EANCOM® 2002 S3

SLSFCT

Sales forecast message

Edition 2016 Upd. 2021

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.

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2. Message Structure Chart

EANCOM® 2002 S3 **Edition 2016 Upd. 2021** **Part II**
SLSFCT Sales forecast message

UNA	1	C	1	- Service string advice
UNB	2	M	1	- Interchange header

Sales Forecast Report Heading Section

UNH	3	M	1	- Message header
BGM	4	M	1	- Beginning of message
DTM	5	M	5	- Date/time/period
SG1		M	5	- NAD-SG2
NAD	6	M	1	- Name and address
SG2		C	5	- CTA-COM
CTA	7	M	1	- Contact information
COM	8	C	5	- Communication contact
SG3		C	5	- RFF-DTM
RFF	9	M	1	- Reference
DTM	10	C	5	- Date/time/period
SG4		C	5	- CUX-DTM
CUX	11	M	1	- Currencies
DTM	12	C	5	- Date/time/period

Sales Forecast Report Detail Section

SG5		M	200000	- LOC-DTM-SG6
LOC	13	M	1	- Place/location identification
DTM	14	C	5	- Date/time/period
SG6		C	200000	- LIN-PIA-IMD-RFF-ALI-MOA-PRI-SG7
LIN	15	M	1	- Line item
PIA	16	C	5	- Additional product id
IMD	17	C	5	- Item description
RFF	18	C	5	- Reference
ALI	19	C	5	- Additional information
MOA	20	C	5	- Monetary amount
PRI	21	C	5	- Price details
SG7		C	999	- QTY
QTY	22	M	1	- Quantity

