



DEMYSTIFYING THE PRODUCT INFORMATION EXCHANGE STANDARD

Volume 1: Using PIES for Pricing



FOREWORD

Demystifying the Product Information Exchange Standard (PIES)

The Auto Care Association Product Information Exchange Standard (PIES) is a robust and thorough standard for the exchange of a broad range of Product Information pertaining to the Automotive Aftermarket industry.

The Standard was adopted in its first form in 2004, and several enhancements and additions to the standard have been adopted in the intervening years.

The PIES Standard is a very powerful standard, covering over 180 different data elements that can be transmitted. However, it has never been necessary to use PIES to convey a complete set of data as per the standard. The PIES Standard can be used to convey a number of different types of information, either in a complete file format, or in 'segments', depending upon capabilities of the manufacturer, and the needs of the recipient. In simple terms, PIES can be sent in small 'bites', depending on the needs of the recipient.

While it is a best practice within a manufacturing environment to consolidate source data in a Master Data Management strategy, it is not uncommon for different departments within a data recipient's organization to require its own specialized data, and not a complete Master Datafile. There has been strong adoption within the recipient community to adopt the PIES standard and maintain synchronized data between logistics systems, there are a number of unique 'data recipient points' which all require product information.

For example, the Buyer's department may need a Price File, or an Item Setup File. The Marketing Department may need special market copy, promotional pricing, and additional images or brand logos to set up promotions publishing, and so on. Typically, all these departments require their own distinct data sets. Why not use PIES to send it to them?

The purpose of this series of Whitepapers is to help develop a common understanding that the PIES Standard can be used for special single purpose uses, as opposed to a Master Data File, thus accommodating the needs of the various recipient's constituents.

In this way, companies can use the PIES standard for much smaller-scale initiatives, without heading down the path of a major, Master Data Management initiative.

Demystifying the Product Information Exchange Standard

The following describes, in non-technical jargon, just how the PIES Standard can be used, what information it can carry, as well as providing some examples of how to use parts of the PIES Standard as 'single purpose' files, meeting the needs of different users.

This is the first in a series of Whitepapers which will provide practical examples of how to use parts of the PIES standard.

Volume 1: Using PIES for Pricing

Volume 2: Using PIES for Product Attributes

Volume 3: Using PIES for Rich Content, and other Market Copy

Volume 4: Using PIES for Images and Digital Content

Volume 5: Using PIES for Kit and Set information

Volume 6: The Description Segment – Definitions and Uses of the Description Codes

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Introduction

The Segments of PIES and What They Are Used for

Price Sheet Segment

The Price Sheet Segment is used only when Prices are being sent to a recipient.

The Price Sheet Segment identifies, for the recipient, the Price Sheet Name and Number, its Effective and Expiry Date, the Currency in which Pricing is being sent, and to what Zone or Region the Price Sheet applies. If you are sending multiple price sheets for different regions or zones, then you simply create a PIES Price File for each region or Zone. See the section entitled, PIES for Pricing, later in this document.

Market Copy Segment

The Market Copy Segment is a new segment of the PIES Standard, and is used to send rich, descriptive content, images, and other digital assets, which relate to the sending Company, its Brand, or a Sub-Brand or Product Category.

The Market Copy Segment is a companion to a PIES File, and its content is generally used by Recipient's Marketing Departments or Webmasters, to gather publishable descriptive copy and images or other digital media, for general contents for websites and other marketing and advertising needs. Company Logos, Warranty Information, Brand Features and Benefits, Instructional Videos, and other such information are typically conveyed in the Market Copy Segment.

Item Segment

The Item Segment is the 'meat' of a PIES file, and covers many different areas of part information which are crucial to various parts of the recipient's business. The Item Segment contains a number of sub-segments, each able to provide specific additional information about a part. They include:

Description Sub-Segment

The Description Segment contains 15 different ways to describe a part. These descriptions are used in many different ways by recipients.

