



# **Listing, all information attributes, forecast and delivery ability**

Please be aware that this document may contain hyperlinks to reference pages /document. These pages / documents will not automatically attach if you choose to print the main document.

# Innhold

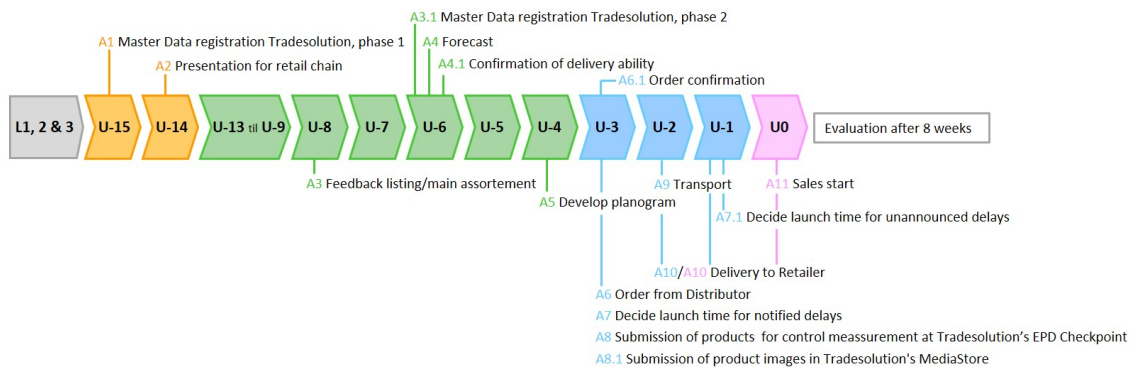
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## Listing, all information attributes, forecast and delivery ability

### Listing, all information attributes, forecast and delivery ability

This sub process consists of points (A3-A5 in timeline):

- Feedback on listing / main assortment and confirmation of delivery ability
- Time-managed or inventory-managed assortment change
- Master data registration – completion of complete information attributes
- Forecast and delivery confirmation (A4 in timeline)
- Routine for delay from supplier / private label
- Assortment changes outside agreed time frame



### Feedback on listing / main assortment and confirmed ability of delivery (A3-A6 in timeline)

The feedback from the retail chain should include:

- Assortment classification per profile chain (new and old classification)
- Selected input and phase method (time-managed or inventory-managed)
  - Included the list of products that are linked
- Products that are delisted
- The time of feedback about assortment is no later than U-8.

If the retail chain's assortment selection of products leads to a supplier deciding to cancel or postpone launch, this should be reported to the relevant retail chain's category manager by latest Friday at U-6.

In case of product shortages at the supplier, the volume as confirmed in U-6 (A4 in timeline) is used as the basis of deviation handling ref.

Routine for delay from supplier / Private labels

### Routine for delays from supplier / Private label

Any delay must be notified immediately with the information available at the time of notification. Message must be sent to the department of category /purchase and the department of logistics.

In case of delay, a distinction is made between notified and unannounced.

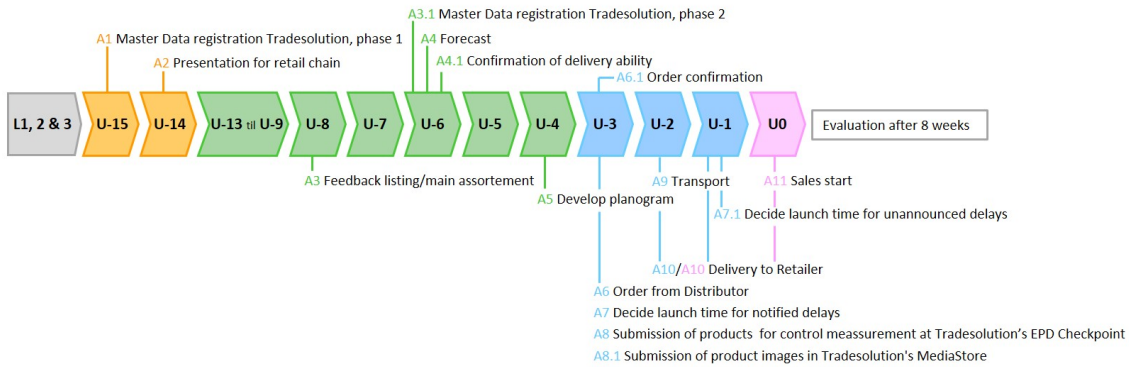
#### Read more about:

Routine of notified delays (A7 in timeline)

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2. The supplier confirms the final delivery date in U-3. Actual postponement / postponed launch time should be equal to all customers, given compliance with routines / deadlines in this standard. Volume is distributed based on supplier's forecast to chain timeline A4. Time deviations that do not affect product at retailer Monday week 0, must be resolved. If the delay exceeds three weeks, ie longer than Monday week 1, the routine applies to unannounced delays, see below.
3. Deferred delivery date is considered in order sent in U-3 (A6).
4. The deferral is dealt with in the evaluation of launch, bilaterally between supplier and customer.

