Revised May 2, 2018

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