



# MERCURY MARINE

## IMPLEMENTATION GUIDE

### ELECTRONIC DATA INTERCHANGE (EDI)

The following guide is intended to facilitate the user in implementing Electronic Data Interchange transactions with Mercury Marine. Every effort has been made to verify that the information contained in this guide conforms to the accepted standards, is up-to-date and valid. Mercury Marine assumes no liability for, nor makes any warranty with respect to, the accuracy of the information in this guide or that its use will ensure error-free transmissions and transactions.

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# TABLE OF CONTENTS

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## SECTION ONE: GENERAL INFORMATION

I.	Introduction . . . . .	1.1
II.	Mercury Marine Direction. . . . .	1.2
III.	Keys to Accomplish EDI Goals . . . . .	1.3
IV.	Getting Started . . . . .	1.4
V.	Contacts. . . . .	1.5
VI.	Terms and Conditions. . . . .	1.6

## SECTION TWO: APPENDIX

I.	List of network providers . . . . .	2.1
II.	List of translator providers . . . . .	2.2
III.	Trading Partner Agreement . . . . .	2.3

## SECTION THREE: TRANSACTIONS

I.	Mercury Marine Interchange Specifications (ISA) . . . . .	3.1
	EDI Transmit/Receive Schedule . . . . .	3.2
II.	Functional Group Header (GS) . . . . .	3.3
III.	Planning Schedule (830) . . . . .	3.4
	Description and Data Set Structure . . . . .	3.4
	Segment Data Contents . . . . .	3.5
	Planning Schedule Examples . . . . .	3.10
IV.	Advance Shipping Notice (856) . . . . .	3.14
	Description . . . . .	3.14
	Data Set Structures . . . . .	3.15
	Segment Data Contents . . . . .	3.16
	Ship Notice Examples . . . . .	3.23
V.	Functional Acknowledgments (997) . . . . .	3.24
	Description and Data Set Structure . . . . .	3.24
	Segment Data Contents . . . . .	3.25
	Functional Acknowledgments Examples . . . . .	3.27

# **Section One: General Information**

## ***I. INTRODUCTION***

### **Position Your Company for a Competitive Advantage**

Doing business electronically can result in many benefits for your organization, including enhanced strategic relationships, reduced purchased prices and procurement costs, better customer service, shorter lead times, and lower inventory levels. By automating communication between your organization and your trading partners, electronic data interchange (EDI) can help realize these advantages and position your company for a competitive advantage.

### **What is EDI?**

EDI is often defined as the computer - to - computer exchange of formatted business transactions in a standard format. Like other modes of electronic communications, EDI allows you to send information over public or private communication links.

The result? Delivery of business documents can take seconds instead of days, and documents are far less likely to get lost or damaged. Unlike other modes of electronic communication, EDI can enable your computer to process information it receives, thereby eliminating clerical tasks and possible keying errors.

### **Standards Make it Possible**

Documents sent via EDI can serve as input for a receiving company's application software because they are formatted according to domestic or international standards. These standards stipulate where certain information should be located. These standards also define which information is mandatory and which is optional.

The standard EDI document format is called a transaction set; commonly referred to as the electronic equivalent of a paper document.

In 1979, the American National Standards Institute (ANSI) chartered a committee known as the Accredited Standards Committee (ASC) X12 to develop national standards for most types of business documents. In addition, some industry associations have developed industry-specific subsets of the ASC X12 standards. These include UCS for grocery, WINS for warehousing, and TDCC for transportation.

## ***II. Mercury Marine's Direction***

### **EDI Intentions**

Mercury Marine has recognized that Electronic Data Interchange - EDI - is a requirement in today's business environment. As a cost efficient and speedy method of moving today's business documents from one company to another, EDI provides the financial and operational advantages companies need in order to remain competitive.

We have the ability to send Vendor Release's (830 - Shipping Schedule), receive the Advanced Ship Notice (856) and send Electronic Funds Transfer (820 – Remittance Advise) with our suppliers. The Electronic Funds Transfer Implementation Guide is available as a separate implementation guide and is not included in this document.

The use of EDI for document exchange has bottom-line benefits and strategic advantages for both trading partners. The benefits of EDI fall into two categories:

- tactical - enabling your organization to cut operation costs and increase efficiency
- strategic - putting distance between your organization and the competition.

EDI will be the standard by which Mercury Marine does business. Mercury is committed to taking both itself and its business partners to a position where we both will realize the full potential of EDI.

### **Potential benefits:**

- Information float is eliminated as EDI speeds up the delivery of goods and services.
- More accurate and timely information allows for better control over inventory and reduces safety stocks.
- Operation costs come down as you reduce paperwork and clerical tasks. Documents are only keyed at the source location, therefore, manual entry costs and paper costs will be reduced. Additionally, delivery and handling costs will be reduced.
- Allowing you to serve customers better, which can raise the value of your products or services and help you increase market share.
- Enabling you to track market trends as they develop - leading to more responsive market strategies.

### ***III. KEYS TO ACCOMPLISHING EDI GOALS***

#### **COMMON FORMAT**

- American National Standards ANSI X12 Format
- Standards are not specific to one company or industry
- Standards are continuing to be improved
- Standards support current and future business transactions

#### **THIRD PARTY NETWORK**

- A common system that allows our suppliers to talk to many customers - not just Mercury Marine
- Capable of transmitting large volume of transactions.
- Security and data controls in place
- Capable of linking with other communication networks (VANS).
- Mercury will use IBM ADVANTIS as our Third Party Network

#### **FLEXIBLE TRANSLATOR SOFTWARE**

- Has the communication package to the IBM ADVANTIS VAN)
- Is expandable for other trading partners and third parties
- Easy to install and read to receive Mercury's EDI documents
- Offers after sale user support
- Mercury recommends Supply Tech STX as the translator of choice.

#### **TRADING PARTNER COOPERATION**

- Must agree on the documents to automate (transaction sets)
- Must agree on the document content
- Must work together to test the process
- Must work together to ensure continued success

## **IV. GETTING STARTED**

If you are new to EDI, the following list summarizes steps that you could use to become active in EDI.

- 1. Obtain Management commitment.**
- 2. Obtain EDI education** by attending conferences, reading educational materials, and contacting companies that are already active in EDI.
- 3. Determine your EDI translation and communications software requirements.** Translation software is needed to convert your company's information to the standard industry format you and your trading partner have selected. Because different trading partners may choose different releases of the same transaction, you will want a translation program that supports multiple standards and release levels. Mercury Marine recommends that you do the research for an EDI solution that best fits your companies needs.

<http://www.sterlingcommerce.com/>

<http://www.gxs.com>

<http://www.covalentworks.com>

<Http://www.spscommerce.com>

- 4. Determine your hardware requirements.** You will need a PC capable of running your chosen EDI translation software. You will also need a MODEM that will allow you to send and receive documents.
- 5. Choose a VAN (Value Added Network).** You will need to establish communications links between your EDI system and those of your trading partners. By connecting to a VAN, you can communicate with thousands of different companies, both domestically and internationally, without concern for hardware compatibility or timing. A VAN is like a post office mail-box; the sender transmits the document (any time of day or night), the VAN puts the document in the correct mail-box, and the receiver picks up the document from his mail-box (any time).
- 6. Analyze your business documents** to determine which would be the best to trade electronically.
- 7. Identify resources to coordinate EDI** at all levels: technical, accounting, purchasing, marketing, etc.

Your company will realize the full potential of EDI only if you interface the EDI business documents directly into and out of your corporate business systems. This process requires an internal business application (computer program) to be written by your I/S staff or systems vendor.

- 8. Choose a trading partner** to begin testing.

## **IV. CONTACTS**

### **IF YOU ARE EDI CAPABLE**

Contact your EDI software vendor or internal systems personnel to assess your EDI capability with Mercury Marine. You can use the implementation guide containing Mercury Marine's specifications. Call the Mercury Marine Coordinator at (405) 743-7510 if you have any questions.

### **IF YOU ARE NOT EDI CAPABLE**

Contact Harbinger Corp. or the EDI software vendor of your choice.