The most common Description Types are "*Short Description*" (SHO), and "*Long Description*" (DES), but, depending upon what a recipient needs, many other types of information can be conveyed. For example:

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- “*Associated Comments*” (ASC) – this type of description can be used to convey just about anything about an item. It is an entirely subjective description.
- “*Invoice Description*” (INV) – this type of description is used specifically in a recipient’s Point-of-Sale system, as the description accompanying the Part Number on an invoice or a receipt tape.
- “*Application Summary*” (ASM) – this type of description is used to additionally describe a list of vehicles the part being described can fit.
- “*Marketing Description*” (MKT) – this type of description is used to specifically convey some benefit, features, or differentiators relevant to the item being described.
- “*Key Search Words*” – (KEY) this type of description is generally a list of words that the recipient will use in its website search engine to find this particular product, or search words against which the Webmaster will have external search engines index to find the part from an external web search by a customer.

Other description types may be used in Logistics, Warehousing, or other areas of the recipient’s operations. “VMRS Description” (VMR), for example, is used in the Heavy Duty industry to identify parts for coded repair procedures. “UN/SPSC Description” (UNS), is generally used in a Commercial Invoice for Import and Export. “Label Description” (LAB), may be used in the Inventory System, and so on.

Pricing Sub-Segment

The Pricing Segment is used specifically to send specific pricing information about the product. The difference between the Pricing Segment and the Price Sheet Segment is that the Pricing Segment is intended to send information specific to the part number, as opposed to more ‘global’ information, thus giving it flexibility on a part by part basis. Things such as Price Levels, Price Break Quantities, specific effective and expiration dates, publishable and net pricing can be conveyed in the Pricing Segment. See the section entitled, PIES for Pricing, later in this document.

Extended Product Information (EXPI) Sub-Segment

The Extended Product Information Segment, or EXPI Segment, has become an increasingly important and versatile segment of the PIES Standard, handling 7 different extended areas of information requirements for a business. These include:

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- *Core Information* – (CORE) – a means to send a related Core Part Number for the item, and particulars about how long a recipient has to return a core, and to what Manufacturer Category the core belongs.
- *Hazardous Material* - (HAZR) – a means to send extended related information if an item contains or is hazardous material, and the referable MSDS sheet information.
- *Extended Part Information* (PART) – a means to send extended information about the part, such as the Original Equipment Part Number, the Part Number's old part number (if superseded), or its superseding Part Number. This segment also enables the identification of a part as Refurbished or Remanufactured.
- *Return Codes* (RETN) – a means to send extended warranty information, such as warranty lengths in time or distance.
- *Regulation Codes* (REGULATE) – a means to identify areas in which the product may be regulated for use, at the State, County, City, or Zip Code level.
- *Shipping Codes* (SHIP) – a means to identify important import/export information, such as Country of Origin information, Tariff Codes, Lifecycle Codes, and whether items are Taxable.
- *Extended Stocking Codes* (STOK) – a means to identify specific information relevant to stocking a product, such as conveying Popularity and/or Movement Codes, special handling, or whether the product is stocked by the manufacturer, or made-to-order.

Package Segment – a means to convey packaging dimensions and information at all package levels, from unit package, through cases and pallets, to containers.

Hazardous Material Sub-Segment – a means to build and convey an electronic HAZMAT manifest for the product, including all regulatory codes required to ship hazardous material.

Kit Sub-Segment – the means by which to send a list of materials contained in a product that is a Kit.

Part Interchange Sub-Segment – the means by which to send interchange information specific to a product, including comparative grade levels and comments referable to an interchanged part.

Digital Assets Sub-Segment – the means by which to send a wide variety of different types of electronic media, from images to technical drawings, installation instructions, planogram information, or even line art for a product. The technical information that accompanies a 'digital asset' would be used to confirm quality and consistency by the recipient, according to industry

best practices, and would be used extensively by a recipient's Webmaster, or Publishing department. The AUTO CARE ASSOCIATION's Technology Solutions Committee has published a comprehensive document outlining best practices in the conveyance of electronic media, entitled "*Automotive Aftermarket Imaging Best Practices Guideline*".