Sales Forecast Report Summary Section

UNT	23	M	1	- Message trailer
UNZ	24	M	1	- Interchange trailer

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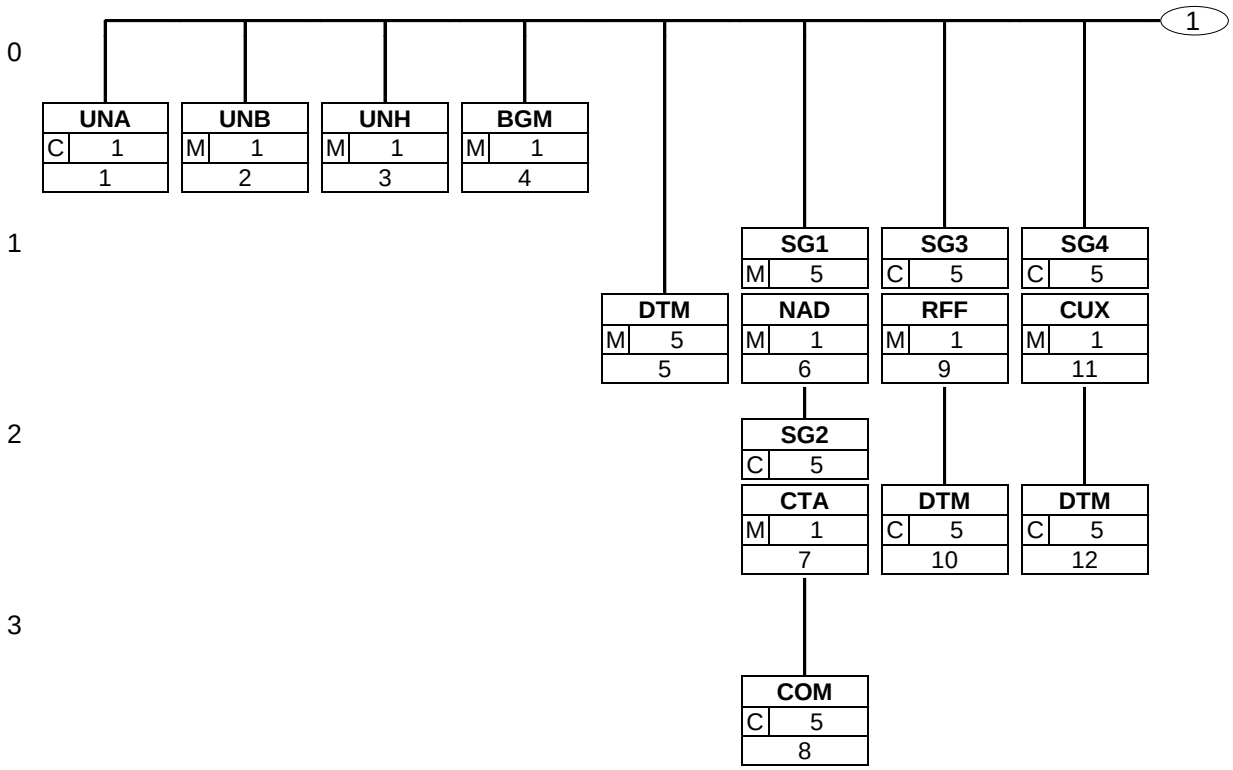
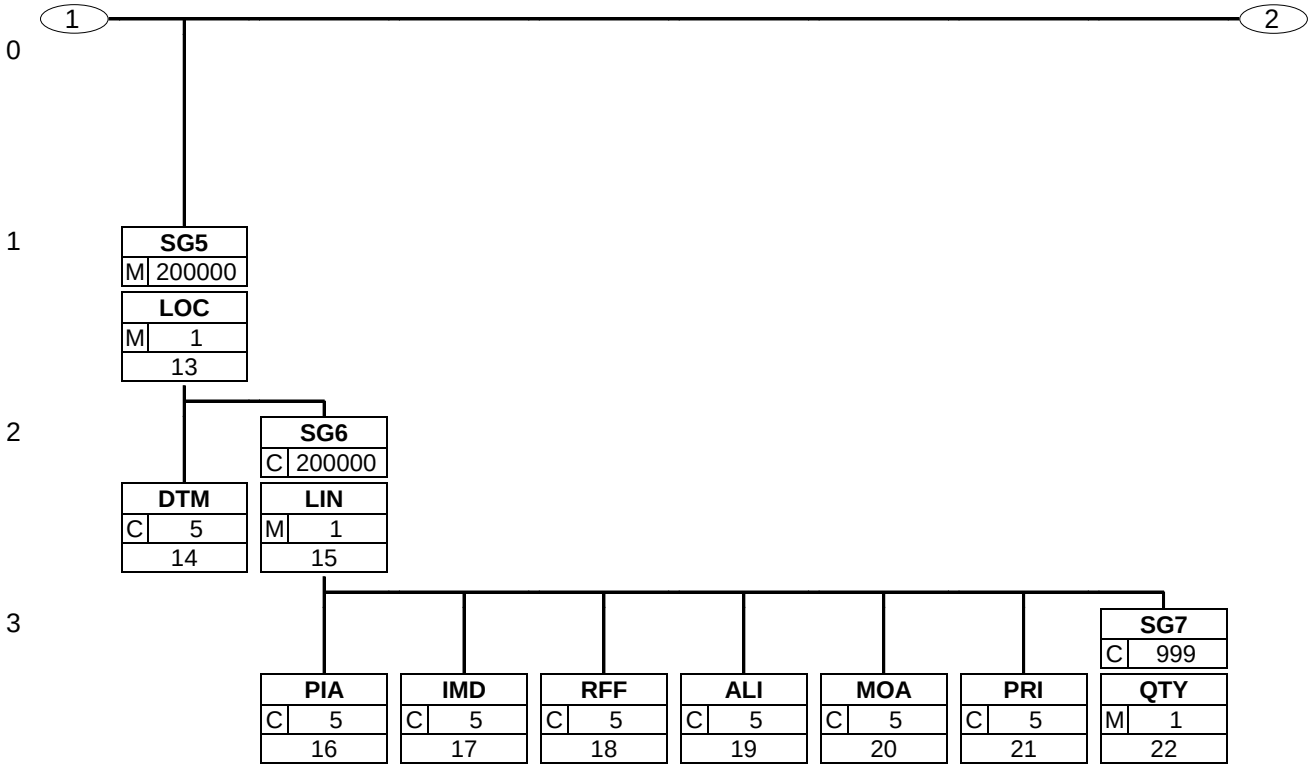
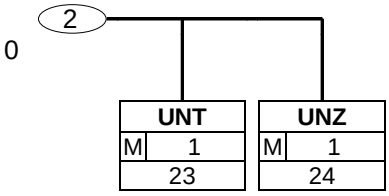
3. Branching Diagram