Harbinger/Supply Tech.	(734) 998-4000
<b>Brett Stamats</b>	(734) 998-4099 fax
1000 Campus Drive	(734) 998-4041 direct
Ann Arbor, MI 48104-6700	BStamats@Harbinger.com

### **CONNECTIVITY TESTING**

Harbinger Corp. EDI software - Support Services	(734) 998-4100
Other software - Mercury Marine EDI Coordinator	(405) 743-7510

### **TRANSACTION TESTING**

Mercury Marine EDI Coordinator	(405) 743-7510
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### **POST IMPLEMENTATION/PRODUCTION DATA CONTENT AND/OR INTERPRETATION**

Mercury Marine EDI Coordinator	(405) 743-7510
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### **EDI TRANSLATOR OR COMMUNICATIONS**

Harbinger Corp. - Support Services	(734) 998-4100
<b>OR</b> your EDI provider	

*Note: Please call your Mercury Marine EDI Representative for any unresolved issues.*

## **VI. TERMS AND CONDITIONS**

To become a Mercury Marine trading partner, we require that the Mercury Marine Trading Partner Agreement be signed and returned to our Purchasing department or EDI group before Mercury Marine will send or receive EDI documents.

Please make sure that your company has approved this agreement to expedite the EDI implementation process.

*See Appendix III: Sample Trading Partner Agreement.*



## **Section Two: Appendices**

### ***Appendix I***

#### **LIST OF NETWORK PROVIDERS**

There are many providers of network (i.e. mailbox) services. Each company has different requirements for these services. Normally, when you work with your translator vendor, they will be able to help you.

##### **Attributes to consider in selecting a VAN:**

1. Timely Response to Questions
2. Courtesy of Help Desk Personnel
3. Courtesy of Implementation Team
4. 24-hour, 7-day Help Desk
5. Problems logged and tracked
6. Follow Through on commitments
7. Ease of installation
8. Competitive Fees
9. Quick Problem Resolution
10. Reliable Connections

Mercury Marine uses ADVANTIS as our network provider.

##### **Advantages with ADVANTIS:**

1. Ease of implementation with Mercury Marine
2. Quick transaction processing (No VAN interconnect time)
3. Limited Service Agreements (LSA) - provides reduced costs with startup and dealing with Mercury Marine

## ***Appendix II***

### **TRANSLATOR SOFTWARE PROVIDERS**

There are even more providers of translation software and services. Again, each company has different requirements, depending on your business and computer environment. Mercury Marine has formed a partnership with Harbinger Corp., the largest provider of EDI software and services.

Contact Harbinger Corp. or the EDI software vendor of your choice.

Harbinger Corp.	(734) 998-4000
<b>Brett Stamats</b>	(734) 998-4099 fax
1000 Campus Drive	(734) 998-4039 direct
Ann Arbor, MI 48104-6700	BStamats@Harbinger.com

#### **Attributes to consider in selecting an EDI Translator package:**

1. Ongoing Service Support
2. Flexibility for Customer Needs
3. Processing Speed
4. Ease of Upgrading
5. Readable & Usable Software Documentation
6. Ability to Handle real-time EDI
7. On-line Setup and Maintenance
8. Ease of Fit to Data Processing Environment
9. Exception & Reconciliation Reports
10. Customized Screen Reports
11. Simplicity of Contract & License
12. Supports Encryption and Authentication
13. On-Site Installation Assistance
14. Ability to support all EDI standards
15. Ability to support all versions of EDI standards.

## **Appendix III**

### **TRADING PARTNER AGREEMENT**

THIS AGREEMENT is entered into this \_\_\_\_ day of \_\_\_\_\_, 20\_\_, by and between **MERCURY MARINE**, a Brunswick owned corporation having a place of business at W6250 Pioneer Road, P.O. Box 1939, Fond Du Lac, Wisconsin 54936-1939 (hereinafter "Mercury Marine"), and \_\_\_\_\_ a \_\_\_\_\_ having a place of business at \_\_\_\_\_ (hereinafter "TRADING ENTITY");

Mercury Marine and TRADING ENTITY shall collectively be referred to as the "Parties".

#### **RECITALS**

Mercury Marine and TRADING ENTITY desire to facilitate purchase and sale business document transactions ("Transactions") by electronically transmitting and receiving data in agreed formats in substitution for conventional paper-based documents and to assure that such Transactions are not legally invalid or unenforceable as a result of the use of available electronic technologies for the mutual benefit of the Parties.

NOW THEREFORE, the Parties, intending to be legally bound, agree as follows:

#### **SECTION 1 Prerequisites**

- 1.1 Document Standards. Each Party may electronically transmit to or receive from the other Party any of the transaction set(s) listed in the Appendix, and the transaction set(s) which the Parties by written agreement add to the Appendix (collectively "Documents"). Any transmission of data which is not a Document shall have no force or effect between the Parties unless justifiably relied upon by the receiving Party. All Documents shall be transmitted in accordance with the standards set forth in the Appendix.
- 1.2 Third Party Service Providers.
  - 1.2.1 Documents will be transmitted electronically to each Party either, as specified in the Appendix, directly or through any third party service provider ("Provider") with which either Party may contract. Either Party may modify its election to use, not use, or change a Provider upon 30 days written prior notice to the other Party.
  - 1.2.2 Each Party shall be responsible for the costs of any Provider with which it contracts, unless otherwise set forth in the Appendix.

1.2.3 Each Party shall be liable for the acts or omissions of its Provider while transmitting, receiving, storing or handling Documents, or performing related activities, for such Party; provided that if both the Parties use the same Provider to effect the transmission and receipt of a Document, the originating Party shall be liable for the acts or omissions of such Provider as to such Document.

1.3 System Operations. Each Party, at its own expense, shall provide and maintain the equipment, software, services and testing necessary to effectively and reliably transmit and receive Documents.

1.4 Security Procedures. Each Party shall properly use those security procedures, including those specified in the Appendix, if any, which are reasonably sufficient to ensure that all transmissions of Documents are authorized and to protect its business records and data from improper access.

1.5 Signatures. Each Party shall adopt as its signature an electronic identification consisting of symbol(s) or code(s) which are affixed to or contained in each Document transmitted by such Party ("Signatures"). Each Party agrees that any Signature of such Party affixed to or contained in any transmitted Document shall be sufficient to verify such Party originated such Document. Neither party shall disclose to any unauthorized person the Signatures of the other Party.

## **SECTION 2**

### **Transmissions**

2.1 Proper Receipt. Documents shall not be deemed to have been properly received, and no Document shall give rise to any obligation, until accessible to the receiving Party at such Party's Receipt Computer designated in the Appendix.

2.2 Verification. Upon proper receipt of any Document, the receiving Party shall promptly and properly transmit a functional acknowledgment in return, unless otherwise specified in the Appendix. A functional acknowledgment shall constitute conclusive evidence a Document has been properly received.

2.3 Acceptance. If acceptance of a Document is required by the Appendix, any such Document which has been properly received shall not give rise to any obligation unless and until the Party initially transmitting such Document has properly received in return an Acceptance Document (as specified in the Appendix).

2.4 Garbled Transmissions. If any transmitted Document is received in an unintelligible or garbled form, the receiving Party shall promptly notify the originating Party (if identifiable from the received Document) in a reasonable manner. In the absence of such a notice, the originating Party's records of the contents of such Documents shall control.

### **SECTION 3**

#### **Transaction Terms**

3.1 Terms and Conditions. This Agreement is to be considered part of any other written agreement referencing it or referenced in the Appendix. In the absence of any other written agreement applicable to any Transaction made pursuant to this Agreement, such Transaction (and any related communication) also shall be subject to terms and conditions, including any terms for payment, specified in the Appendix.

3.2 Conflict. The Parties acknowledge that the terms and conditions set forth on their standard forms may be inconsistent or in conflict with the Appendix terms. The terms of this Agreement shall prevail in the event of any conflict with any other terms and conditions applicable to any Transaction.

3.3 Confidentiality. No information contained in any Document or otherwise exchanged between the Parties shall be considered confidential, except to the extent provided in Section 1.5, by written agreement between the Parties, or by applicable law.

3.4 Validity: Enforceability.

3.4.1 This Agreement has been executed by the Parties to evidence their mutual intent to create binding purchase and sale and other obligations pursuant to the electronic transmission and receipt of Documents specifying certain of the applicable terms.