The 3 Things Every PIES File Must Have

When creating a PIES File, there are three key elements any type of file must have:

1. **Header Segment** – this Segment identifies, at a minimum, what Version of PIES file is being sent.
2. **Item Segment** – this Segment identifies, at a minimum, a Part Number and its Brand, and what the recipient is to do with this information (i.e. Are you sending a record that is being Added, a record that should be Changed, a record that should be Deleted, or whether this is just a confirmation file and No Change is required).
3. **Trailer Segment** – this Segment identifies how many Part Numbers are being sent in the file, and the date the file was generated.

Every other Segment of a PIES File is optional, depending upon the material you are sending to accompany the Part Record.

Using PIES to Send Pricing Information

The PIES Standard can be used in its entirety, or in parts, to convey critical information to trading Partners. One of the most critical pieces of information is the Price File. The PIES standard can be used as a standalone tool to convey Customer Net prices, or the entire Price File.

There are only a few fields, or elements, required from the PIES standard to actually send pricing. They are drawn from the following Segments:

Header Segment

Price Sheet Segment

Item Segment

Pricing Segment

Trailer Segment

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PIES HEADER SEGMENT

A01	Header Segment	KM		<Header>	Example
A02	PIES Version Number	M	ID3/5	<PIESVersion>	6.4
A05	Blanket Effective Date	O	D	<BlanketEffectiveDate>	2009-01-03
A10	Parent DUNS or DUNS+4	O	ID9/13	<ParentDUNSNumber>	8888888844441
A11	Parent GLN	O	ID13	<ParentGLN>	7777777555551
A12	Parent VMRS ID	O	ID5	<ParentVMRSID>	GIANT
A13	Parent AAIAID	O	ID4	<ParentAAIAID>	BBCD
A20	BrandOwner DUNS or DUNS+4	O	ID9/13	<BrandOwnerDUNS>	8888888844441
A21	BrandOwner GLN	O	ID13	<BrandOwnerGLN>	777777771234
A22	BrandOwner VMRS ID	O	ID5	<BrandOwnerVMRSID>	WONDR
A23	BrandOwner AAIAID	O	ID4	<BrandOwnerAAIAID>	BRST
A30	Buyer DUNS or DUNS+4	O	ID9/13	<BuyerDuns>	8888888844441
A35	Currency Code	O	ID3	<CurrencyCode>	USD
A37	Language Code	O	ID2	<LanguageCode>	EN
A40	Technical Contact Name	O	AN1/60	<TechnicalContact>	John Smith
A41	Contact Email	O	AN1/254	<ContactEmail>	john@smith.com

A01 – **Header Segment**, as previously mentioned, is a Mandatory Segment of any PIES file. The only mandatory item in the Header Segment is the PIES Version Number, but there is other important information about the Sender of the file, which should be considered in practice. Use the following basic fields:

- A02 – PIES Version Number
- A05 – Blanket Effective Date
- A13 – Parent AAIAID
- A23 – BrandOwner AAIAID
- A40 – Technical Contact Name
- A41 – Contact Email

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PIES PRICE SHEET SEGMENT

A50	Price Sheet Segment	O		<PriceSheet>	Example
A51	Maintenance Type	M	ID1	MaintenanceType	A
A52	Price Sheet Number	KM	AN1/15	<PriceSheetNumber>	2009WD
A53	Price Sheet Name	O	AN1/30	<PriceSheetName>	January 2009
A55	Superseded Price Sheet Number	O	AN1/15	<SupersededPriceSheetNumber>	2008WD
A60	Currency Code	O	ID3	<CurrencyCode>	USD
A65	Price Zone	O	A 1/10	<PriceZone>	Western
A70	Price Sheet Level Effective Date	O	D	<EffectiveDate>	2009-01-03
A75	Price Sheet Level Expiration Date	O	D	<ExpirationDate>	2009-01-03

