



Regional and Location (Factory, Distribution Centre or Store) Based Pricing

Using GS1net to provide Regional and Location (Factory, Distribution Centre or Store) based Pricing for the NZ Hardware Industry



Document Version Control

Date	Version	Name	Change Description
06/12/2010	1.0	GS1 NZ	Original
25/05/2011	1.3	GS1 NZ	Added Region Based Pricing for DC; Added Location Based Pricing; Added Price hierarchy to Data Recipients
15/06/2011	1.4	GS1 NZ	Flowchart added.
20/10/2011	1.5	GS1 NZ	Added new rules for the use of shipto and shipfrom to cater for price duplication.



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Introduction

There is a need to expand the current GS1net pricing requirements to include the ability to send and receive Regional and Location (Factory, Distribution Centre or Store) based Pricing data.

Within GS1net, Regional and Location based pricing can be achieved in a number of ways. These ways have been outlined in the document. Please note that it is the responsibility of the trading partners involved in the synchronisation of the data to decide which option best suits their needs and requirements.

First it is crucial to understand some key concepts of GS1net in order to correctly communicate Regional and Location based pricing to all trading partners involved.

Key Concepts

1. A Pricing Record is required per GTIN per Customer Company GLN for each applicable price scenario

A price is provided for each GTIN to each Trading Partner (via GLN) that a Supplier synchronises with.

If an item is defined as an “Invoice Unit” a price must also be provided for that GTIN in GS1net. It is possible to have multiple prices for a single GTIN.

If the price for a GTIN is different for any reason (e.g. between regions or due to method of distribution) then a new pricing record is required to be populated so that it reflects these differences.

2. Distribution Methods

Distribution Method is a GDSN attribute used to define at what point in the supply chain the Supplier makes the goods available to the Merchant/Retailer and is used in conjunction with an applicable GLN.

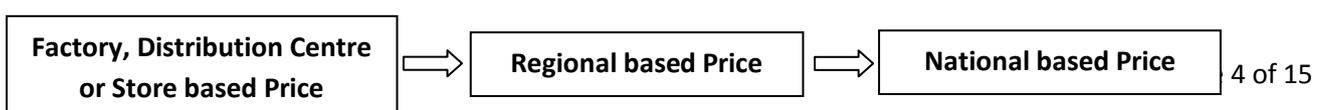
In GS1net the applicable code lists are:

- D2C – Direct to Consumer.
 - Direct to site delivery
- DC – Distribution Centre.
- DSD – Direct Store Delivery.
- FG – Factory Gate.
 - The Supplier makes the goods available to the Merchant/Retailer **from the Supplier’s** loading dock (factory gate).
- UNS – Unspecified

If a GTIN’s price differs based on Distribution Method then a new price record is required to be provided with a new Distribution Method.

3. Price Hierarchy

The Data Recipients interpret the prices based on the hierarchy in the diagram below, i.e. their approach is determining what level of pricing takes president. The logic is that the Data Recipients will firstly look into the Location (Factory, Distribution Centre or Store) based Prices, if there is no Location based Prices, they will look into the Regional based Prices, if there is no Regional based Price, they will then look into the National based Prices.



4. Regions and Location Definitions

Outlined below are 3 distinct options based on who defines the Region/Location breakdown. Once these have been defined they must be communicated to the trading partners involved.

Please note that while GS1 can provide information on how to utilise the pricing standards for the various scenarios, agreement needs to be reached between trading partners as to the scenario to be utilised for that pricing relationship. The scenarios that each party supports will impact how both parties map and integrate data moving forward.

Option 1 – Supplier Defined Regions and Locations

Suppliers are responsible for defining their own Sites and Regions. A GLN is required to be allocated to each of these locations (e.g. manufacturing site) and regions.

Option 2 – Retailer/Merchant Defined Regions and Locations

Retailers/Merchants are responsible for defining their own Sites and Regions. A GLN is required to be allocated to each of these locations (e.g. Stores or Distribution Centre) and regions.

