

# NMDA Pricing Template Explanation Sheet

(Changes from previous versions highlighted in yellow)

Microsoft Excel format (current version)

Distribution Media – electronic format with the file names with VENDOR name and EFFECTIVE DATE (ABC Company, MM-DD-YYY)

## Special Notes:

- Two new columns were added and are highlighted in yellow. Please update your template and use this version (May 2022) from now on.
- Explanations of columns can be found if you place your mouse over the column heading and click.
- NEW - Please include effective date in the file name.
- 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. Company/Manufacturer

B. Brand – the logo that appears on the packaging

C. Vendor Part Number

D. Description of Product

E. MOQ – Minimum Order Quantity, used often in case of multiples

F. Distributor Cost per Unit, unit equals 1

G. Distributor Quote per Unit, unit equals 1

H. Distributor Quantity, Break 1 – quantity required for Break 1 cost

I. Distributor Cost, Break 1 – Break 1 net cost per unit

J. Distributor Quantity, Break 2 – quantity required for Break 2 cost

K. Distributor Cost, Break 2 – Break 2 cost per unit

L. Suggested Dealer Price per Unit, if you have one

M. MAP Wholesale, if you have one – Minimum Advertised Price Wholesale

N. MWP – Minimum Wholesale Price. Lowest price item can be sold at wholesale to a dealer

O. MSRP per unit, if you have one

P. MAP Retail, if you have one – Minimum Advertised Price

Q. MRP – Minimum Retail Price

R. 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

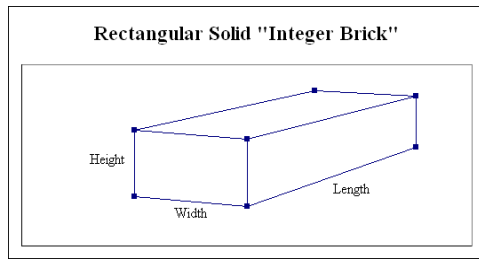
REP - this part number is being replaced by another part number, fill in Q if used

S. SUS or REP number – if SUS or REP is used in Column P please fill in this column

T. Product UPC Code (retail), must include check digit

U. EAN – European Article Number (13 digit number vs 12 digit for UPC)

V. Unit Weight



- W. Unit Length – see above
- X. Unit Width – see above
- Y. Unit Height – see above
- Z. Unit Cube
- AA. Unit of Measure per Unit (EA, GAL, PR, etc.)
- AB. Inner Pack Bar Code, I2 of 5 format (please enter the digits for Interleaved 2 of 5 Bar Code Symbology\*)
- AC. Inner Pack Quantity
- AD. Inner Pack Weight
- AE. Inner Pack Length
- AF. Inner Pack Width
- AG. Inner Pack Height
- AH. Inner Pack Cube
- AI. 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\*)
- AJ. Master Pack Quantity
- AK. Master Pack Weight
- AL. Master Pack Length
- AM. Master Pack Width
- AN. Master Pack Height
- AO. Master Pack Cube
- AP. Pallet Bar Code, I2 of 5 format (please enter the digits for Interleaved 2 of 5 Bar Code Symbology\*)
- AQ. Pallet Quantity
- AR. Pallet Weight
- AS. Pallet Length
- AT. Pallet Width
- AU. Pallet Height
- AV. Pallet Cube
- AW. SDS – y/n. Previously MSDS.  
If yes, it is your responsibility to provide the distributor with the appropriate paperwork
- AX. Hazardous Material – y/n  
If yes, supply UN number requested in AV
- AY. UN number for Hazardous Material
- AZ. ORMD – y/n (Other Regulated Material)  
If yes, it is your responsibility to provide the distributor with the appropriate paperwork
- BA. State Restrictions - Items that cannot be sold into certain states. Please list two letter state code here.
- BB. Prop 65. Yes/No. If YES, column AZ must be filled out.
- BC. Warning Type. If AY was yes, you must list one of these. Cancer causing. Reproductive harm. Cancer Causing and Reproductive Harm.
- BD. Chemical Name
- BE. Chemical Abbreviation
- BF. Warning Location – for example hang tag, label
- BG. Warning Text – actual wording on label
- BH. CMRT- Conflict Minerals Reporting Template. Website for template listed in cell BE1 in spreadsheet

- BI. RoHS - Restriction of Hazardous Substances Directive, applies to EU, some states and other countries.
- BJ. REACH - The Registration, Evaluation, Authorization and restriction of Chemicals. Required by EU.
- BK. Country of Origin
- BL. NAFTA Compliant – y/n
- BM. NAFTA Code/Number if Yes is filled in Column BI (this is the first 6 digits of the Harmonized code/number)
- BN. 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.*
- BO. Category – can be used to search within manufacturer product line
- BP. Sub Category – can be used to refine search within manufacturer product line
- BQ. Distributor Part Number

This information should be provided to your distributor customers ANNUALLY and is due to them by **SEPTEMBER 1 with an effective date of January 1.**

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

*Revised April 28, 2022*