A50 – **Price Sheet Segment**, is an Optional Segment of PIES, and enables you to send ‘blanket’ or universal information about Pricing. This would include the Effective Date for all Prices, and the Expiry Date for all Prices. Other elements are the Currency the prices are being sent in, and, if applicable, the ZONE to which the pricing should apply. We recommend the following ‘basics’ for sending Prices:

- A51 – Maintenance Type (if this is a new level of pricing, or a New Price Sheet, the Maintenance Type would be ‘Add’)
- A52 – Price Sheet Number
- A55 – Superseded Price Sheet Number
- A60 – Currency Code
- A70 – Price Sheet Level Effective Date

Note: *If you are attempting to send a Price Sheet with multiple currencies, this can be achieved by OMITTING the Currency Code element (A60) from this segment, and using the Currency Code element (D15) in the Pricing Segment. Additional information is offered below.*

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PIES ITEM SEGMENT

B01	Item Segment	KM		<Items>	Example
B02	Maintenance Type	M	ID1	<i>MaintenanceType</i>	A
B03	Hazardous Material Code (Y/N)	R	ID1	<HazardousMaterialCode>	Y
B05	Base Item Number	O	AN1/48	<BaseItemID>	HOS100
B10	Item-Level GTIN	O	N12/13	<ItemLevelGTIN>	123456789012
B11	Item-Level GTIN Qualifier	C	ID2	<i>GTINQualifier</i>	UP
B15	Part Number	KM	AN1/48	<PartNumber>	HOS101
B20	Brand AAIAID	M	ID4	<BrandAAIAID>	BBBB
B25	Brand Label	O	AN1/60	<BrandLabel>	Wonderhose
B27	SubBrand AAIAID	O	ID4	<SubBrandAAIAID>	DCBA
B28	SubBrand Label	O	AN1/60	<SubBrandLabel>	
B30	ACES Applications	O	ID1	<ACESApplications>	Y
B32	Item Quantity Size	O	R1/8	<ItemQuantitySize>	16.0
B33	Item Quantity Size UOM	O	ID2	<i>UOM</i>	OZ
B34	Container Type	O	ID2	<ContainerType>	BO (Bottle)
B35	Quantity per Application Qualifier	O	ID3	<i>Qualifier</i>	NOR
B40	Quantity per Application	O	N1/8	<QuantityPerApplication>	12
B41	Quantity per Application UOM	C	ID2	<i>UOM</i>	EA
B45	Item-Level Effective Date	O	D	<ItemEffectiveDate>	2009-01-03
B50	Available Date	O	D	<AvailableDate>	2009-01-03
B55	Minimum Order Quantity	O	N1/8	<MinimumOrderQuantity>	10
B56	Minimum Order Quantity UOM	C	ID2	<i>UOM</i>	EA
B60	Product Group Code	O	AN1/10	<Group>	W12
B61	Product Sub-Group Code	O	AN1/10	<SubGroup>	W123
B62	Product Category Code	O	ID6	<AAIAProductCategoryCode>	330102
B63	UNSPSC Code	O	ID8/10	<UNSPSC>	11223344
B64	Part Terminology ID	O	ID4/5	<PartTerminologyID>	55555
B65	VMRS Code (Heavy Duty)	O	ID9	<VMRSCode>	010456789

B01 – The **PIES ITEM Segment** gives you the means to identify the Part Number for which you are conveying the Price, along with other additional information that may be pertinent for your trading partner to actually use your Price file. There are three Mandatory elements:

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- B02 - Maintenance Type, indicates whether it is an 'Add, or Delete, or a Change to the item itself.
- B15 – Part Number, is the Primary Key for this segment, and must be included.
- B20 – Brand AAIID, indicates the Auto Care Association Brand.

These are the basic elements required to send a Price for a part. Your trading partner may require additional information, such as the item's GTIN or other information, which can be drawn from the Item Segment.