Option 3 – GS1net/Community Defined Regions

The country is broken up into regions defined by The International Standards Organisation (ISO) using the ISO3166-2 standard. A code list and sub-division has been defined for each of the regions. This code list is:

Regions

Code	Subdivision name
NZ-AUK	Auckland
NZ-BOP	Bay of Plenty
NZ-CAN	Canterbury
NZ-HKB	Hawke's Bay
NZ-MWT	Manawatu-Wanganui
NZ-NTL	Northland
NZ-OTA	Otago
NZ-STL	Southland
NZ-TKI	Taranaki
NZ-WKO	Waikato
NZ-WGN	Wellington
NZ-WTC	West Coast

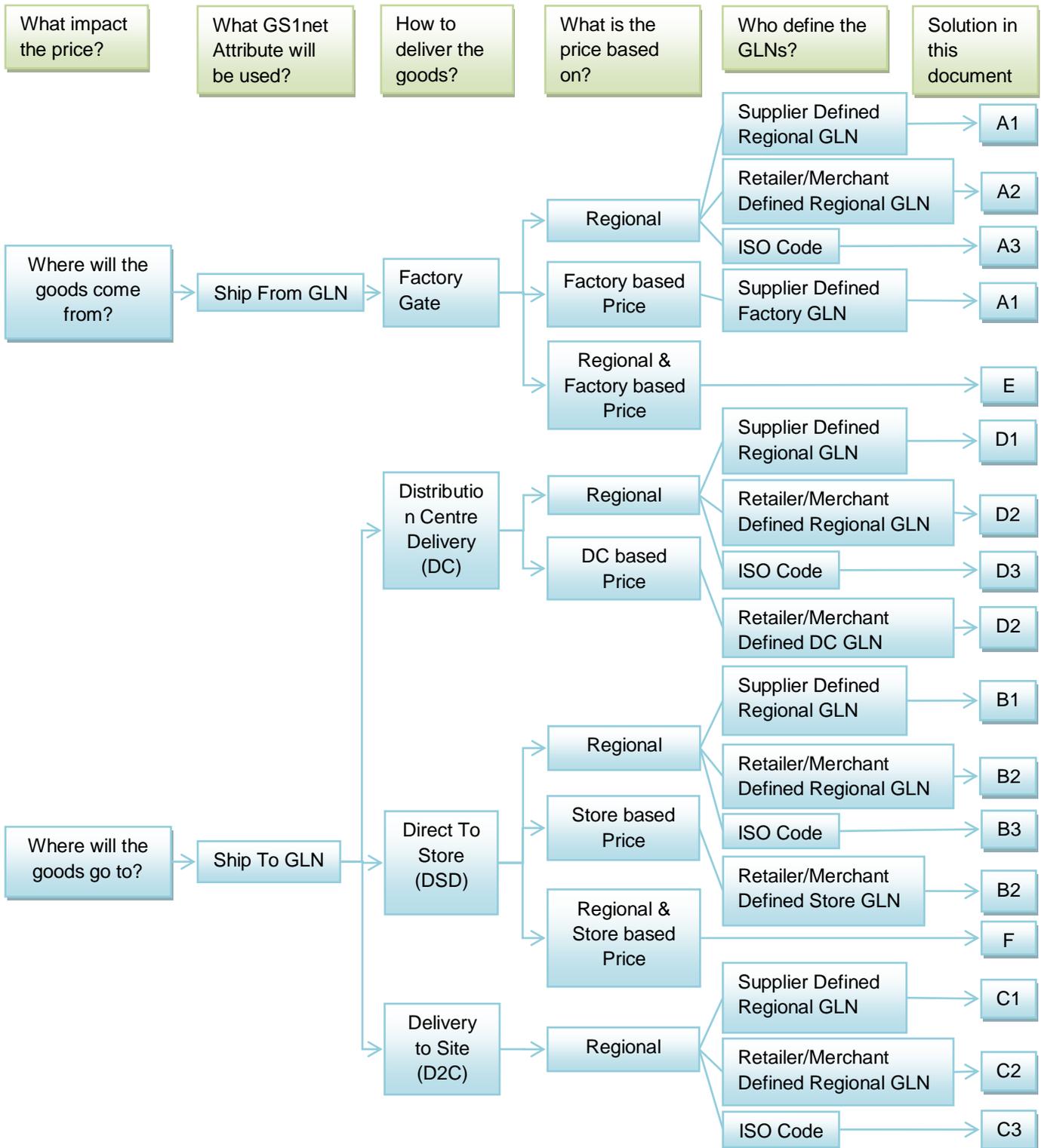


NZ-GIS	Gisborne District
NZ-MBH	Marlborough District
NZ-NSN	Nelson City
NZ-TAS	Tasman District

