

Headings: Y
Delimiter: chr(9)

Field	Type	Length	Required	Comments
initiative_xref	A	50	Y	Unique identifier for the Sales Initiative - i.e. MA2014Q2A
target_xref	A	50	N	Optional identifier for the operator company within the Sales Initiative - i.e. Q4TARGET100, Q4TARGET200, if a target_xref value is not provided, one derived from the campaign_xref value will be assigned automatically.
company_type	A	20	Y	DISTRIBUTOR for distributor record, OPERATOR for operator record <i>see notes¹</i>
company_ref_num	A	50	N	This is the value used by the MFR to identify the operator
company_name	A	125	Y	The operator's company name
company_sysco_id	A	25	N	The ID assigned to this operator by the sysco opco identified by distributor_sysco_id
company_address1	A	75	N	The operators street address
company_address2	A	75	N	The operators second street address i.e. Suite 100
company_city	A	75	N	
company_state	A	3	N	
company_zip	A	10	N	
company_country	A	50	N	Country
company_phone	A	30	N	nnn-nnn-nnnn
company_territory	A	50	N	The name or business identify for the territory
company_segment	A	255	N	The industry segment for this operator.
company_comment	A	500	N	
affiliation_orname	A	125	N	The name of GPO or Contact Management company affiliated with this operator
affiliate_nbr	A	50	N	
distributor_code	A	20	N	Business system identifier, remains constant over time - D8353205. Will be the likely distributor on the sales call.
distributor_sysco_id	A	10	N	The ID assigned to this distributor by Sysco
distributor_name	A	125	N	Used for reference when reporting issues with distributor_code
distributor_city	A	50	N	Used for reference when reporting issues with distributor_code
distributor_state	A	3	N	Used for reference when reporting issues with distributor_code
distributor_zip	A	10	N	Used for reference when reporting issues with distributor_code
contact_first_name	A	50	N	
contact_last_name	A	50	N	
contact_full_name	A	75	N	

contact_email	A	75	N	
contact_title	A	75	N	
contact_phone	A	30	N	
contact_phone_ext	A	12	N	
contact_mobile_phone	A	30	N	
interaction_comment	A	500	N	Appears in "Interaction Comments" of Sales Call for reference
salesperson_email	A	75	N	Email address for salesperson. Only valid for internal sales team email addresses - no brokers.
sku	A	25	N	
product_type	A	3	N	Set to PRD to import Ivl 2
sku_description	A	150	N	Use for reference when reporting issues with SKU values
line_comment	A	500	N	A comment to accompany the SKU for this target
purchasing_status	A	10	N	Must be BUYING or NOT-BUYING <i>see notes²</i>
annual_cases	N	10	N	The annual volume that this operator is BUYING or NOT-BUYING, for Manufacturers using Cases.
volume_lbs	N	10	N	The volume that this operator is BUYING or NOT-BUYING, for Manufacturers using LBS.
supplier_status	A	10	N	Must be COMPETITOR or OTHER <i>see notes³</i>
supplier	A	50	N	The name of COMPETITOR or value associated with supplier_status of OTHER
supplier_sku	A	50	N	
FSL_ID	A	50	N	

Notes

1. must match 'OPERATOR|DISTRIBUTOR|^\s*\$'
2. must match '^BUYING\$|^NOT-BUYING\$|^\s*\$'
3. must match 'COMPETITOR|OTHER|^\s*\$'