3.4.2 Any Document properly transmitted pursuant to this Agreement shall be considered, in connection with any Transaction, any other written agreement described in Section 3.1, or this Agreement, to be a "writing" or "in writing"; and any such Document when containing, or to which there is affixed, a Signature Document ("Signed Documents") shall be deemed for all purposes (a) to have been "signed" and (b) to constitute an "original" when printed from electronic files or records established and maintained in the normal course of business.

3.4.3 The conduct of the Parties pursuant to this Agreement, including the use of Signed Documents properly transmitted pursuant to this Agreement, shall, for all legal purposes, evidence a course of dealing and a course of performance accepted by the Parties in furtherance of this Agreement, any Transaction and any other written agreement described in Section 3.1.

3.4.4 The Parties agree not to contest the validity or enforceability of Signed Documents under the provision of any applicable law relating to whether certain agreements are to be in writing or signed by the party to be bound thereby. Signed documents, if introduced as evidence on paper in any judicial, arbitration, mediation or administrative proceedings, will be admissible as between the Parties to the same extent and under the same conditions as other business records originated and maintained in documentary form. Neither party shall contest the admissibility of copies of Signed Documents under either the business records exception to the hearsay rule or the best evidence rule on the basis that the Signed Documents were not originated or maintained in the documentary form.

## **SECTION 4**

### **Miscellaneous**

4.1 Termination. This Agreement shall remain in effect until terminated by either Party with not less than 30 days prior written notice, which notice shall specify the effective date of termination; provided, however, that any termination shall not affect the respective obligations or rights of the Parties arising under any Documents or otherwise under this Agreement prior to the effective date of termination.

4.2 Severability. Any provision of this Agreement which is determined to be invalid or unenforceable will be ineffective to the extent of such determination without invalidating the remaining provisions of this Agreement or affecting the validity or enforceability of such remaining provisions.

4.3 Entire Agreement. This Agreement and its Appendix, constitute the complete agreement of the Parties relating to the matters specified in this Agreement and supersede all prior representations or agreements, whether oral or written, with respect to such matters. No oral modification or waiver of any of the provisions of this Agreement shall be binding on either Party. No obligation to enter into any Transaction is to be implied from the execution or delivery of this Agreement. This Agreement is for the benefit of, and shall be binding upon, the Parties and their respective successors and assigns.

4.4 Governing Law. This Agreement shall be governed by and interpreted in accordance with the laws of the State of Wisconsin.

4.5 Force Majeure. No party shall be liable for any failure to perform its obligations in connection with any Transaction or any Document, where such failure results from any act of God or other cause beyond such Party's reasonable control that results in mechanical, electronic or communications failure which prevents such Party from transmitting or receiving any Documents.

4.6 Limitation of Damage. Neither party shall be liable to the other for any special, incidental, exemplary or consequential damages arising from or as a result of any delay, omission or error in the electronic transmission or receipt of any Documents pursuant to this Agreement, even if either Party has advised of the possibility of such damage.

## APPENDIX

### STANDARDS

All EDI transactions shall comply with the standards set by ANSI ASC X.12 (American Standards Institute, Accredited Standards Committee X.12).

Selected standards include, as applicable, all data dictionaries, segment dictionaries and transmission controls referenced in those standards, but include only the Transaction Sets listed in the DOCUMENTS section of this Appendix below.

### GUIDELINES

Implementation Guidelines as agreed upon by both Parties.

The provisions of the Agreement (including this Appendix) shall control in the event of any conflict with any list guidelines.

### DOCUMENTS

Transaction Set No.	Document Name or Description	Version Release	Functional Ack. Required (Yes or No)	Acceptance Required (Yes or No)
830	Planning Schedule	004010	Yes	N/A
856	Advance Ship Notice	004010	Yes	N/A

**I. THIRD PARTY SERVICE PROVIDERS**

ADVANTIS - IBM

**II. RECEIPT COMPUTER**

Mercury Marine W6250 Pioneer Road, Fond du Lac, WI 54936 (920) 929-5000

**III. TRADING ENTITY**

Trading Partner	Trading Partner Address	Phone Number
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**IV. SECURITY PROCEDURES**

None - November 11, 1996

**V. EXISTING AGREEMENTS**

If the Parties select additional forms that are applicable, attach applicable forms.

**VI. TERMS AND CONDITIONS**

If the Parties select additional terms and conditions pursuant to Paragraph 3.1:

Terms and Conditions, Attached



IN WITNESS WHEREOF, the Parties have executed this Agreement as of the date first above written.

**MERCURY MARINE**, a Division of Brunswick Corporation

by: \_\_\_\_\_  
(signature)

\_\_\_\_\_  
(typed/printed name)

\_\_\_\_\_  
(title)

\_\_\_\_\_  
(date)

**OTHER COMPANY'S NAME**

by: \_\_\_\_\_  
(signature)

\_\_\_\_\_  
(typed/printed name)

\_\_\_\_\_  
(title)

\_\_\_\_\_  
(date)



## Section Three: Transactions

### *II. Mercury Marine's Interchange Specifications (ISA)*

Interchange Start Segment:

**Outbound EDI (from Mercury Marine)**

interchange ID qualifier - ISA05:

interchange sender ID - ISA06:

ISA

14 (modified DUNS No. qualifier)

001307636M (modified DUNS No.)

**Inbound EDI (to Mercury Marine)**

interchange ID qualifier - ISA07:

interchange receiver ID - ISA08:

14 (modified DUNS No. qualifier)

001307636M (modified DUNS No.)

Outbound EDI will have Mercury Marine's ID codes in the sender ID spaces and supplier's ID codes in the receiver ID spaces. Inbound EDI ISA segments should be reversed (sender is supplier, receiver is Mercury Marine).

interchange version ID - ISA12:

00400

network:

VAN account ID:

VAN user ID:

**IBM ADVANTIS**

**MM12**

**MM12EDI**

#### **Documents:**

1. **Transmit Planning Schedule - 830 - v. 4010** see EDI Schedule (next page)
  - The Planning Schedule is requested by a Purchasing analyst in any of Mercury Marine's facilities on any day of the week. It can be selected for all vendors supplying a Mercury plant, for only one supplier, or for only specified parts for an individual supplier.
  - Although the program runs daily, only those requested will be processed. For that reason, **you should look in your mail box on a daily basis. Normally, it will be in your mailbox by 6 am. However, if there are systems problems, it could be later.**
2. **Receive Advance Ship Notice (ASN) - 4010** see EDI Schedule (next page)
  - The ASN should be sent when the parts leave your dock.
  - Mercury Marine will be using the ASN to receive your parts; hence it is extremely important the ASN be in our system prior to the parts arrival.
  - As soon as the ASN is electronically accepted into our system, it will be visible to all using our system (i.e. receiving, purchasing, shop floor).

\*\* All times are Central time zone.

\*\* In the future, we plan to upgrade to new releases when and if justified by us or our trading partners. Trading partners will be given advance notice of our intentions and sufficient time to upgrade to the new version.

## **Mercury Marine EDI Schedule**

- |            |                     |           |
|------------|---------------------|-----------|
| • 5:00 AM  | EDI VAN Pickup      | Mon.-Fri. |
| • 8:30 AM  | EDI VAN Pickup      | Mon.-Fri. |
| • 10:00 AM | EDI VAN Pickup      | Mon.-Fri. |
| • 11:30 AM | EDI VAN Pickup      | Mon.-Fri. |
| • 1:00 PM  | EDI VAN Pickup      | Mon.-Fri. |
| • 3:00 PM  | EDI VAN Pickup      | Mon.-Fri. |
| • 5:00 PM  | EDI VAN Pickup      | Mon.-Fri. |
| • 6:00 PM  | EDI VAN Pickup      | Mon.-Fri. |
| • 8:00 PM  | EDI VAN Pickup      | Mon.-Fri. |
| • 11:00 PM | EDI Transmit Start  | Mon.-Sat. |
| • 3:00 AM  | EDI Transmit Finish | Mon.-Sat. |

All times for North American Central time zone



### III. Functional Group Header (GS)

Purpose: To indicate the beginning of a functional group and to provide control information.