3. Branching Diagram



3. Branching Diagram



4. Segments Description

UNA - C 1 - Service string advice

The service string advice shall begin with the upper case characters UNA immediately followed by six characters in the order shown below. The same character shall not be used in more than one position of the UNA.

UNB - M 1 - Interchange header

This segment is used to envelope the interchange, as well as to identify both, the party to whom the interchange is sent and the party who has sent the interchange. The principle of the UNB segment is the same as a physical envelope which covers one or more letters or documents, and which details, both the address where delivery is to take place and the address from where the envelope has come.

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.

4. Segments Description

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.

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

4. Segments Description

UNT - M 1 - Message trailer

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

UNZ - M 1 - Interchange trailer

This segment is used to provide the trailer of an interchange.

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 in 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

UNA	- C	1 - Service string advice			
Function: To define the characters selected for use as delimiters and indicators in the rest of the interchange that follows.					
		EDIFACT	GS1	*	Description
UNA1	Component data element separator	M an1	**M**	*	Used as a separator between component data elements contained within a composite data element (default value: ":")
UNA2	Data element separator	M an1	**M**	*	Used to separate two simple or composite data elements (default value: "+")
UNA3	Decimal notation	M an1	**M**	*	Used to indicate the character used for decimal notation (default value:".")
UNA4	Release indicator	M an1	**M**	*	Used to restore any service character to its original specification (value: "?").
UNA5	Reserved for future use	M an1	**M**	*	(default value: space)
UNA6	Segment terminator	M an1	**M**	*	Used to indicate the end of segment data (default value: " ' ")

Segment Notes:

The service string advice shall begin with the upper case characters UNA immediately followed by six characters in the order shown below. The same character shall not be used in more than one position of the UNA.
This segment is used to inform the receiver of the interchange that a set of service string characters which are different to the default characters are being used.
When using the default set of service characters, the UNA segment need not be sent. If it is sent, it must immediately precede the UNB segment and contain the four service string characters (positions UNA1, UNA2, UNA4 and UNA6) selected by the interchange sender.
Regardless of whether or not all of the service string characters are being changed every data element within this segment must be filled, (i.e., if some default values are being used with user defined ones, both the default and user defined values must be specified).
When expressing the service string characters in the UNA segment, it is not necessary to include any element separators.
The use of the UNA segment is required when using a character set other than level A.
UNA:+.? '

5. Segments Layout

Segment number: 2

UNB - M 1 - Interchange header					
Function: To start, identify and specify an interchange.					
		EDIFACT	GS1	*	Description
S001	SYNTAX IDENTIFIER	M	**M**		See Part I chapter 5.2.7 and segment notes.
0001	Syntax identifier	M a4	**M**	*	UNOA = UN/ECE level A UNOB = UN/ECE level B UNOC = UN/ECE level C UNOD = UN/ECE level D UNOE = UN/ECE level E UNOF = UN/ECE level F
0002	Syntax version number	M n1	**M**	*	3 = Version 3
S002	INTERCHANGE SENDER	M	**M**		
0004	Sender identification	M an..35	**M**		GLN (n13)
0007	Partner identification code qualifier	C an..4	**R**	*	14 = GS1
0008	Address for reverse routing	C an..14	**O**		
S003	INTERCHANGE RECIPIENT	M	**M**		
0010	Recipient identification	M an..35	**M**		GLN (n13)
0007	Partner identification code qualifier	C an..4	**R**	*	14 = GS1
0014	Routing address	C an..14	**O**		
S004	DATE/TIME OF PREPARATION	M	**M**		
0017	Date of preparation	M n6	**M**		YYMMDD
0019	Time of preparation	M n4	**M**		HHMM
0020	Interchange control reference	M an..14	**M**		Unique reference identifying the interchange. Created by the interchange sender.
S005	RECIPIENT'S REFERENCE, PASSWORD	C	**O**		
0022	Recipient's reference/ password	M an..14	**M**		
0025	Recipient's reference/ password qualifier	C an2	**O**		
0026	Application reference	C an..14	**O**		Message identification if the interchange contains only one type of message.
0029	Processing priority code	C a1	**O**		A = Highest priority
0031	Acknowledgement request	C n1	**O**		1 = Requested
0032	Communications agreement ID	C an..35	**O**	*	EANCOM.....
0035	Test indicator	C n1	**O**		1 = Interchange is a test
Segment Notes: This segment is used to envelope the interchange, as well as to identify both, the party to whom the interchange is sent and the party who has sent the interchange. The principle of the UNB segment is the same as a physical envelope which covers one or more letters or documents, and which details, both the address where delivery is to take place and the address from where the envelope has come.					

