

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 <i>see notes1</i>
interaction_comment	A	2048	N	ignored
company_cmc1	A	200	N	ignored
company_cmc1_nbr	N	9	N	ignored
company_cmc2	A	200	N	ignored
company_cmc2_nbr	N	9	N	ignored
company_cmc3	A	200	N	ignored
company_cmc3_nbr	N	9	N	ignored
company_gpo1	A	200	N	ignored
company_gpo1_nbr	N	9	N	ignored
company_gpo2	A	200	N	ignored
company_gpo2_nbr	N	9	N	ignored
company_gpo3	A	200	N	ignored
company_gpo3_nbr	N	9	N	ignored
call_id	A	40	Y	this is a unique number that identifies the sales call or a question mark (?) if a call_id is not available
call_date	D	10	N	MM/DD/YYYY
call_status	A	11	Y	must be either IN-PROGRESS or COMPLETE <i>see notes2</i>
call_campaign_ref_num	A	50	N	
call_target_ref_num	A	50	N	This value identifies this operator on the sales initiative identified by call_campaign_ref_num
call_distributor_territory	A	50	N	MFR's territory code for the distributor
call_distributor_code	A	20	N	MFR's code for the distributor
call_distributor_name	A	125	N	
call_distributor_city	A	50	N	
call_distributor_state	A	3	N	
call_distributor_zip	A	10	N	
call_additional_resource_type	A	15	N	DISTRIBUTOR or blank <i>see notes3</i>

call_additional_resource_name	A	50	N	Name of additional resource, not currently used.
call_unenroll_reason	A	200	N	
line_product_level	A	3	Y	Indicates the meaning of product_id as either a SKU or product category. Valid values are SKU and CAT.
line_product_id	A	25	N	Business system identifier, remains constant over time - SGB-8353
line_product_name	A	100	N	
line_product_gtin	A	14	N	GTIN for SKU
line_product_manufacturer	A	50	Y	
line_quantity_type	A	15	N	Default: 'NEW' must be either NEW, EXISTING or INCREMENTAL <i>see notes⁴</i>
line_quantity_amt	N	9	Y	
line_quantity_uom	A	6	Y	must be CASES <i>see notes⁵</i>
line_quantity_rate	A	9	Y	must be either PER-WEEK,PER-MONTH,PER-YEAR or ONE-TIME <i>see notes⁶</i>
line_status	A	11	Y	must be either IN-PROGRESS, SALE or NO-SALE <i>see notes⁷</i>
line_nosale_reason	A	50	N	Reason for a NO-SALE
line_nosale_reasoncode	A	15	N	Code identifying Reason for NO-SALE
line_est_order_date	D	10	N	
line_likelihood	N	5	N	
line_comment	A	2048	N	
line_sample_status	A	15	N	Default: 'UNKNOWN' REQUESTED, NOT-NEEDED, SAMPLED <i>see notes⁸</i>
line_sample_comments	A	100	N	Comments related to the Sample Status
line_sale_reason	A	75	N	Reason for a SALE
line_sale_reasoncode	A	15	N	Code identifying Reason for SALE
company_type	A	11	Y	must be OPERATOR or DISTRIBUTOR <i>see notes⁹</i>
company_id	A	20	N	Business system identifier, remains constant over time - O8353205
company_ref_num	A	50	N	This is the value used by the MFR to identify the operator
company_name	A	125	Y	see notes
company_address	A	75	Y	see notes
company_city	A	125	N	see notes
company_state	A	3	N	see notes
company_zip	A	10	N	nnnnn[-nnnn], plus 4 is optional, see notes

company_phone	A	30	N	
company_segment	A	255	N	
company_country	A	50	N	Country
contact_first_name	A	50	N	Company contact for this Call
contact_last_name	A	50	N	Company contact for this Call
contact_title	A	75	N	Company contact for this Call
contact_email	A	75	N	Company contact for this Call
contact_phone	A	30	N	Company contact for this Call
contact_phone_ext	A	12	N	Company contact for this Call
salesperson_email	A	75	N	
salesperson_first_name	A	50	N	
salesperson_last_name	A	50	N	
source_co_type	A	25	Y	must be BROKER <i>see notes¹⁰</i>
source_co_name	A	125	Y	Name of source company

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'
2. must match '^IN-PROGRESS\$|^COMPLETE\$|^UN-ENROLL\$'
3. must match 'DISTRIBUTOR|^\s*\$'
4. must match '^NEW\$|^EXISTING\$|^INCREMENTAL\$'
5. must match 'CASES'
6. must match 'PER-WEEK|PER-MONTH|PER-YEAR|ONE-TIME|NONE'
7. must match '^IN-PROGRESS\$|^SALES\$|^NO-SALES\$'
8. must match '^REQUESTED\$|^NOT-NEEDED\$|^SAMPLED\$|^UNKNOWN\$|^\s*\$'
9. must match 'OPERATOR|DISTRIBUTOR'
10. must match 'BROKER'