Example: **GS\*PS\*001307636M\*MM12345\*20011101\*0430\*1\*X\*4010**

(Please note: Example is for an outbound transaction from Mercury

If it were incoming, the data in the GS02 and GS03 would be reversed)

<u>Element</u>	<u>Description</u>	<u>Length</u>	
		<u>Min.</u>	<u>Max.</u>
<b>GS01</b>	functional ID code <b>PS</b> for 830 <b>SH</b> for 856 <b>AK</b> for 997 Varies by functional group to which transaction belongs	2	2
<b>GS02</b>	application sender's code always <b>001307636M</b>	2	12
<b>GS03</b>	application receiver's code always your Mercury vendor code preceded by MM	2	12
<b>GS04</b>	group date	8	8
<b>GS05</b>	group time	4	4
<b>GS06</b>	group control number sequential number by functional ID code and trading partner	1	9
<b>GS07</b>	responsible agency code - always <b>X</b>	1	2
<b>GS08</b>	transaction version <b>4010</b>	1	12

## ***Planning Schedule with release capability (830), Version 4010***

Purpose: The planning schedule transaction may be used with a blanket purchased order on file.

Transaction set 830 can be used for the following:

- 1) A simple forecast,
- 2) A forecast with the buyers authorization for the seller to commit to resources, or
- 3) A release against a blanket purchase order.

For Mercury Marine, the 830:

- 1) The authorization document of the original blanket order contract,
- 2) Provides a delivery schedule (time and quantity),
- 3) Provides a confidence level of the forecasted data (firm or plan),
- 4) Authorizes raw material procurement,
- 5) Provides an intent of future usage for your shop floor planning

**Mercury Marine requires a functional acknowledgment (997) be returned within 24 hours of our transmission to your company.**

### **4010 Segment Usage**

<u>Segment Indicator</u>	<u>Segment Description</u>	<u>Mandatory /Optional</u>	<u>Max. Use</u>
<b>ST</b>	transaction set header	M	1
<b>BFR</b>	beginning segment for planning schedule	M	1
<b>PER</b>	administrative communications contact	M	3
<b>N1</b>	name (SU - supplier company)	M	1
<b>N1</b>	name (ST - ship to plant)	M	1
<b>N3</b>	address information	M	2
<b>N4</b>	geographic location	M	1
<b>N1</b>	name (BT - bill to plant)	M	1
<b>N3</b>	address information	M	2
<b>N4</b>	geographic location	M	1
<b>LIN</b>	item identification detail	M	1
<b>UIT</b>	unit information	M	1
<b>ATH</b>	resource authorization	M	20
<b>SDP</b>	ship/delivery pattern	M	1
<b>FST</b>	forecast schedule	M	260
<b>SHP</b>	shipped/received information	M	2
<b>CTT</b>	transaction totals	M	1
<b>SE</b>	transaction set trailer	M	1

### **ST - Transaction Set (Header Area)**

Purpose: to indicate the start of a transaction set and to assign a control number

Example: ST\*830\*000000001

		Length	
<u>Element</u>	<u>Description</u>	<u>Min.</u>	<u>Max.</u>
ST01	transaction set ID code - always <b>830</b>	3	3
ST02	transaction set control number	4	9

### **BFR - Beginning Segment for Planning Schedule**

Purpose: to indicate the beginning of a planning schedule transaction set; whether a ship or delivery based forecast; and related forecast envelope dates

Example: BFR\*05\*REFERENCE LIN\*\*DL\*A\*20010101\*20011201\*20011010

		Length	
<u>Element</u>	<u>Description</u>	<u>Min.</u>	<u>Max.</u>
BFR001	transaction set purpose code - always 05 (replace)	2	2
BFR002	reference number - always <b>REFERENCE LIN</b>	13	13
BFR003	release number	Not used	
BFR004	forecast type qualifier - always <b>DL</b> (delivery based)	2	2
BFR005	forecast quantity qualifier - always <b>A</b> actual discrete quantities	1	1
BFR006	date - past date - always <b>current year/01/01</b>	8	8
BFR007	date - future date - 1 year and 2 months in future	8	8
BFR008	date - run date	8	8

### **PER - Administrative Communications Contact**

Purpose: to identify a person or office to whom administrative communications should be directed

Example: PER\*EX\*ANALYST NAME

		Length	
<u>Element</u>	<u>Description</u>	<u>Min.</u>	<u>Max.</u>
PER001	contact function code - always <b>EX</b> (expediter)	2	2
PER002	name	1	35



### **N1 - Name**

Purpose: to specify transportation instructions relating to shipment

Example: N1\*SU\*YOUR COMPANY\*92\*12345

N1\*ST\*PLANT #17\*92\*PLT 17

N1\*BT\*PLANT #17

<u>Element</u>	<u>Description</u>	<u>Length</u>	
		<u>Min.</u>	<u>Max.</u>
N101	entity ID Code	2	2
	SU - supplier name		
	ST - ship to plant		
	BT - bill to plant		
N102	name	1	35
N103	ID code qualifier - always <b>92</b> (assigned by buyer)	1	2
N104	ID code - your Mercury Marine assigned vendor number	2	17

### **N3 – Address Information (with BT & ST)**

Purpose: to specify the location of the named party

Example: N3\*MERCURY MARINE\*W6250 W. PIONEER ROAD

<u>Element</u>	<u>Description</u>	<u>Length</u>	
		<u>Min.</u>	<u>Max.</u>
N301	address	1	35
N302	address	1	35

### **N4 - GEOGRAPHIC LOCATION (With BT & ST)**

Purpose: to specify the geographic place of the named party

Example: N4\*FOND DU LAC\*WI\*54935

<u>Element</u>	<u>Description</u>	<u>Length</u>	
		<u>Min.</u>	<u>Max.</u>
N401	city name	2	19
N402	state/providence code	2	2
N403	postal code - zip code	5	9

### **LIN - ITEM IDENTIFICATION DETAIL**

Purpose: to specify basic item identification data

Example: LIN\*\*BP\* 22-68728\*PO\*P005079-10\*PD\*FITTING-SPECIAL\*\*\*EC\*AA

		Length	
<u>Element</u>	<u>Description</u>	<u>Min.</u>	<u>Max.</u>
LIN01	assigned identification	Not used	
LIN02	product/service ID qualifier - always <b>BP</b> buyer's part number	2	2
LIN03	product/service ID	1	30
LIN04	product/service ID qualifier - always <b>PO</b> purchase order number	2	2
LIN05	product/service ID	1	30
LIN06	product/service ID qualifier - always <b>PD</b> part number description	2	2
LIN07	product/service ID	1	30
LIN08	product/service ID qualifier - always <b>VP</b> vendor's part number (if available)	2	2
LIN09	product/service ID	1	30
LIN10	product/service ID qualifier - always <b>EC</b> engineering change level (if available)	2	2
LIN11	product/service ID	1	30

### **UIT - UNIT DETAIL**

Purpose: to specify item unit data

Example: UIT\*PC

		Length	
<u>Element</u>	<u>Description</u>	<u>Min.</u>	<u>Max.</u>
UIT01	unit of measure code	2	2

### **ATH - RESOURCE AUTHORIZATION**

Purpose: to specify resource authorizations (i.e. finished, labor, material, etc.) in the planning schedule

Example: ATH\*FI\*20011113

		Length	
<u>Element</u>	<u>Description</u>	<u>Min.</u>	<u>Max.</u>
ATH01	resource authorization code MT - material FI - finished (labor, material, & overhead/burden)	2	2
ATH02	date	8	8

### **SDP - SHIP/DELIVERY PATTERN**

Purpose: to identify specific ship/delivery requirements

Example: SDP\*A\*A

<u>Element</u>	<u>Description</u>	<u>Length</u>	
		<u>Min.</u>	<u>Max.</u>
SDP01	ship/delivery pattern - always <b>A</b> (Monday through Friday)	1	2
SDP02	ship/delivery pattern time - always <b>A</b> (1st shift)	1	1

### **FST - FORECAST SCHEDULE**

Purpose: to specify the forecasted dates and quantities

Example: FST\*492\*C\*D\*20011024

<u>Element</u>	<u>Description</u>	<u>Length</u>	
		<u>Min.</u>	<u>Max.</u>
FST01	quantity	1	10
FST02	forecast qualifier C = firm D = planning	1	1
FST03	forecast timing qualifier D = discrete W = weekly bucket (Monday through Sunday) M = monthly bucket (calendar month)	1	1
FST04	date	8	8

### **SHP - SHIPPED/RECEIVED INFORMATION**

Purpose: to specify shipment and/or receipt information

Example 1: SHP\*01\*500\*050\*20011009 <=== discrete quantity

Example 2: **SHP\*02\*15780\*051\*20011009** <=== cumulative quantity

Two iterations of the SHP segment are sent:

<u>Element</u>	<u>Description</u>	<u>Length</u>	
		<u>Min.</u>	<u>Max.</u>
SHP01	quantity qualifier <b>01</b> - discrete quantity <b>02</b> - cumulative quantity	2	2
SHP02	quantity	1	10
SHP03	date/time qualifier <b>050</b> - date received <b>051</b> - cumulative dates	3	3
SHP04	date (last received date)	8	8
SHP05	time - not used	Not Used	
SHP06	thru current run date	8	8

### **CTT - TRANSACTION TOTALS**

Purpose: to transmit a hash total for a specific element in the transaction set... number of line items (CTT01) is the accumulation of the number of LIN segments... hash total (CTT02) is the sum of the values of quantities (FST01) for each FST segment.