5. Segments Layout

Segment number: 2

S001: The character encoding specified in basic code table of ISO/IEC 646 (7-bit coded character set for information interchange) shall be used for the interchange service string advice (if used) and up to and including the composite data element S001 'Syntax identifier' in the interchange header. The character repertoire used for the characters in an interchange shall be identified from the code value of data element 0001 in S001 'Syntax identifier' in the interchange header. The character repertoire identified does not apply to objects and/or encrypted data.
The default encoding technique for a particular repertoire shall be the encoding technique defined by its associated character set specification.
DE 0001: The recommended (default) character set for use in EANCOM® for international exchanges is character set A (UNOA). Should users wish to use character sets other than A, an agreement on which set to use should be reached on a bilateral basis before communications begin.
DE 0004, 0008, 0010, 0014, 0042 and 0046: Within EANCOM® the use of the Global Location Number (GLN) is recommended for the identification of the interchange sender and recipient.
DE 0008: Identification (e.g. a division) specified by the sender of the interchange, to be included if agreed, by the recipient in response interchanges, to facilitate internal routing.
DE 0042: Sub-level of sender internal identification, when further sub-level identification is required.
DE 0014: The address for routing, provided beforehand by the interchange recipient, is used by the interchange sender to inform the recipient of the internal address, within the latter's systems, to which the interchange should be routed. It is recommended that the GLN be used for this purpose.
DE 0007: Identification (e.g. a division) specified by the recipient of the interchange, to be included if agreed, by the sender in response interchanges, to facilitate internal routing.
DE 0046: Sub-level of recipient internal identification, when further sub-level identification is required.
DE S004: The date and time specified in this composite should be the date and time at which the interchange sender prepared the interchange. This date and time may not necessarily be the same as the date and time of contained messages.
DE 0020: The interchange control reference number is generated by the interchange sender and is used to identify uniquely each interchange. Should the interchange sender wish to re-use interchange control reference numbers, it is recommended that each number be preserved for at least a period of three months before being re-used. In order to guarantee uniqueness, the interchange control reference number should always be linked to the interchange sender's identification (DE 0004).
DE S005: The use of passwords must first be agreed bilaterally by the parties exchanging the interchange.
DE 0026: This data element is used to identify the application, on the interchange recipient's system, to which the interchange is directed. This data element may only be used if the interchange contains only one type of message, (e.g. only invoices). The reference used in this data element is assigned by the interchange sender.
DE 0031: This data element is used to indicate whether an acknowledgement to the interchange is required. The EANCOM® APERAK or CONTRL message should be used to provide acknowledgement of interchange receipt. In addition, the EANCOM® CONTRL message may be used to indicate when an interchange has been rejected due to syntax errors.
DE 0032: This data element is used to identify any underlying agreements which control the exchange of data. Within EANCOM® , the identity of such agreements must start with the letters 'EANCOM', the remaining characters within the data element being filled according to bilateral agreements.