To identify the Item a Pricing file, use the following basic fields:

- B02 – Maintenance Type
- B15 – Part Number
- B20 – Brand AAIID

PIES PRICING SEGMENT

D01	Pricing Segment			<Pricing>	Example
D02	Maintenance Type	M	ID1	<i>MaintenanceType</i>	A
D05	Price Sheet Number	KM	AN1/15	<PriceSheetNumber>	2009WD
D15	Currency Code	KO	ID3	<CurrencyCode>	USD
D25	Price Sheet Level Effective Date	O	D	<EffectiveDate>	2009-01-03
D30	Expiration Date	O	D	<ExpirationDate>	2010-01-03
D35	Price Type	KM	ID3	<i>PriceType</i>	WD1
D40	Price	M	N4-5/10	<Price>	12.5000
D41	Price UOM	M	ID2	<i>UOM</i>	PE
D45	Price Break Quantity	KO	N1/8	<PriceBreak>	10
D46	Price Break Quantity UOM	C	ID2	<i>UOM</i>	EA

D01- The **PIES Pricing Segment** is actually a 'Loop' of the Item Segment. In PIES terminology, a 'LOOP' means that the segment can repeat multiple times, in order to convey multiple values. This can be very important in a Price File, as there are a number of different variables which may require the conveyance of multiple data for an item.

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As in every segment, there are some Mandatory housekeeping elements. The Price Segment is no different. D02 indicates the Maintenance Type of the price (Add, Delete, or Change). Element D05 is a Primary Key to identify the Price Sheet Number, and should, generally match Element A52 from the Price Sheet Segment, if you have elected to send that Segment. **Keep in mind that the Price Sheet Segment is used to convey, globally, the price schedule that is in effect, and is informational only. The Pricing Segment actually governs what prices are being set, and gives you the opportunity, if necessary, to make reference to multiple price sheets (different price sheets for different items), multiple price types (different price levels for the same item), and multiple Price Breaks (different prices for different purchase quantities).**

About Price Types

The automotive aftermarket traditionally publishes many price levels to the marketplace, each reflecting the price for a particular type of business (i.e., a Price Level for warehouse distribution [WD], one for the Jobber, one for Retail, and so on. Additionally, prices need to be conveyed for certain items which have returnable Cores. While the nature of business is changing, the traditional method of presenting a Price Sheet usually had several levels of Pricing, intended to be 'Published' to the marketplace. In recent times, the sales channel has taken more control of establishing pricing to the 'downchannel', and has had a lesser requirement for receiving multiple levels of pricing. The sales channel is likely interested in what their 'Net' price is (the price they pay), and, possibly, the Retail Minimum Advertised Price (MAP). They will also be interested in Core Prices.

The PIES Standard has a developed list of Price Types and their respective codes. Not all these codes have been fully defined, but reflect what the manufacturing and selling communities have indicated may be required. It is especially important to communicate with the 'receiver' of pricing to ensure that the Sending Party and the Receiving Party have clear mutual understandings of what each Price Type being sent, means. In order to facilitate this, the PIES Standard Price Type table has 9 'User-Defined' price levels so that trading partners can define their 'negotiated' price types. This is very powerful, as it takes the PIES standard from simply being a means to deliver Published Price Lists, to a means to deliver Net Prices (or, from the Receiver's perspective, Costs) for products.

In the example provided, we are assuming that the trading parties need to convey and receive a Retail Minimum Advertised Price, and a Net Price/Cost. A complete set of Price Type codes is available for reference in the published PIES Standard, available at www.aftermarket.org.

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Example - Price Type Definitions

RMP – Retail MAP (Minimum Advertised Price)

ZZ1 – User-defined Code to convey Net Price/Cost.