Example: CTT\*1\*32492

		Length	
<u>Element</u>	<u>Description</u>	<u>Min.</u>	<u>Max.</u>
CTT01	number of line items	1	6
CTT02	hash totals	1	10

### **SE - TRANSACTION SET TRAILER**

Purpose: to indicate the end of the transaction set and provide the count of the transmitted segments including the beginning and ending SE segments.

Example: SE\*33\*000000001

		Length	
<u>Element</u>	<u>Description</u>	<u>Min.</u>	<u>Max.</u>
SE01	number of included segments	1	6
SE02	transaction set control number (same as corresponding ST02)	4	9

## **Raw Data for EDI 830 Planning Schedule**

GS\*PS\*001307636M\*MM99999\*20010417\*0335\*60\*X\*00400.  
ST\*830\*0061.  
BFR\*05\*REFERENCE LIN\*\*DL\*A\*20010101\*20010701\*20010417.  
PER\*EX\*MERCURY EXPEDITER.  
N1\*SU\*YOUR COMPANY NAME\*92\*99999.  
N1\*ST\*PLANT#14 MERCURY MARINE\*92\*PLT 14.  
N3\*DIV. OF BRUNSWICK CORP.\*3003 N. PERKINS RD.  
N4\*STILLWATER\*OK\*740742299.  
N1\*BT\*PLANT#14 MERCURY MARINE.  
N3\*3003 N. PERKINS RD.  
N4\*STILLWATER\*OK\*740752299.  
LIN\*\*BP\* 12- 12345 \*PO\*P123456-16\*PD\*CUP-ROLLER  
BEARING\*VP\*93427127\*EC\*AA.  
UIT\*PC.  
ATH\*FI\*20010715.  
ATH\*MT\*20010820.  
SDP\*A\*A.  
FST\*650\*C\*D\*20010418.  
FST\*975\*C\*D\*20010425.  
FST\*325\*C\*D\*20010502.  
FST\*650\*C\*D\*20010509.  
FST\*325\*C\*D\*20010516.  
FST\*325\*D\*D\*20010523.  
FST\*650\*D\*D\*20010530.  
FST\*1300\*D\*D\*20010606.  
FST\*650\*D\*D\*20010613.  
FST\*325\*D\*D\*20010620.  
FST\*325\*D\*D\*20010627.  
FST\*650\*D\*D\*20010702.  
FST\*650\*D\*D\*20010711.  
FST\*650\*D\*M\*20010718.  
FST\*1625\*D\*M\*20010801.  
FST\*650\*D\*M\*20010815.  
FST\*2275\*D\*M\*20010904.  
FST\*2600\*D\*M\*20011003.  
FST\*2275\*D\*M\*20011102.  
FST\*2400\*D\*M\*20011201.  
FST\*4550\*D\*M\*20020102.  
FST\*2600\*D\*M\*20020203.  
FST\*2275\*D\*M\*20020301.  
SHP\*01\*325\*050\*20010411.  
SHP\*02\*31325\*051\*20010101\*\*20010417.  
CTT\*1\*25376.  
SE\*58\*0061.

# 830 Vendor Release Sample

Supply Tech for DOS version

04/21/96 1

2 20:53

3

Mercury Marine  
Vendor Delivery Release

4  
Release Date: 04/17/96

5  
Page: 1

6

Analyst:  
**MERCURY EXPEDITER**

- . THIS SCHEDULE SUPERSEDES ALL PREVIOUS SCHEDULES ON ORDERS LISTED
- . UPON ACCEPTANCE THIS SHALL BECOME A FIRM MUTUAL COMMITMENT TO:
  1. THE DELIVERY SCHEDULE BELOW IN ACCORDANCE WITH THE TERMS OF THE LISTED PURCHASE ORDER(S); AND
  2. THE AUTHORIZED RAW MATERIAL BY MONTH BELOW.
- . ADVISE IMMEDIATELY IF NOT IN AGREEMENT WITH OUR RECORDS. LACK OF WRITTEN RESPONSE ASSUMES ACCEPTANCE.

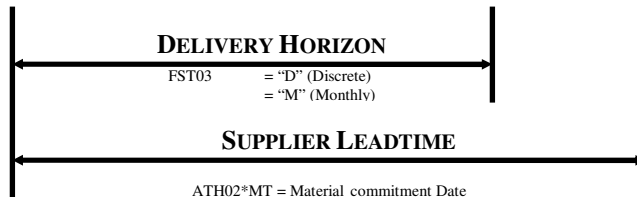
7

SUPPLIER: 99999  
**YOUR COMPANY NAME**

8 SHIP TO:  
PLANT #14MERCURY MARINE  
DIV. OF BRUNSWICK CORP.  
3003 N. PERKINS RD.  
STILLWATER, OK 74075-2299

9 INVOICE TO:  
PLANT #14MERCURY MARINE  
3003 N. PERKINS RD.  
STILLWATER, OK 74075-2299

<u>10</u>	<u>11</u>	<u>12</u>	<u>13</u>	<u>14</u>				<u>15</u>	<u>16</u>
Part No.	Purchase	Last Rectp	Receipts	--- Dates below reflect delivery at our plant ---				Authorized Raw	For Planning
Unit/Measure	Order	Date	01/01/96	----- Delivery Schedule -----				Material	Only
Description	Number	Quantity	04/17/96	Quantity	Date	Type	Quantity	Month	Quantity Month
12- 12345	P123456-P	04/11/96	7475	650	04/18/96	FIRM	650	JUL 96	650 AUG 96
Piece		325		975	04/25/96	FIRM	1625	AUG 96	2275 SEP 96
Cup-Roller Bearing				325	05/02/96	FIRM			2600 OCT 96
				650	05/09/96	FIRM			2275 NOV 96
				325	05/16/96	FIRM			2400 DEC 96
				325	05/23/96	PLAN			4550 JAN 97
				650	05/30/96	PLAN			2600 FEB 97
				1300	06/06/96	PLAN			2275 MAR 97
				650	06/13/96	PLAN			1300 APR 97
				325	06/20/96	PLAN			325 MAY 97
				325	06/27/96	PLAN			
				650	07/02/96	PLAN			
				650	07/11/96	PLAN			



## FST02 Commitment Level

C (FIRM): High level of confidence that date or quantity will not change.

D (PLAN): Under MRP control, probably will fluctuate. As per the initial purchase order for each unique part states, Mercury Marine has firm quantities and dates for twenty-five days after the vendor release request date. The remaining dates are likely to fluctuate until they are within the twenty-five day range.

## FST03 Forecast Qualifier - Interval group of forecast

D: Discrete quantity on specified date.

W: Weekly bucket; Monday through Sunday.

M: Cumulative quantity on specified date.

## ATH02(FI) Finished Inventory Resource Authorization Date

Latest commitment date for fabrication. All FST segments with orders before this date are commitments to pay for the parts ordered and take delivery of the parts on the listed date. Note: These numbers will fluctuate slightly from week to week as the demand for the parts varies.

## ATH02(MT) Material Resource Authorization Date

Latest commitment date for raw material. All FST segments with orders after this date are to be considered for planning use only. (Last column on the right)

## **830 Vendor Release Sample Notes**

### **THIS FORMAT:**

- The Authorization document of the original blanket order contract.
- Provides a delivery schedule (time and quantity).
- Provides a confidence level of the forecasted data (firm or plan).
- Authorizes raw material procurement.
- Provides intent of future usage for your shop floor planning.