The geographical regions that make up these codes can be found at:

<http://www.unece.org/cefact/locode/service/sublocat.htm>

Regional and/or Location based Pricing Flowchart



Note:

1. The above diagram indicates the most common Regional and/or Location based pricing scenarios.
2. In exceptional circumstances, it may be possible to have a price that differs because of where the goods come from even though the product is delivered direct to store or DC. Please see GS1 Support for more information.
3. To ensure that regional pricing does not become too complex, we strongly recommend not having pricing that both impact from the region the goods come from and the region the goods go to.

Regional Pricing OR Location (Factory, Distribution Centre or Store) Based Pricing scenarios

Please note that the examples shown below are depicted utilising the GS1net Browser Template in order to communicate how the data should be populated

Scenario A: Pick up the goods direct from a Supplier Factory or Site

The price is based on the purchaser collecting the goods directly from the suppliers Factory or Site. The supplier populates GS1net in the following way:

Option A1 - This will support Regional OR Location based pricing

- The Distribution Method GS1net attribute is populated with the code "FG" to represent Factory Gate and signifies that this price is only applicable if the purchaser picks the goods up directly from the supplier.
- The Ship From GLN GS1net attribute is populated with the "Supplier Defined GLN" that represents the Location (Factory) or Region of the place the goods can be picked up from. If the price is also applicable to multiple Locations (Factories) or Regions then a repeat of those Location (Factory) or Region GLNs are required to be populated within the applicable price record.
- If Ship From GLN is used to support this pricing scenario then alternateLocationGroup must be populated with a unique number for each price where the GTIN, GLN, Target Market and Distribution Method are identical (but the price is different when 'shipped from' your different regions).

	Price Data								
Example	2=GTIN	7=Price Value	8=Effective Start Date	9=Effective Start Date Context	12=Distribution Method	13=Alternate Location Grouping	146=(1) Ship From GLN	147=(2) Ship From GLN	148=(3) Ship From GLN
Pick up from Factory (Regional Based Price)	09416463125623	31.8300	2011-07-01-00.00.00	FIRST_ORDER_DATE	FG	1000	Supplier Defined Auckland Region GLN	Supplier Defined Waikato Region GLN	
Pick up from Factory (Factory Based Price)	09416463125623	32.25	2011-07-01-00.00.00	FIRST_ORDER_DATE	FG	1001	Supplier Defined Albany Factory Gate GLN		

Option A2 - This will support Regional based pricing ONLY

- The Distribution Method GS1net attribute is populated with the code "FG" to represent Factory Gate and signifies that this price is only applicable if the purchaser picks the goods up directly from the supplier.
- The Ship From GLN GS1net attribute is populated with the "Retailer/Merchant Defined GLN" that represents the region of the place the goods can be picked up from. If the price is also applicable to multiple regions then a repeat of those region GLNs are required to be populated within the applicable price record.
- If Ship From GLN is used to support this pricing scenario then alternateLocationGroup must be populated with a unique number for each price where the GTIN, GLN, Target Market and Distribution Method are identical (but the price is different when 'shipped from' your different regions).



	Price Data									
Example	2=GTIN	7=Price Value	8=Effective Start Date	9=Effective Start Date Context	12=Distribution Method	13=Alternate Location Grouping	146=(1) Ship From GLN	147=(2) Ship From GLN	148=(3) Ship From GLN	
Pick up from Factory (Regional Based Price)	09416463125623	31.8300	2011-07-01-00.00.00	FIRST_ORDER_DATE	FG	1000	Retailer Defined Auckland Region GLN	Retailer Defined Waikato Region GLN		
Pick up from Factory (Regional Based Price)	09416463125623	32.25	2011-07-01-00.00.00	FIRST_ORDER_DATE	FG	1001	Retailer Defined Wellington Region GLN			

Option A3 - This will support Regional based pricing ONLY

- The Distribution Method GS1net attribute is populated with the code “FG” to represent Factory Gate and signifies that this price is only applicable if the purchaser picks the goods up directly from the supplier.
- The appropriate “ISO code” is provided to signify the region of the place that the goods can be picked up from. If the price is also applicable to multiple regions then a repeat of those region codes are required to be populated within the applicable price record.