To convey pricing in a PIES Pricing file, use the following basic fields:

- D02 – Maintenance Type
- D05 – Price Sheet Number
- D15 – Currency Code (use if the Currency is different from Currency Code used in the Price Sheet Segment. Note that this element, if used, becomes a Key and will be used in each 'loop' of pricing you convey, so it becomes possible to send prices with different currencies.)
- D25 – Price Sheet Level Effective Date (use if the Blanket Effective Date does not apply to this part)
- D35 – Price Type
- D40 – Price
- D41 – Price UOM

PIES TRAILER Segment

Z01- The **PIES TRAILER** Segment, is a mandatory segment for every PIES file, and simply provides a) a total count of the ITEM records being sent, and b) the date of the file. Only the Z15 element, Transaction Date, is mandatory.

Z01	Trailer Segment	KM		<Trailer>	Example
Z10	Item Count	O	N1/6	<ItemCount>	352
Z15	Transaction Date	KM	D	<TransactionDate>	2009-01-03

To close out the Pricing File, although Z10, Item Count, is optional, we recommend including this in the file to make it easier for your trading partner and you to actually validate the number of records sent.

In summary, use the following basic fields:

- Z10 – Item Count

- Z15 – Transaction Date

Putting it All Together – The PIES Price File

These are all the PIES elements needed for the creation of a Price File. Remember, if the information about Currency, Effective Dates, and Price Sheets is consistent through the file you are creating, convey that information as 'Blanket Pricing' using the A50 – Price Sheet Segment. If your pricing has variable effective dates on items, or variable currencies, use the D01 – Pricing Segment and leave out the Price Sheet Segment.

A01 – Header Segment

A02 – PIES Version Number

A05 – Blanket Effective Date

A13 – Parent AAIAID

A23 – BrandOwner AAIAID

A40 – Technical Contact Name

A41 –Contact Email

For 'Blanket Pricing', add the Price Sheet Segment:

A50 – Price Sheet Segment

A51 – Maintenance Type

A52 – Price Sheet Number

A55 – Superseded Price Sheet Number

A60 – Currency Code

A70 – Price Sheet Level Effective Date

B01 – Item Segment

B02 – Maintenance Type

B15 – Part Number

B20 – Brand AAIAID

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‘Loop in’ the Pricing Segment, with the proper Price Type Code, Price, and Unit of Measure

D01 – Pricing Segment

D02 – Maintenance Type

D05 – Price Sheet Number

D15 – Currency Code (use if the ‘Blanket’ Currency Code has not been established in the Price Sheet Segment, or the Price Sheet Segment has not been used.

D25 – Price Sheet Level Effective Date (use if the Blanket Effective Date does not apply to this part)

D35 – Price Type (remember to use Table Code for a ‘published’ price, and a custom, ZZn code to send a customer-specific price) D40 – Price

D41 – Price UOM

Z01 – Trailer Segment

Z10 – Item Count

Z15 – Transaction Date

Use Case Example

John Smith, Data Supervisor at the ACME Widget Company, has been asked to create a Price file on behalf of Jane Doe, the Product Manager for ACME Reusable Widgets for part numbers 1234 and 5678. The prices become effective on January 1, 2013, from the US Price Schedule 2013-1. These prices supersede the Price List published on June 30, 2012, US Price Schedule 2012-6. He is to create the file to include the Retail Minimum Advertised Price for each part, as well as the Net Price for the Zenith Wholesale Company. He is producing the file in the PIES 6.4 format, and knows that the information should be in the Customer’s business systems by December 1, 2012. He is to send it on November 1, 2012.