### **REFER TO THE "REPLACE MATERIAL RELEASE" FORMAT AND NOTE THE LOCATION OF THE FOLLOWING INFORMATION.**

1. The **date** your software printed the release.
  2. The **time** your software printed the release.
  3. **"Mercury Marine Vendor Delivery Release"** supersedes all previous schedules on orders listed.
  4. **"Release Date"**. The date Mercury released the "Replace Material Release".
  5. **Page** number.
  6. **"Analyst"**. This person, at Mercury Marine, is your contact for the release and delivery information. There may be more than one contact per plant location. The buyer continues to negotiate and control price, engineering and quality problems, etc.
  7. **"Supplier"**. Your company name and Mercury Marine assigned supplier number.
  8. **"Ship To"**. Each release specifies the Mercury plant number and ship to address. Only the specified plant can receive this material.
  9. **"Mail Invoice To"**. Invoice to be mailed with the bill of lading, to the address shown in "Mail Invoice To". Evaluated Receipts Settlement (ERS) suppliers are not required to send invoices. Only the address shown has the authorization to pay for this material.
  10. **"Part No. Unit/Measure Description"** Only one part number and description will coincide with each blanket purchase order number.
  11. **"Purchase Order Number"**. Only one part number will coincide with each blanket order number.
  12. **"Last Recpt Date Quantity"**. Represents the last recorded receipt by us as of the end of business on the release date. It is important that you consider this information and correct, if necessary, for shipments made by you but not yet recorded by us.
  13. **"Receipts MM/DD/YY MM/DD/YY"**. Represents recorded receipts by us on and through the specified time period.
  14. **"Dates below reflect delivery at our plant"**. Ship to arrive as released. Early or late delivery disrupts manufacturing operations.
  15. **"Delivery Schedule: Quantity, Date, and Type"** is a list of quantity, date, and type (firm or plan) of releases.
- FIRM indicates our confidence level of the forecasted data that won't change by quantity and/or date.
  - PLAN indicates our confidence level of the forecasted data that may change by quantity and/or date/month from the first pegged "PLAN" through the "Authorized Raw" and "For Planning Only" forecast.
16. **"Authorized Raw material"** is a list of quantity by month of raw authorized material procurement.
  17. **"For Planning only"** is a list of quantity by month of possible future commitments. Quantities shown under the heading "Planning Only" will not be considered as commitments and will not be obligatory to Mercury Marine or the vendor.
- If you supply a large variety of Mercury parts, you may expect to print several pages each release. If more than one Mercury person handles your account, you will print releases per individual person. It is important that all information pertaining to "Replace Material Releases" be sent to the person specified under "Expediter" on each release. Advise immediately if not in agreement with our records; lack of written response assumes acceptance.

- Each subsequent "Replace Material Release" supersedes and voids the previous releases.
- Each part number corresponds to a blanket purchase order number. This order number, as well as the part number, must appear on all packing slips, invoices, and correspondence. Your vendor number must also be shown on all invoices.
- All contractual changes to the blanket order are the responsibility of the buyer/agent who negotiated the order. Mercury Marine recognizes only an authorized buyer as its agent authorized to enter into purchase contracts.



#### ***IV. Advanced Ship Notice (856), Version 4010***

**Purpose:** This transaction set lists the contents of a shipment of goods as well as additional information relating to the shipment, such as order information, product description, physical characteristics, type of packaging, marking, carrier information and configuration of goods within the transportation equipment.

This transaction set enables the sender to describe the contents and configuration of a shipment in various levels of detail and provides an ordered flexibility to convey the information.

Mercury Marine will use the supplier provided ASN to receive supplier shipped material into Mercury Marine's receiving system. Suppliers who are set up for Evaluated Receipts Settlement (ERS) will be paid based on the quantities received using the ASN. The success of ERS is a complete and accurate ASN. If material arrives at Mercury Marine without an ASN, you will be contacted and asked to resend the ASN.

Although several of the ASN segments identified on the next pages are said to be optional, Mercury would prefer the information be sent if it is available. We can receive the ASN without the data but the information would enable us to plan our business and daily activities more efficiently.

In order for Mercury Marine to utilize the ASN in our receiving process, we require one of the following:

- 1) Preferred - All parts on a given truck to be on one ASN.  
Note: For ERS supplier, the remittance payment detail will reference the ASN number unless a packing slip number is provided for each part number/line in the ASN then the remittance detail will reference the packing slip by part number/line.
- 2) Alternative 1 - All parts on a given truck have the same PRO number. (Non-Mercury truck)
- 3) Alternative 2 - All parts on a given truck have the same trailer number. (Mercury truck)

On the documentation sent with the shipment (i.e. packing slip), the above number should be included and easy to find.

# MERCURY MARINE

## 856 Shipping Notice Transaction Set Structure

Heading Area		Mandatory /Optional	Max. Use	Max. Loop
<b>ST</b>	transaction set header	M	1	
<b>BSN</b>	beginning segment for shipping notice	M	1	
<b>DTM</b>	date and time of shipment	M	1	
<b>Detail Area - Shipment Level</b>				
<b>HL</b>	hierarchical level (S)	M	1	1
<b>MEA</b>	measurements (weight) - shipment level	M	1	
<b>TD1</b>	carrier details - lading quantity & packaging	M	20	
<b>TD5</b>	carrier code	M	1	
<b>TD3</b>	carrier equipment description - trailer number	O	1	
<b>REF (BM)</b>	bill of lading number	M	1	
<b>REF (CN)</b>	PRO number	M	1	
<b>REF (PK)</b>	packing slip - shipment level required at either shipment level or item level	C*	1	
<b>REF (SN)</b>	seal number	O	1	
<b>N1 (ST)</b>	Mercury Marine plant number	M	1	
<b>N1 (SU)</b>	supplier identification (vendor number)	M	1	
<b>Detail Area - Order/Item Level</b>				
<b>HL</b>	hierarchical level (O)	M	1	99999
<b>LIN</b>	item identification - part number	M	1	
<b>SN1</b>	item detail - quantity shipped, unit of measure	M	1	
<b>PRF</b>	purchase order number	M	1	
<b>Detail Area - Item Detail Level</b>				
<b>HL</b>	hierarchical level (I)	M	1	99999
<b>MEA</b>	measurements (weight) - detail level	O	1	
<b>REF (DP)</b>	department number (for pull parts)	C*	1	
<b>REF (HC)</b>	heat treat code	C*	1	
<b>REF (LT)</b>	supplier lot number	C*	1	
<b>REF (PK)</b>	packing slip - item level required at either shipment level or item level	C*	1	
<b>CLD</b>	loading details	M	1	200
<b>REF (LS)</b>	bar coded serial number of container(s)	O	200	
<b>Summary Area</b>				
<b>CTT</b>	transaction totals - count of HL segments	M	1	
<b>SE</b>	transaction set trailer	M	1	

\* see segment detail for specifics

### **ST - Transaction Set (header area)**

Purpose: to indicate the start of a transaction set and to assign a control number.

Example: ST\*856\*0001

Length

<u>Element</u>	<u>Description</u>	<u>Min.</u>	<u>Max.</u>
ST01	transaction set ID code - always <b>856</b>	3	3
ST02	transaction set control number	4	9

### **BSN - Beginning Segment for Shipping Notice (header area)**

Purpose: to transmit identifying numbers, dates and other basic data relating to the transaction set.

Example: BSN\*00\*123456789\*20011110\*1300

Length

<u>Element</u>	<u>Description</u>	<u>Min.</u>	<u>Max.</u>
BSN01	transaction set purpose use one of the following codes: <b>00</b> - original or first shipping notice <b>01</b> - cancel previous shipping notice	2	2
BSN02	shipment identification number. Must be a unique control # that can't be repeated within 1 calendar year	2	12
BSN03	creation date of shipping notice - always <b>CCYYMMDD</b>	8	8
BSN04	creation time of shipping notice - always <b>HHMM</b>	4	4

### **DTM - Date/Time Reference (header area)**

Purpose: to specify pertinent dates and times

Example: DTM\*011\*20011109\*162515

Length

<u>Element</u>	<u>Description</u>	<u>Min.</u>	<u>Max.</u>
DTM01	date/time qualifier - always <b>011</b> (shipment)	3	3
DTM02	date of shipment - always <b>CCYYMMDD</b>	8	8
DTM03	time of shipment - always <b>HHMMSS</b>	4	6

### **HL - Hierarchical Level (detail area - shipment level)**

Purpose: to identify dependencies between hierarchically related groups of data segments.