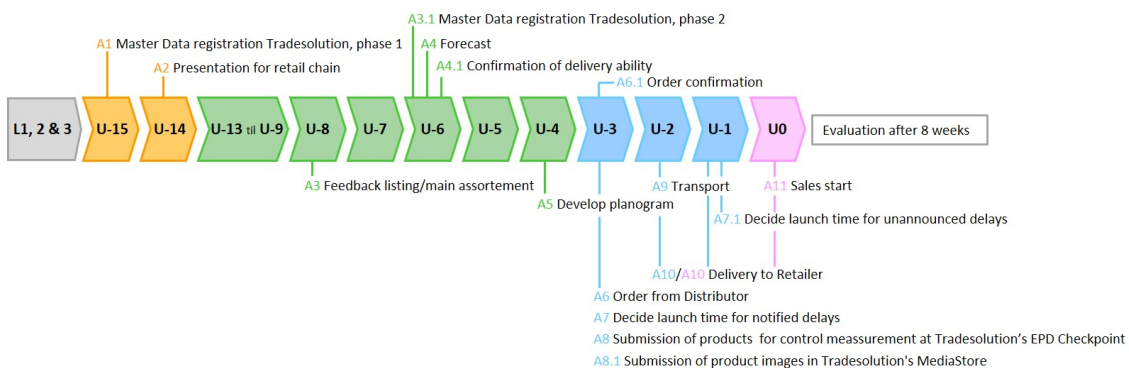


Routine of unannounced delays

## Routine of unannounced delays

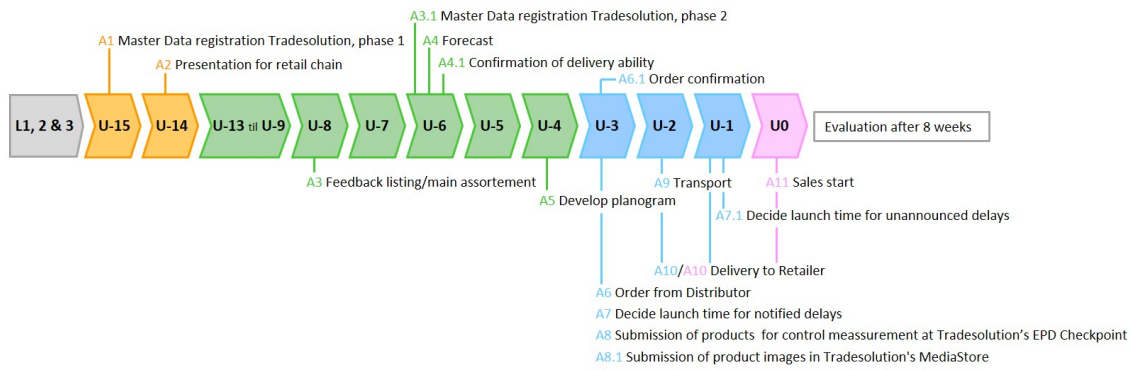
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1. Notification of postponement after U-6, or at delays longer than Monday U1, is handled by routine for unannounced delays.
2. The products can be ordered according to plan.
3. The supplier confirms reduced delivery capacity for regular order confirmation in U-3, (A6.1 in timeline)
4. Customer may determine any delayed delivery date at the latest in U-1. Customer can be released from assortment obligation (A3 in timeline)
5. Assessment and decision on response if deviations occur are handled by the individual retail chain.



Current deadlines are available in section for downloads.

However, order confirmation of orders (A6) delivered no later than Tuesday in U-3 is to be considered as a binding agreement. Order confirmations will be given Wednesday U-3 (A6.1). Current deadlines are available in section for downloads.