Here’s the data he has to collect, and what it maps to:

Data	Value	PIES Element
AAIA Parent Company Code	BCDE (from Parent Brand Table)	A13 – Parent AAIAID
AAIA Brandowner Code	BCDF (from Parent Brand Table)	A23 – BrandOwner AAIAID

AAIA Brand Code	BCDG (from Parent Brand Table)	B20 – Brand AAIAID
Part Numbers	1234; 5678	B15 – Part Number
Currency	USD	A60, D15 – Currency Code
Price Sheet Number	2013-1	A52, D05 – Price Sheet Number
Superseded Price Sheet Number	2012-6	A55 – Superseded Price Sheet Number
Retail Minimum Advertised Price Type Code	RMP	D35 – Price Type
Customer Net Price Code	ZZ1	D35 – Price Type
Price Units of Measure	EA (Each)	D41 – Price UOM
Part # 1234 MAP Price	9.99	D40 – Price
Part # 1234 Customer Price	7.00	D40 – Price
Part # 5678 MAP Price	99.99	D40 – Price
Part # 5678 Customer Price	70.00	D40 – Price
PIES Version #	6.4	A02 – PIES Version Number
Technical Contact Name	John Smith	A40 – Technical Contact Name
Technical Contact e-mail	johnsmith@acme.com	A41 – Technical Contact Email
When this file should take effect (loaded into customer's system)	2012-12-01	A05- Blanket Effective Date
When prices come into effect	2013-01-01	A70, D25 - Price Sheet Level Effective Date

Situational Analysis:

Because all the prices take effect on the same date, and are all US Currency, John won't have to populate as many fields of the Pricing Segment, as the information is contained in the Price Sheet Segment. However, it won't harm the file to do so, and will make programming the computer code easier if he ALWAYS populates the Price Sheet Effective Date fields. John will have to 'loop' pricing in the Pricing Segment, because each part has two prices – one for Retail Minimum Advertised Price, and one for Customer Price.

Example XML

Based on all the information collected, here is what his PIES XML file will look like:

```
<?xml version="1.0" encoding="UTF-8"?>
- <PIES xmlns="http://www.aftermarket.org" xmlns:xs="http://www.w3.org/2001/XMLSchema-instance">
  <TestFile>false</TestFile>
  - <Header>
    <PIESVersion>6.4</PIESVersion>
    <BlanketEffectiveDate>2012-12-01</BlanketEffectiveDate>
    <!-- Date it should be implemented in Customer's business system -->
    <ParentAAIAID>BCDE</ParentAAIAID>
    <BrandOwnerAAIAID>BCDF</BrandOwnerAAIAID>
    <TechnicalContact>John Smith</TechnicalContact>
    <ContactEmail>johnsmith@acme.com</ContactEmail>
  </Header>
  - <PriceSheets>
    - <PriceSheet MaintenanceType="C">
      <PriceSheetNumber>2013-1</PriceSheetNumber>
      <!-- New PriceSheet -->
      <SupersededPriceSheetNumber>2012-6</SupersededPriceSheetNumber>
      <!-- PriceSheet that is being replaced/superseded -->
      <CurrencyCode>USD</CurrencyCode>
      <EffectiveDate>2013-01-01</EffectiveDate>
      <!-- Date Price comes into effect -->
    </PriceSheet>
  </PriceSheets>
  - <Items>
    - <Item MaintenanceType="C">
      <PartNumber>1234</PartNumber>
      <BrandAAIAID>BCDG</BrandAAIAID>
      - <Prices>
        - <Pricing MaintenanceType="C" PriceType="RMP">
          <PriceSheetNumber>2013-1</PriceSheetNumber>
          <CurrencyCode>USD</CurrencyCode>
          <EffectiveDate>2013-01-01</EffectiveDate>
          <Price UOM="EA">9.99</Price>
        </Pricing>
        - <Pricing MaintenanceType="C" PriceType="ZZ1">
          <PriceSheetNumber>2013-1</PriceSheetNumber>
          <CurrencyCode>USD</CurrencyCode>
          <EffectiveDate>2013-01-01</EffectiveDate>
          <Price UOM="EA">7.00</Price>
        </Pricing>
      </Prices>
    </Item>
    + <Item MaintenanceType="C">
  </Items>
  - <Trailer>
    <ItemCount>2</ItemCount>
    <!-- Number of Item elements -->
    <TransactionDate>2012-11-01</TransactionDate>
    <!-- Date file is sent -->
  </Trailer>
</PIES>
```