Example:	HL*1**S	Length	
<u>Element</u>	<u>Description</u>	<u>Min.</u>	<u>Max.</u>
HL01	hierarchical ID number - always <b>1</b> (first HL on ASN)	1	12
HL02	hierarchical parent ID	Not Used	
HL03	hierarchical level code - always <b>S</b> (shipment)	1	1

### **MEA - Measurements (detail area - shipment level)**

Purpose: to specify physical measurements, including dimensions, tolerances, weights and counts.

this will be the weight for the entire shipment, which is a Gross Weight of 3500 Pounds.

Example:	MEA*WT*G*3500*LB	Length	
<u>Element</u>	<u>Description</u>	<u>Min.</u>	<u>Max.</u>
MEA01	measurement reference ID code - always <b>WT</b> (weight)	2	2
MEA02	measurement qualifier - always <b>G</b> (gross weight)	1	1
MEA03	measurement value	1	7
MEA04	unit of measure - always <b>LB</b>	2	2

### **TD1 - Carrier Packaging Details (detail area - shipment level)**

Purpose: to specify the transportation details relative to commodity, weight and quantity.

Example:	TD1*PLT90*3	Length	
<u>Element</u>	<u>Description</u>	<u>Min.</u>	<u>Max.</u>
TD101	packaging code - any valid ANSI X12 code is acceptable	5	5
TD102	lading quantity	1	5

### **TD5 - Carrier Details (detail area - shipment level)**

Purpose: to specify the carrier, sequence of routing and to provide transit time information

Example:	TD5*B*2*RDWY*P*PRIVATE CARRIER	Length	
<u>Element</u>	<u>Description</u>	<u>Min.</u>	<u>Max.</u>
TD501	routing sequence code - any valid ANSI X12 code is acceptable	1	2
TD502	ID code qualifier - always <b>2</b> (SCAC code)	1	2
SCAC = standard carrier alpha code			
TD503	ID code: standard carrier alpha (SCAC) code	2	4
CUST if Mercury truck			
TD504	transportation method - any valid ANSI X12 code is acceptable	1	2
TD505	routing (optional)	1	35

### **TD3 - Carrier Equipment Details (detail area - shipment level)**

Purpose: to specify transportation details relating to the equipment used by the carrier.

Example:	TD3*TL**451050	Length	
<u>Element</u>	<u>Description</u>	<u>Min.</u>	<u>Max.</u>
TD301	equipment description code - valid ANSI X12 code	2	2
TD302	equipment initial	Not Used	
TD303	equipment number - trailer number	1	10

### **REF - Reference Numbers (detail area - shipment level)**

Purpose: to transmit identifying numbers.

Example:	REF*BM*143395	Length	
<u>Element</u>	<u>Description</u>	<u>Min.</u>	<u>Max.</u>
REF01	reference qualifier:	2	2
<b>BM</b> - bill Of lading			
<b>CN</b> - pro number			
<b>PK</b> - packing slip, required at either shipment level or item level			
<b>SN</b> - seal number			
REF02	reference numbers:		
if REF01 = <b>BM</b> (bill of lading)		1	12
if REF01 = <b>CN</b> (PRO number)		1	12
if REF01 = <b>PK</b> (packing slip)		1	12
if REF01 = <b>SN</b> (seal number)		1	12

### **N1 - Name (detail area - shipment level)**

Purpose: to identify a party by type of organization, name and code.

Example 1: N1\*ST\*\*92\*PLT 15 <=== Mercury Ship To Plant or

N1\*ST\*\*92\*M0800 <=== Direct Ship Plant Number

Example 2: N1\*SU\*\*92\*75800 <=== Mercury Assigned Supplier ID.

two iterations of the N1 segment are required.

		Length	
<u>Element</u>	<u>Description</u>	<u>Min.</u>	<u>Max.</u>
N101	entity ID code: ST - ship to plant SU - supplier	2	2
N102	name	Not Used	
N103	ID code qualifier - always <b>92</b> (assigned by buyer)	2	2
N104	ID code: Mercury ship to plant when N101 is <b>ST</b> Mercury supplier ID when N101 is <b>SU</b>	5	7

### **HL - Hierarchical Level (detail area - order level)**

Purpose: to identify dependencies between hierarchically related groups of data segments.

Example: HL\*2\*1\*O

Length

<u>Element</u>	<u>Description</u>	<u>Min.</u>	<u>Max.</u>
HL01	hierarchical ID number: the sequential number for this HL segment (never less than 2)... increment by 1 for each additional HL segment in the shipping notice transaction.	1	12
HL02	hierarchical parent ID: the sequential number of a previous/parent HL segment to which the HL segment belongs.	1	12
HL03	hierarchical level code - always <b>O</b> (order)	1	1

**LIN - Item Identification (detail area - order level)**

Purpose: to specify basic item identification data.

Example: LIN\*100\*BP\*92-831286A40\*VP\*999831286A40\*EC\*AA\*

		Length	
<u>Element</u>	<u>Description</u>	<u>Min.</u>	<u>Max.</u>
LIN01	assigned identification sequential number unique for each line number or value received from 850 purchase order	2	4
LIN02	product/service ID qualifier	2	2
<b>BP</b> - buyer part number qualifier			
LIN03	product/service ID - Mercury part number	1	14
LIN04	product/service ID qualifier - optional	2	2
<b>VP</b> - vendor part number qualifier			
LIN05	product/service ID - optional	1	21
LIN06	product/service ID qualifier - optional	2	2
<b>EC</b> - engineering change level			
LIN07	product/service ID - optional	2	2

**SN1 - Item Detail (detail area - order level)**

Purpose: to specify line item detail relative to shipment.

Example: SN1\*\*25\*EA

		Length	
<u>Element</u>	<u>Description</u>	<u>Min.</u>	<u>Max.</u>
SN101	not used		
SN102	number of units shipped (by part/order) this number must equal the sum of the load detail segments... sum of (CLD01 * CLD02) for this part/order.)	1	7
SN103	unit of measure use the unit of measure value received from 850 purchase order or 830 vendor release.	2	2

**PRF - Purchase Order Reference (detail area - order level)**

Purpose: to provide reference to a specific purchase order.

Example: PRF\*P830173

		Length	
<u>Element</u>	<u>Description</u>	<u>Min.</u>	<u>Max.</u>
PRF01	purchase order number or customer order number	7	10

### **HL - Hierarchical Level (detail area - item level)**

Purpose: to identify dependencies between hierarchically related groups of data segments.

Example:	HL*3*2*I	Length	
<u>Element</u>	<u>Description</u>	<u>Min.</u>	<u>Max.</u>
HL01	hierarchical ID number: the sequential number for this HL segment never less than 3). increment by 1 for each additional HL segment in the shipping ice transaction.	1	12
HL02	hierarchical parent ID: sequential number of a previous/parent segment to which the HL segment belongs.	1	12
HL03	hierarchical level code - always <b>I</b> (item)	1	1

### **MEA - Measurements (detail area - item level)**

Purpose: to specify physical measurements, including dimensions, tolerances, weights and counts.

the MEA segment at the item level is currently optional.

Example:	MEA*WT*G*1750*LB	Length	
<u>Element</u>	<u>Description</u>	<u>Min.</u>	<u>Max.</u>
MEA01	measurement reference ID code - always <b>WT</b> (weights)	2	2
MEA02	measurement qualifier - always <b>G</b> (gross weight)	1	1
MEA03	measurement value	1	7
MEA04	unit of measure - always <b>LB</b> (pounds)	2	2

### **REF - Reference Numbers (detail area - item level)**

Purpose: to transmit identifying numbers.