	Price Data										
Example	2=GTIN	7=Price Value	8=Effective Start Date	9=Effective Start Date Context	12=Distribution Method	15=Target Market Sub - NTL	16=Target Market Sub - AUK	17=Target Market Sub - WKO	18=Target Market Sub - BOP	19=Target Market Sub - GIS	20=Target Market Sub - HKB
Pick up from Factory	09416463125623	4.800	2006-12-12-00.00.00	FIRST_ORDER_DATE	FG	Y	Y	Y	Y		

Scenario B: A Supplier ships the goods direct to a Retailer/Merchants store

The price is based on the supplier delivering the goods directly to the Retailer/Merchants store. The supplier populates GS1net in the following way:

Option B1 - This will support Regional based pricing ONLY

- The Distribution Method GS1net attribute is populated with the code “DSD” to represent Direct Store Delivery and signifies that this price is only applicable if the goods are delivered directly to the Retailer/Merchant(s) store.
- The Ship To GLN GS1net attribute is populated with the “Supplier Defined GLN” that represents the region of the place the goods will be shipped to. If the price is also applicable to multiple regions then a repeat of those region GLNs are required to be populated within the applicable price record.
- If your product has a national price and you have a specific region or store exception to the national price; the national price GLN (typically your retailer's GLN) needs to be specified in the shipTo field, with a separate price record created for the exception/s.

	Price Data							
Example	2=GTIN	7=Price Value	8=Effective Start Date	9=Effective Start Date Context	12=Distribution Method	23=(1) Ship To GLN	24=(2) Ship To GLN	
Deliver direct to store (Regional based Price)	09416463125623	5.000	2006-12-12-00.00.00	FIRST_ORDER_DATE	DSD	Supplier Defined Auckland Region GLN	Supplier Defined Wellington Region GLN	
	09416463125623	5.100	2006-12-12-00.00.00	FIRST_ORDER_DATE	DSD	Supplier Defined Lower SI Region GLN		

Option B2 - This will support Regional OR Location based pricing

- The Distribution Method GS1net attribute is **populated with the code “DSD” to represent Direct Store Delivery** and signifies that this price is only applicable if the goods are delivered directly to the Retailer/Merchant(s) store.
- The Ship To GLN GS1net attribute is populated with the “Retailer/Merchant Defined GLN” that represents the Location (Store) or Region of the place the goods will be shipped to. If the price is also applicable to multiple Regions then a repeat of those Region GLNs are required to be populated within the applicable price record.
- If your product has a national price and you have a specific region or store exception to the national price; the national price GLN (typically your retailer's GLN) needs to be specified in the shipTo field, with a separate price record created for the exception/s.

	Price Data						
Example	2=GTIN	7=Price Value	8=Effective Start Date	9=Effective Start Date Context	12=Distribution Method	23=(1) Ship To GLN	24=(2) Ship To GLN
Deliver Direct to Store (Regional Based Price)	09416463125623	5.000	2006-12-12-00.00.00	FIRST_ORDER_DATE	DSD	Retailer Defined Auckland Region GLN	Retailer Defined Northland/Coromandel/BOP/ITaupo Region GLN
	09416463125623	5.100	2006-12-12-00.00.00	FIRST_ORDER_DATE	DSD	Retailer Defined Wellington Region GLN	

	Price Data							
Example	2=GTIN	7=Price Value	8=Effective Start Date	9=Effective Start Date Context	12=Distribution Method	23=(1) Ship To GLN	24=(2) Ship To GLN	25=(3) Ship To GLN
Deliver Direct to Store (Store Based Price)	09416463125623	5.000	2006-12-12-00.00.00	FIRST_ORDER_DATE	DSD	Retailer Defined Auckland Central Store GLN	Retailer Defined Albany Store GLN	
	09416463125623	5.100	2006-12-12-00.00.00	FIRST_ORDER_DATE	DSD	Retailer Defined Taupo Store GLN		

Option B3 - This will support Regional based pricing ONLY

- The Distribution Method GS1net attribute is **populated with the code “DSD” to represent Direct Store Delivery** and signifies that this price is only applicable if the goods are delivered directly to the Retailer/ Merchant(s) store.
- The appropriate “ISO code” is provided to signify the represents the region of the store that the goods will be shipped to. If the price is also applicable to multiple regions then a repeat of those region codes are required to be populated within the applicable price record.