## Time-managed or inventory-managed assortment change

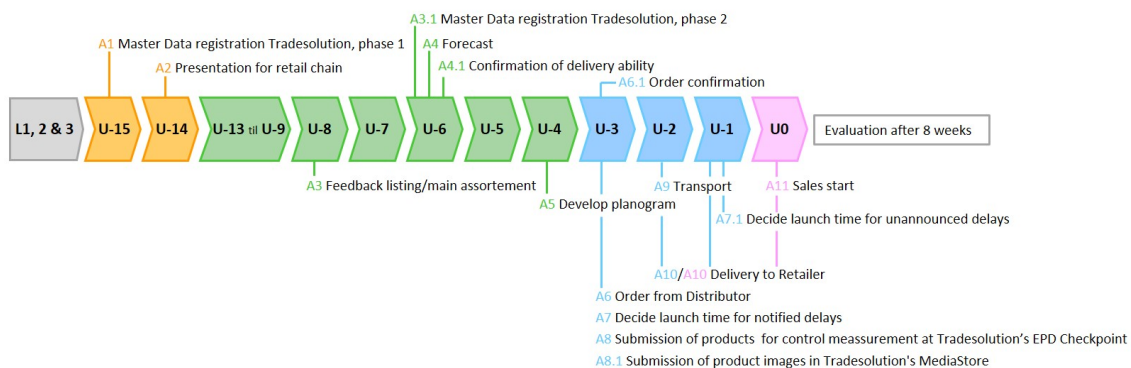
Assortment change can be done inventory-managed or time-managed.

**Inventory-managed assortment change** means that outgoing products are sold until inventory is at a low level or sold out and then sales of the new product starts.

In the case of inventory-managed assortment change, new products will replace an outgoing item and / or take over its place in the shelf – link / product connection is used. Sales start will depend on inventory and sales on outgoing item. The supplier and the retail chain must agree which stocks are included and calculate the date of the transition. Campaigns or other steps to make the change can be agreed. It is normal to set a final deadline for the delivery of the outgoing item.

Inventory-managed assortment change significantly reduces the risk of empty shelves and losses throughout the value chain and should be chosen if possible.

Optimal inventory-managed assortment change requires close collaboration between supplier and individual wholesaler, including dialogue on inventories and sales development. It will not be pre-orders from wholesaler in U-3 if inventory-managed in-phase is used. Order and startup are bilaterally agreed.



Time-managed assortment change implies that a date for the start of sale of products is set. Time-managed assortment change is selected when inventory-managed is not optimal, eg by phasing in products that receive heavy sales support or where the physical attributes of the product require rebuilding of shelves. With time-managed in-phase, relevant wholesale warehouses and stores must be filled up at the same time. The volume for this is significant and must be calculated separately – referred to as «pipeline fill»

News to be distributed in several trading chains is launched in one of the industry's joint launch time frames.

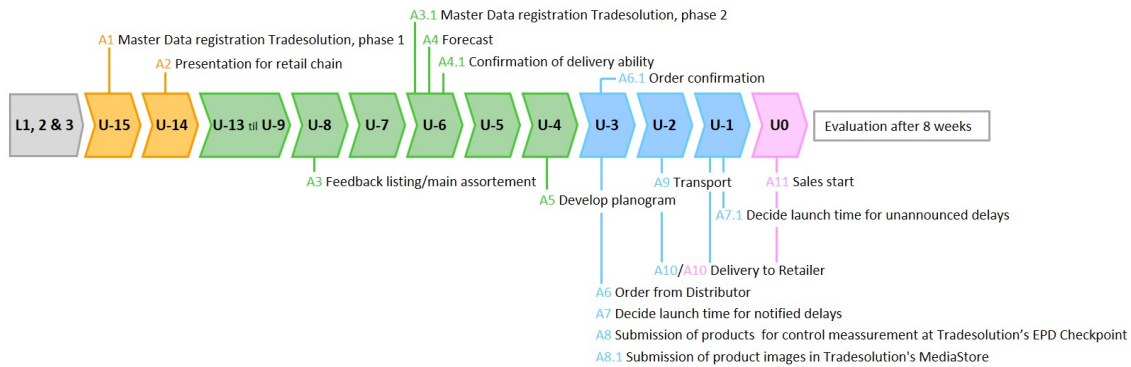
## Master data registration in EPD (A1 and A3.1 in timeline) and control measuring at EPD Checkpoint (A8 in timeline)

The supplier must register sufficient master data in the EPD database for the product to be assigned an EPD number. This is phase 1 of master data registration, and must occur at the latest in U-15 (timeline A1).

