

Headings: Y
Delimiter: chr(9)
Skip Rows: matching RegEx -> ^CALL.*\t(PER-|ONE-).*\tOTH\t.*\$

Field	Type	Length	Required	Comments
record_type	A	5	Y	must by CALL see notes1
Primary Campaign Source	A	50	N	
Client Campaign Name	A	50	N	
External Client ID	A	50	N	
Opportunity ID	A	40	N	
Stage	A	500	N	
Close Date	A	10	N	
Last Activity	A	10	N	
Loss Reason	A	75	N	
Disposition	A	75	N	
Manufacturer	A	50	N	
Product Code	A	25	N	
Product Name	A	100	N	
Quantity	A	9	N	
Total Price	A	0	N	
Affinity ID	A	75	N	
Case Safe ID	A	25	N	
Account Name	A	125	N	
Billing Street	A	75	N	
Billing City	A	125	N	
Billing State Code	A	3	N	
Billing Zip/Postal Code	A	10	N	
Distributor	A	125	N	
Primary Contact	A	125	N	
Title	A	75	N	
SIC Codes	A	255	N	
FSM	A	125	N	

GPO	A	125	N
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Notes

Data exceeding specified lengths will be truncated. company_name, _address, _city, _state, and _zip are used to match existing companies when a company_id value is not provided.

1. must match 'CALL'