Price Data									
Example	2=GTIN	7=Price Value	8=Effective Start Date	12=Distribution Method	15=Target Market Sub - NTL	16=Target Market Sub - AUK	17=Target Market Sub - WKO	18=Target Market Sub - BOP	19=Target Market Sub - GIS
Deliver Direct to Store	09416463125623	5.000	2006-12-12-00.00.00	DSD	Y	Y	Y		
	09416463125623	5.100	2006-12-12-00.00.00	DSD				Y	Y

Scenario C: A Supplier ships the goods direct to a building site

The price is based on the supplier delivering the goods directly to the Consumer. The supplier populates GS1net in the following way:

Option C1- This will support Regional or Location based pricing

- The Distribution Method GS1net attribute is populated with the code "D2C" to represent Direct to Consumer and signifies that this price is applicable if the Suppliers ships the goods directly to a building site or similar.
- The Ship To GLN GS1net attribute is populated with the "Supplier Defined GLN" that represents the region of the place the goods will be shipped to. If the price is also applicable to multiple regions then a repeat of those region GLNs are required to be populated within the applicable price record.
- If your product has a national price and you have a specific region or store exception to the national price; the national price GLN (typically your retailer's GLN) needs to be specified in the shipTo field, with a separate price record created for the exception/s.

Price Data							
Example	2=GTIN	7=Price Value	8=Effective Start Date	9=Effective Start Date Context	12=Distribution Method	23=(1) Ship To GLN	24=(2) Ship To GLN
Deliver Direct to Site	09416463125623	5.500	2006-12-12-00.00.00	FIRST_ORDER_DATE	D2C	Supplier Defined Auckland Region GLN	Supplier Defined Waikato Region GLN
	09416463125623	5.700	2006-12-12-00.00.00	FIRST_ORDER_DATE	D2C	Supplier Defined Wellington Region GLN	

Option C2- This will support Regional or Location based pricing

- The Distribution Method GS1net attribute is populated with the code "D2C" to represent Direct to Consumer and signifies that this price is applicable if the Suppliers ships the goods directly to a building site or similar.
- The Ship To GLN GS1net attribute is populated with the "Retailer/Merchant Defined GLN" that represents the region of the place the goods will be shipped to. If the price is also applicable to multiple regions then a repeat of those region GLNs are required to be populated within the applicable price record.
- If your product has a national price and you have a specific region or store exception to the national price; the national price GLN (typically your retailer's GLN) needs to be specified in the shipTo field, with a separate price record created for the exception/s.



Price Data							
Example	2=GTIN	7=Price Value	8=Effective Start Date	9=Effective Start Date Context	12=Distribution Method	23=(1) Ship To GLN	24=(2) Ship To GLN
Deliver Direct to Site	09416463125623	5.500	2006-12-12-00.00.00	FIRST_ORDER_DATE	D2C	Retailer Defined Auckland Region GLN	Retailer Defined Waikato Region GLN
Deliver Direct to Site	09416463125623	5.700	2006-12-12-00.00.00	FIRST_ORDER_DATE	D2C	Retailer Defined Wellington Region GLN	

Option C3 - This will support Regional based pricing ONLY

- The Distribution Method GS1net attribute is populated with the code "D2C" to represent Direct to Consumer and signifies that this price is applicable if the Suppliers ships the goods directly to a building site or similar.
- The appropriate "ISO code" is provided to signify the region of the site/location that the goods will be shipped to. If the price is also applicable to multiple regions then a repeat of those region codes are required to be populated within the applicable price record.