Remaining relevant basic data information according to defined information width must be registered in the U-6 (timeline A3.1) after assortment verification). This is phase 2 of master data registration.

Deadline for submission of a control measurement product at EPD Checkpoint / Tradesolution is Friday in U-3 (Timeline A8).

Reference is also made to the process description on [www.tradesolution.no](http://www.tradesolution.no).



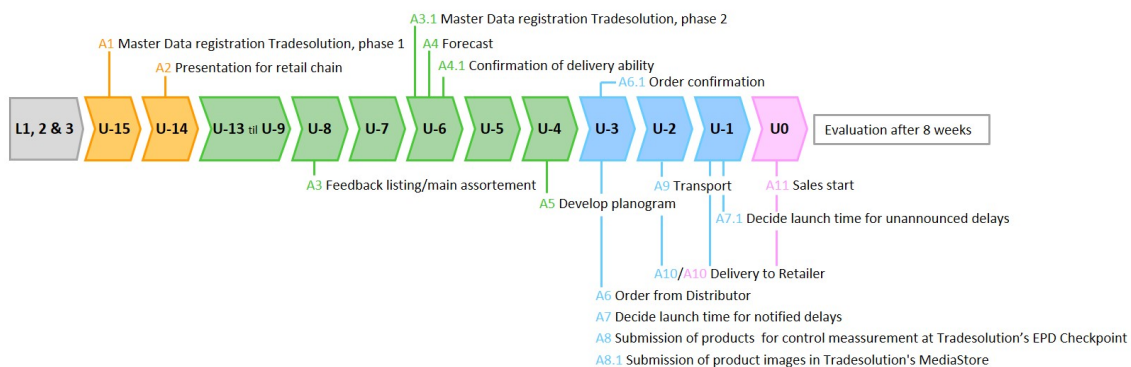
## Forecast and delivery confirmation (A4 in timeline)

In the case of inventory-managed in-phasing, the replacement product will most often have the same sales volume and profile as the outgoing product. There will normally be no need for own forecasts but close dialogue about in-phasing time.

With time-managed in-phasing, the forecast is divided into three and determined by the supplier:

1. Pipeline fill  
Calculation based on customer information about listing / number of locations (warehouse and shelves) and amount per location cf. timeline A3.
2.  
Consumer purchases  
Expressed as the number of Stock Keeping Units (SKU) per week given listing.
3. Campaigns  
Retail chains wishing to carry out campaigns on new products follow the retail chain's regular deadlines regarding. script, forecast / pre-order.

Supplier must confirm delivery capacity in U-6.



Tradesolution has developed a portal for the exchange of sales forecasts between supplier and distributor, initially for new launches and assortment changes.

REMA and COOP use this solution, while Norgesgruppen / ASKO uses its own supplier portal.

Example of screenshot from the forecast portal

TRADESOLUTION LANGSØRINGER | Prognose

L1-2016 L1-2017 L2-2017 L3-2017 L1-2018 L2-2018 L3-2018

Langsøringvindu 2 - 2018 | Prognosefrist: fredag 23. mars 2018

LEGG TIL/ERN PRODUKT

YVELG PRODUKT: 5020870 GRØT EPLE BLÅBER SMOOTHIE ØRD 110G

COOP	SORTIMENT	ANTALL BUTIKKER	ANT D-PAK I HYLLE	SUM D-PAK	PR UKR PR BUTIKK F-PAK	ANT UKR	ANTALL BUTIKKER	ANT FID	SUM D-PAK	OPPFYLING OG SALG (D-PAK)
COOP EXTRA	EXTRA_1	387	12	4 644	10	3	387	6	1 935	6 579
COOP MARKED	MARKED_1	342	1	342	10	3	342	6	1 710	2 052
COOP MEGA	MEGA_1	77	1	77	10	3	77	6	385	462
COOP OBSI	OBSI_1	31	2	62	10	3	31	6	155	217
COOP PRIX	PRIX_1	285	1	285	10	3	285	6	1 425	1 710
				5 411					5 610	11 021