Example:	REF*DP*561	Length	
<u>Element</u>	<u>Description</u>	<u>Min.</u>	<u>Max.</u>
REF01	reference qualifier: <b>DP</b> - deliver to department (required if pull part or if deliver to dept. known.) <b>HC</b> - heat treat code (required if this part is inspected at Mercury or if available in your system.) <b>LT</b> - supplier lot number (required if this part is inspected at Mercury or if available in your system.) <b>PK</b> - packing slip number (if not received at the shipment level MUST have at the item level)	2	2
REF02	Reference Numbers:		
	if REF01 = <b>DP</b> (department)	1	5
	if REF01 = <b>HC</b> (heat treat code)	1	10
	if REF01 = <b>LT</b> (supplier lot number)	1	10
	if REF01 = <b>PK</b> (packing slip)	1	12



**CLD - Load Detail (detail area - item level)**

Purpose: to specify the number of material loads shipped.

Example: CLD\*1\*50\*PLT90

<u>Element</u>	<u>Description</u>	<u>Length</u>	
		<u>Min.</u>	<u>Max.</u>
CLD01	number of containers (see SN102 segment)	1	5
CLD02	quantity per container (see SN102, segment)	1	7
CLD03	packaging code - any valid ANSI X12 code is acceptable	5	5

**REF - Reference Number (detail area - item level)**

Purpose: to transmit identifying numbers.

Example: REF\*LS\*00150923

<u>Element</u>	<u>Description</u>	<u>Length</u>	
		<u>Min.</u>	<u>Max.</u>
REF01	reference qualifier	2	2
LS - bar coded	serial number of container		
REF02	reference number: container serial number	1	20

**CTT - Transaction Totals (summary area)**

Purpose: to transmit a hash total for a specific element in the transaction set.

Example: CTT\*2

<u>Element</u>	<u>Description</u>	<u>Length</u>	
		<u>Min.</u>	<u>Max.</u>
CTT01	number of hierarchical levels on the ASN	1	6

**SE - Transaction Set Trailer (summary area)**

Purpose: to indicate the end of the transaction set and provide the count of the transmitted segments including the beginning and ending SE segments.

Example: SE\*22\*0001

<u>Element</u>	<u>Description</u>	<u>Length</u>	
		<u>Min.</u>	<u>Max.</u>
SE01	number of included segments	1	6
SE02	transaction set control number (same as corresponding ST02)	4	9

## Sample of EDI Data From Inbound Advanced Ship Notice (856)

(from Supplier to Mercury Marine)

GS\*SH\***MM (YOUR SUPPLIER NUMBER)**\*00137636M\*20010528\*1904\*46\*X\*004010~  
ST\*856\*000460001~  
BSN\*00\*56359\*20010528\*1904~  
DTM\*011\*20010528\*1857~  
HL\*1\*\*S~  
MEA\*WT\*G\*143\*LB~  
TD1\*BOX71\*3~  
TD5\*B\*02\*UPAC\*LT\*UPS CONSIGNEE BILLING~  
TD3\*TL\*\*65~  
REF\*BM\*389464~  
REF\*PK\*56359~  
N1\*ST\*\*92\*PLT 03~  
N1\*SU\* **(YOUR COMPANY NAME)**\*92\* **(YOUR SUPPLIER NUMBER)** ~  
HL\*2\*1\*O~  
LIN\*1\*BP\*12- 12345\*VP\*15580\*EC\*AA~  
SN1\*\*450\*PC\*~  
PRF\*P123456~  
HL\*3\*2\*I~  
CLD\*2\*176\*BOX71~  
REF\*LS\*S56359-1~  
REF\*LS\*S56359-2~  
CLD\*1\*98\*BOX71~  
REF\*LS\*S56359-3~  
CTT\*3~  
SE\*24\*000460001~  
GE\*1\*46~

## ***V. Functional Acknowledgment (997)***

The Functional Acknowledgment transaction provides a positive response that informs the sender if the contents of the transmission were correct syntactically, according to the ANSI X12 standard. The transaction does not acknowledge that any application data is correct.

Trading partners must closely monitor the receipt of 997's, because if problems are caught early, data can be resent.

For the 830 Planning Schedule, Mercury Marine requires a FA within 24 hours of Mercury Marine's sending the transaction set. If we do not receive the FA in 24 hours, we will contact you, and research the status of the Planning Schedule.

On Advanced Ship Notices (ASN), we will send the FA as we receive the ASN from ADVANTIS. If you have not received a FA from us within 24 hours, notify Mercury Marine's EDI Hotline at (405) 743-7510.

### **MERCURY MARINE** **Functional Acknowledgment Transaction Set Structure**

<u>Segment Indicator</u>	<u>Segment Description</u>	<u>Mandatory /Optional</u>	<u>Max. Use</u>
<b>ST</b>	transaction set header	M	1
<b>AK1</b>	functional group response header	M	1
<b>AK2</b>	transaction set response header	O	1
<b>AK5</b>	transaction set response trailer	M	1
<b>AK9</b>	functional group response trailer	M	1
<b>SE</b>	transaction set trailer	M	1

### **ST - Transaction Set Header**

Purpose: to indicate the start of a transaction set and to assign a control number.

Example: ST\*997\*0001

		Length	
<u>Element</u>	<u>Description</u>	<u>Min.</u>	<u>Max.</u>
ST01	transaction set ID code - always <b>997</b>	3	3
ST02	transaction set control number	4	9

### **AK1 - Functional Group Response Header**

Purpose: to start acknowledgment of a functional group.

Example: AK1\*PS\*37

		Length	
<u>Element</u>	<u>Description</u>	<u>Min.</u>	<u>Max.</u>
AK101	functional identifier code	2	2
	<b>PS</b> for acknowledgment of 830 Planning Schedule		
	<b>PO</b> for acknowledgment of 850 Purchase Order		
AK102	group control number	1	9
	group control number of transaction being responded to.		

### **AK2 - Transaction Set Response Header**

Purpose: to start acknowledgment of a single transaction set.

Example: AK2\*830\*0000000092

		Length	
<u>Element</u>	<u>Description</u>	<u>Min.</u>	<u>Max.</u>
AK201	transaction set identifier code	3	3
	<b>830</b> for acknowledgment of 830 Planning Schedule		
	<b>850</b> for acknowledgment of 850 Purchase Order		
AK202	transaction set control number	4	9
	transaction set control number of transaction being responded to.		

### **AK5 - Transaction Set Response Trailer**

Purpose: To acknowledge acceptance or rejection and to report errors in a transaction set.

Example: AK5\*A

		Length	
<u>Element</u>	<u>Description</u>	<u>Min.</u>	<u>Max.</u>
AK501	transaction set acknowledgment code	1	1
	any valid ANSI X12 code is acceptable.		

### **AK9 - Functional Group Response Trailer**

Purpose: To acknowledge acceptance or rejection of a functional group and report the number of included transaction sets from the original trailer, the accepted sets, and the received sets in this functional group.

Example: AK9\*A\*1\*1\*1.

		Length	
<u>Element</u>	<u>Description</u>	<u>Min.</u>	<u>Max.</u>
AK901	functional group acknowledge code any valid ANSI X12 code is acceptable.	1	1
AK902	number of transaction sets included total number of transaction sets included in the functional group by the trailer containing this data element.	1	6
AK903	number of received transaction sets number of transaction sets received.	1	6
AK904	number of accepted transaction sets number of accepted transaction sets in a functional group.	1	6

### **SE - Transaction Set Trailer**

Purpose: to indicate the end of the transaction set and provide the count of the transmitted segments including the beginning and ending SE segments.

Example: SE\*6\*0060

		Length	
<u>Element</u>	<u>Description</u>	<u>Min.</u>	<u>Max.</u>
SE01	number of included segments	1	6
SE02	transaction set control number (same as corresponding ST02)	4	9

***Sample of EDI Data From Inbound Functional Acknowledgement (997)***  
(from Supplier to Mercury Marine)

GS\*FA\*MM999999\*001307636M\*20010417\*1915\*35\*X\*004010.  
ST\*997\*0060.  
AK1\*PS\*37.  
AK2\*830\*000000092.  
AK5\*A.  
AK9\*A\*2\*2\*2.  
SE\*6\*0060.  
GE\*1\*35.

GS\*FA\*MM999999\*001307636M\*20001204\*0230\*1043\*X\*004010  
ST\*997\*10430001.  
AK1\*PS\*47.  
AK2\*830\*000000100.  
AK5\*A.  
AK9\*A\*1\*1\*1.  
SE\*6\*10430001.  
GE\*1\*1043.