Price Data								
Example	2=GTIN	7=Price Value	8=Effective Start Date	12=Distribution Method	15=Target Market Sub - NTL	16=Target Market Sub - AUK	17=Target Market Sub - WKO	18=Target Market Sub - BOP
Deliver Direct to Site	09416463125623	5.500	2006-12-12-00.00.00	D2C		Y		
	09416463125623	5.700	2006-12-12-00.00.00	D2C	Y		Y	

Scenario D: A Supplier ships the goods to a Distribution Centre

The price is based on the supplier delivering the goods directly to the Retailer/Merchants Distribution Centre. The supplier populates GS1net in the following way:

Option D1- This will support Regional based pricing ONLY

- The Distribution Method GS1net attribute is populated with the code "DC" to represent Distribution Center and signifies that this price is applicable if the Supplier ships the goods to Distribution Center.
- The Ship To GLN GS1net attribute is populated with the "Supplier Defined GLN" that represents the region of the place the goods will be shipped to. If the price is also applicable to multiple regions then a repeat of those region GLNs are required to be populated within the applicable price record.
- If your product has a national price and you have a specific region or store exception to the national price; the national price GLN (typically your retailer's GLN) needs to be specified in the shipTo field, with a separate price record created for the exception/s.

Price Data							
Example	2=GTIN	7=Price Value	8=Effective Start Date	9=Effective Start Date Context	12=Distribution Method	23=(1) Ship To GLN	24=(2) Ship To GLN
Deliver to Distribution Centre	09416463125623	4.900	2006-12-12-00.00.00	FIRST_ORDER_DATE	DC	Supplier Defined Auckland Region GLN	Supplier Defined Wellington Region GLN



Option D2 - This will support Regional OR Location based pricing

- The Distribution Method GS1net attribute is populated with the code "DC" to represent Distribution Center and signifies that this price is applicable if the Supplier ships the goods to Distribution Center.
- The Ship To GLN GS1net attribute is populated with the "Retailer/Merchant Defined GLN" that represents the Location (Distribution Centre) or Region of the place the goods will be shipped to. If the price is also applicable to multiple Location (Distribution Centers) or Regions then a repeat of those Location (Distribution Centre) or Region GLNs are required to be populated within the applicable price record.
- If your product has a national price and you have a specific region or store exception to the national price; the national price GLN (typically your retailer's GLN) needs to be specified in the shipTo field, with a separate price record created for the exception/s.

Price Data								
Example	2=GTIN	7=Price Value	8=Effective Start Date	9=Effective Start Date Context	12=Distribution Method	23=(1) Ship To GLN	24=(2) Ship To GLN	25=(3) Ship To GLN
Deliver to Distribution Centre (Regional based Price)	09416463125623	4.900	2006-12-12-00.00.00	FIRST_ORDER_DATE	DC	Retailer Defined Auckland Region GLN	Retailer Defined Northland/Coromandel/BOPIT aupo Region GLN	
	09416463125623	4.900	2006-12-12-00.00.00	FIRST_ORDER_DATE	DC	Retailer Defined Wellington Region GLN		

Price Data							
Example	2=GTIN	7=Price Value	8=Effective Start Date	9=Effective Start Date Context	12=Distribution Method	23=(1) Ship To GLN	24=(2) Ship To GLN
Deliver to Distribution Centre (DC based Price)	09416463125623	4.900	2006-12-12-00.00.00	FIRST_ORDER_DATE	DC	Retailer Defined Auckland DC GLN	Retailer Defined Northland DC GLN
	09416463125623	4.900	2006-12-12-00.00.00	FIRST_ORDER_DATE	DC	Retailer Defined Wellington DC GLN	

Option D3 - This will support Regional based pricing ONLY

- The Distribution Method GS1net attribute is populated with the code "DC" to represent Distribution Center and signifies that this price is applicable if the Supplier ships the goods to Distribution Center.
- The appropriate "ISO code" is provided to signify the region of the site/location that the goods will be shipped to. If the price is also applicable to multiple regions then a repeat of those region codes are required to be populated within the applicable price record.