ANSVARLIG PROGNOSE: [Dra Notdamm] | LAGERLISTERING: Senrast | 0% x 5 610 = 0

REFERANSEPRODUKT: 482867 MIN GRØT YOGH SVISKE BANAN EP | SIKKERHETSUKR: +1 ukr salg | 5 610 / 3 = 1 870

PROGNOSE: 11 021 + 4 = 1 670 + 12 691

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REMA 1000	SORTIMENT	ANTALL BUTIKKER	ANT D-PAK I HYLLE	SUM D-PAK	PR UKR PR BUTIKK F-PAK	ANT UKR	ANTALL BUTIKKER	ANT FID	SUM D-PAK	OPPFYLING OG SALG (D-PAK)
REMA 1000 LITEN	A1	161	1	161	10	3	161	6	805	966
REMA 1000 MODELS	A1	272	2	544	10	3	272	6	1 360	1 904
REMA 1000 MINI	A1	15	1	15	10	3	15	6	75	90
REMA 1000 STOR	A1	150	2	316	10	3	150	6	790	1 106
				1 036					3 030	4 066

ANSVARLIG PROGNOSE: [Dra Notdamm] | FØRSTE LEVERING: 1 036 + 3 030 / 3 = 2 048

REFERANSEPRODUKT: 482867 MIN GRØT YOGH SVISKE BANAN EP | UKRENTLIG PROGNOSE: 3 030 / 3 = 1 010

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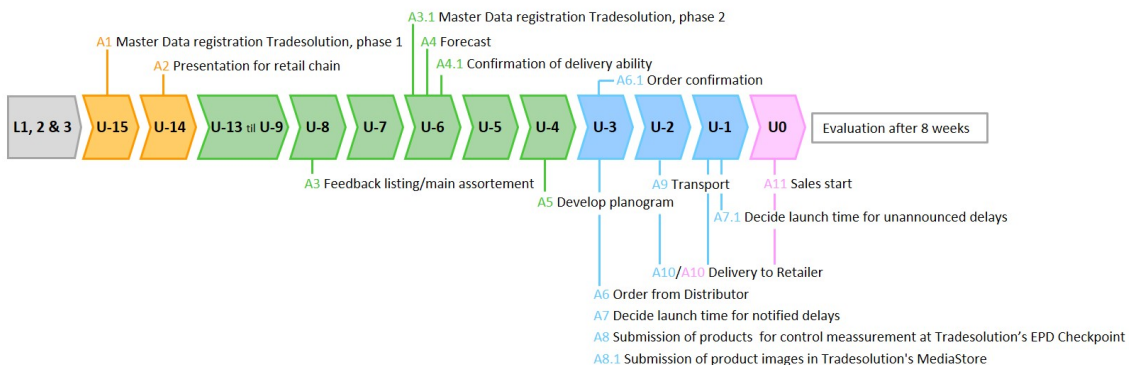
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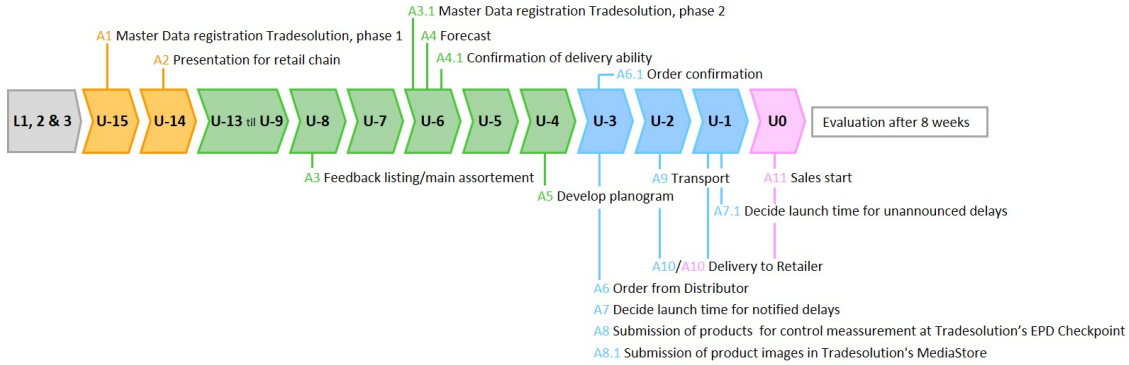
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## Assortment changes outside agreed change time frame

If needed, changes outside of agreed change time frame should be followed as far as practicable, following these standard timelines and processes.

Changes are agreed bilaterally and should not normally result in physical changes of shop shelves.

Changes of pure technical nature, such as changed brand requirements, minor adjustments to packaging may be done by simplified administrative processing, agreed bilaterally.

## Launch shall not be postponed

Launch will not be subject to major deviations between forecast (A4 in timeline) and actual ordering. In general, product news should be ready for pick-up from supplier from Monday U-2, or at the agreed time.

