

Walmart/Retail Link Terminology Guide

Enjoy this small sampling of important Retail Link Terms. For a more comprehensive resource guide to retailer terminology, download our [Retail Primer ebook](#).

Understanding Common Usage Walmart Terminologies:

- 1) **Deseasonalized Demand** (“DD”): The average weekly sales for a store over the course of a year, after smoothing out weekly peaks and troughs.
- 2) **Seasonal Profile**: Determined by an item’s Fineline, this shows the assigned “sales curve” mapping of weekly peaks and troughs for the Fineline throughout the course of the year. A “1” value corresponds to an average week (100%), lower than one would be less than average and over one would be greater selling than average.
- 3) **Current Store In Warehouse Quantity** (“Curr Str In Whse Qty”): Number of items (in eaches) currently in the warehouse pulled for a store but not shipped yet, as of the previous day end of day.
- 4) **Current Warehouse On Hand Quantity** (“Curr Whse On Hand Qty”): Number of warehouse packs on hand at the warehouse as of previous day, this inventory has not yet been assigned to a store. Note: this does not include “Store in In Whse” quantities, which, even if they are physically in the warehouse, are not available for store assignment anymore. previous day end of day.
- 5) **Annualized Inventory Turns** (“Annual Inv. Turns”): Can be expressed as units or dollars. This is a commonly used metric which quantifies the number of times the average sitting amount of inventory would be sold through in a year’s time.
 - Mathematically expressed as (Average Weekly sales [period to date]) / (Average On Hand [period to date])
- 6) **Max Shelf Quantity** Estimated shelf holding capacity of a store for particular items. Note that Walmart GRS stocking strategies will base minimum Safety Stock as a % of this Max Shelf Quantity in order to set a minimum presentation value.

Understanding Walmart replenishment Specific Terminologies:

- 1. Valid status:** A "1" indicates this store is enabled to be part of the replenishment program.
 - A store can be Valid and "not Traited".
 - Choosing Current Valid Status tells you the store status as of that day, using Avg. Store Status is specific to the time period of that particular row of data (WM Week, WM Month, Year, etc.).
 - A zero means it is not part of the replenishment program.
- 2. Traited status:** A "1" indicates this store is enabled to be part of the replenishment program, AND the store manager has chosen to signal the replenishment system that this store can receive orders.
 - A store CANNOT be traited and "not Valid", it must also be Valid in order to be Traited. However, a store is able to have a "not Traited" status in both Valid and "not Valid" stores.
 - Choosing Current Traited Status tells you the store status as of that day, using Avg. Store Status is specific to the time period of that particular row of data (WM Week, WM Month, Year, etc.).
 - A zero can either mean a store manager has decided not to turn on shipments for their store for this replenishment program, or that it is not a Valid store (see Valid status).
- 3.) Safety Stock:** It will be the greater of calculated safety stock [from the Walmart system generated minimum] or Counter stock (c-stock). Counter stock is a value set by the Replenishment Manager. Safety stock is calculated by Inforem and is driven by the difference between forecasted sales and actual sales.

Understanding the different Assembly types for your Walmart items:

- 1. PA:** If you are replenishing to the stores through the DC – *but not storing inventory in the dc* then you are utilizing the “Assembly Replenishment Channel”.
- 2. PW:** If you are sending inventory to the DC and having it sit at the DC until a store needs the goods, they you are utilizing the “Warehouse Replenishment Channel”.
- 3. PL:** If you are sending inventory in a 2-tier fashion (keeping a small amount of inventory at the DC and pushing the majority to the stores) then you are utilizing the Assembly/Warehouse Replenishment Channel

OTIF and MABD Compliance

Is now requiring all non-collect vendors to reach a 10% improvement in OTIF "score" (a combination of on time and in full) or else it will be charging vendors 3% back on POs that do not meet the benchmark.

With Walmart's new OTIF scorecard application there are dozens of new report views available, and in just **one** of the main reports there are **36** columns – some of which are well known, and some of which are brand new. Here are some in depth descriptions of the most obtuse headers to get you started in interpreting your scorecard!

- 1. Original MABD (Must Arrive By Date):** Due date of original PO arrival to be available to WM stores.
- 2. Adjusted MABD:** Updated/final due date of PO arrival to be available to WM stores.
- 3. Arrival-Compliance Date:** Walmart distribution date - the date the purchase order is keyed into Walmart Distribution System and is thus ready to ship to stores.
- 4. Appointment Create Date:** Date of internal processing time for Wal-Mart. Represents date purchase order keyed into system.
- 5. Appointment Date:** (First Vendor Calendar Days in delivery process). Begins on the earlier of vendor ready date, actual pick up date, or appointment request date.
- 6. Carrier Pickup Date:** (First Day of Carrier Calendar Days) Start time for which prepaid suppliers are responsible. The earlier of actual pick up date or assigned pick up date.
- 7. Ship Point:** This is the point of origin for delivery to WM warehouses. Note - If you use multiple ship points to different DCs then OTIF displays "Various ZZ", and you will need to manually insert a column with ship points by Wal-Mart WH.
- 8. PO Purchase Order** – Can be buyer or system generated, represents a final order that Walmart will hold vendor responsible to fulfill (unless canceled more modified)
- 9. Authorized Date** The date on which a PO has cleared the creation process and formally exists in the system.
- 10. Cancel Date** Last date on which a PO can be shipped by the supplier.
- 11. EDI Date Sent** Date purchase order was sent via EDI transmission from Wal-Mart to vendor.
- 12. EDI Acknowledge Date** The date on which a supplier has confirmed receipt of EDI transmission (can be a PO, POS data, etc.).
- 13. EDI Pickup Rate** Time difference between when Wal-Mart put the file in the EDI mailbox and the time when the supplier picks it up & acknowledges transmission.

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