Price Data									
Example	2=GTIN	7=Price Value	8=Effective Start Date	9=Effective Start Date Context	12=Distribution Method	15=Target Market Sub - NTL	16=Target Market Sub - AUK	17=Target Market Sub - WKO	18=Target Market Sub - BOP
Deliver to Distribution Center	09416463125623	4.900	2006-12-12-00.00.00	FIRST_ORDER_DATE	DC		Y	Y	
Deliver to Distribution Center	09416463125623	5.000	2006-12-12-00.00.00	FIRST_ORDER_DATE	DC				Y



Regional Pricing WITH Location (Factory, Distribution Center or Store) Based Pricing scenarios

Scenario E: Regional Pricing also with Factory based Pricing

Option E - This will support Regional OR Location based pricing

The price is based on the suppliers Location (Factory or site) that the purchaser collecting the goods directly from.

If in the Supplier, Retailer OR GS1net Defined Region, there are some Factory based prices that are **different, you would need to specify that price and load the GLN of that Factory in the 'Ship From GLN'** attribute. For example, if the supplier has a Retailer Defined Auckland pricing region, but the products from the Albany Factory Gate in Auckland **don't have this regional price, you would need to do the following:**

1. Load Price based on Auckland Region as per Scenario A.
 2. Load Price based on the Factory Gate that has different price as per below,
- The Distribution Method GS1net attribute is populated with the code "FG" to represent Factory Gate and signifies that this price is only applicable if the purchaser picks the goods up directly from the supplier.
 - The Ship From GLN GS1net attribute is populated with the "Supplier Defined GLN" that represents the Location (Factory) that has different price. If the price is also applicable to multiple Locations (Factories) then a repeat of those Factory GLNs are required to be populated within the applicable price record.
 - If Ship From GLN is used to support this pricing scenario then alternateLocationGroup must be populated with a unique number for each price where the GTIN, GLN, Target Market and Distribution Method are identical (but the price is different when 'shipped from' your different regions).

	Price Data								
Example	2=GTIN	7=Price Value	8=Effective Start Date	9=Effective Start Date Context	12=Distribution Method	13=Alternate Location Grouping	146=(1) Ship From GLN	147=(2) Ship From GLN	148=(3) Ship From GLN
Pick up from Factory (Regional Based Price)	09416463125623	31.8300	2011-07-01-00.00.00	FIRST_ORDER_DATE	FG	1000	Retailer Defined Auckland Region GLN	Retailer Defined Waikato Region GLN	
Pick up from Factory (Factory Based Price)	09416463125623	32.25	2011-07-01-00.00.00	FIRST_ORDER_DATE	FG	1001	Supplier Defined Albany Factory Gate GLN		

Scenario F: Regional Pricing also with Store based Pricing

Option F

The price is based on the Location (Retailer/Merchants Store) supplier delivering the goods directly to.

If in the Supplier, Retailer OR GS1net Defined region, there are some Location (Store) based prices are different, you would need to specify that price and load the GLN of that Location (Store) **in the 'Ship To GLN'** attribute. For example, if the supplier has a Supplier Defined Auckland pricing region, but the products to the Albany Store **don't have this regional price, you would need to do the following:**

1. Load Price based on Auckland Region as per Scenario B.
 2. Load Price based on the store that has different price as per below,
- The Distribution Method GS1net attribute is populated with the code "DSD" to represent Direct Store Delivery and signifies that this price is only applicable if the goods are delivered directly to the Retailer/Merchant(s) store.



- The Ship To GLN GS1net attribute is populated with the “Retailer Defined GLN” that represents the store that the goods will be shipped to. If the price is also applicable to multiple stores then a repeat of those store GLNs are required to be populated within the applicable price record.
- If your product has a national price and you have a specific region or store exception to the national price; the national price GLN (typically your retailer's GLN) needs to be specified in the shipTo field, with a separate price record created for the exception/s.

Price Data							
Example	2=GTIN	7=Price Value	8=Effective Start Date	9=Effective Start Date Context	12=Distribution Method	23=(1) Ship To GLN	24=(2) Ship To GLN
Deliver Direct to Store (Regional Based Price)	09416463125623	5.000	2006-12-12-00.00.00	FIRST_ORDER_DATE	DSD	Auckland Region GLN	Waikato Region GLN
Deliver Direct to Store (Store Based Price)	09416463125623	5.100	2006-12-12-00.00.00	FIRST_ORDER_DATE	DSD	Albany Store GLN	