UNB+UNOA:3+5412345678908:14+8798765432106:14+020102:1000+12345555+++++EANCOMREF 52'

5. Segments Layout

Segment number: 3

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: 4

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**	*	734 = Sales forecast report
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**		
1225	Message function code	C an..3	**R**	*	1 = Cancellation 2 = Addition 5 = Replace 6 = Confirmation 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: 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. 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. 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. 6 = Confirmation - This code is used to re-submit or re-send a copy of a previously sent Sales Forecast, for confirmation purposes. The Sales Forecast

5. Segments Layout

Segment number: 4

	EDIFACT	GS1	*	Description
				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+734::9+SDR1568+9'

5. Segments Layout

Segment number: 5

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 194 = Start date/time 206 = End date/time 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 203 = CCYYMMDDHHMM 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+273:20020101200201131:718' The sales forecast report is valid from the 1st of January to the 31st of January 2002.					

5. Segments Layout

Segment number: 6

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: 6

		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: 7

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: 8

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**		AO = Uniform Resource Location (URL) EM = Electronic mail TE = Telephone

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: 9

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 ALR = Sales forecast number ALS = Sales report number 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: 10

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: 11

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 10 = Pricing currency 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 10 = Pricing currency 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: 12

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 203 = CCYYMMDDHHMM 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: 13

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 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: 14

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 206 = End date/time 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 203 = CCYYMMDDHHMM 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+273:20020101200020131:718'
The validity period of the sales forecast report is the 1st of January to the 31st of January 2002.

5. Segments Layout

Segment number: 15

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 GTIN 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.
If Global Trade Item Numbers are available it is mandatory to use GTIN within the LIN segment.

Note on DE 1082:
Numbering rule: In Part I, section 4.10 there is the recommendation “Within EANCOM® it is recommended that the line numbers used in the first occurrence of data element 1082 in the LIN segment be sequential, starting at 1 for each new message.”

Note on DE 7140:
Only the following significant digits are possible:
- 8 digits for GTIN 8 codes
- 12 digits for GTIN 12 codes
- 13 digits for GTIN 13 codes
- 14 digits for GTIN 14 codes

Dependency Note:
C829 is only used when sub-lines are required.
FOR A COMPLETE DESCRIPTION ON THE USAGE OF SUB-LINES PLEASE REFER TO PART I, SECTION 4.10.

Example:
LIN+1++3323456007803:SRV'

5. Segments Layout

Segment number: 16

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 5 = Product identification Product Id function has the following restricted coded function: 1 - Additional Identification - To provide an additional identity for the product identified in the LIN segment. The additional identification can consist of: A supplemental identification which provides more information complementary to the main GTIN provided in the LIN segment, e.g., promotional variant number. 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. 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 SA = Supplier's article number PV = Promotional variant number 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 91 = Assigned by supplier or supplier's agent 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**		
	ITEM NUMBER				

5. Segments Layout

Segment number: 16

		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: 17

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**	*	B = Code and text C = Code (from industry code list) F = Free-form S = Structured (from industry code list)
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 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) DU = Despatch unit (GS1 Permanent Code) TU = Traded unit (GS1 Permanent Code) 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 91 = Assigned by supplier or supplier's agent 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: 18

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: 19

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 97 = Promotional price 98 = Promotional shelf display 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: 20

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: 21

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**		
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: 22

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 247 = Additional promotion sales forecast quantity 248 = Reserved quantity 509 = Sales forecast quantity
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+509:140'

5. Segments Layout

Segment number: 23

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'					

5. Segments Layout

Segment number: 24

UNZ - M 1 - Interchange trailer					
Function: To end and check the completeness of an interchange.					
		EDIFACT	GS1	*	Description
0036	Interchange control count	M n..6	**M**		Number of messages or functional groups within an interchange.
0020	Interchange control reference	M an..14	**M**		Identical to DE 0020 in UNB segment.
Segment Notes: This segment is used to provide the trailer of an interchange. UNZ+5+12345555' DE 0036: If functional groups are used, this is the number of functional groups within the interchange. If functional groups are not used, this is the number of messages within the interchange.					

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)