



**GENERAL MOTORS IMPLEMENTATION GUIDELINES**  
**FOR**  
**ANSI X12 TRANSACTION SET 843 –**  
**RESPONSE TO REQUEST FOR QUOTATION**

**CORPORATE INFORMATION STANDARDS**  
**INFORMATION SYSTEMS & SERVICES**  
**GENERAL MOTORS CORPORATION**

# TABLE OF CONTENTS

<u>TITLE</u>	<u>Page</u>
<b>GENERAL INFORMATION</b>	<b>3</b>
<b>SECTION I – TRANSACTION SET TABLES</b>	<b>5</b>
Version 2 Release 3 (002003)	5
Version 2 Release 4 (002040)	8
Version 3 Release 1 (003010)	11
<b>SECTION II –SEGMENT DIRECTORY</b>	<b>15</b>
<b>SECTION III -GM SEGMENT CLARIFICATION</b>	<b>16</b>
Heading	16
Detail	35
Summary	49
<b>Appendix A</b>	<b>51</b>

# GENERAL INFORMATION

## PURPOSE

This Generic Implementation Guideline details how General Motors intends to use the ANSI ASC X12 transaction set 843. It provides:

- Version specific ANSI formatted transaction set table information with GM usage
- GM Generic Composite Tables with GM Specific usage
- GM specific segment information.

The contents include all relevant information needed to communicate with GM Purchasing systems using EDI at a range of ANSI version release levels specified in the Guideline.

## APPLICATION

This Guideline will be used by all GM Purchasing systems using EDI to receive "Response to Request for Quote" information from their trading partners in the ANSI ASC X12 format. The 843 is also to be used to advise GM of revisions needed based on previous Request for Quote (840) transmissions. To ensure proper mechanical update of Request for Quote (840) information previously transmitted by GM, 843 data transmissions must strictly conform to the requirements specified in this Guideline. It replaces all Guidelines previously published by any GM Unit for this transaction set.

## FUNCTIONAL ACKNOWLEDGMENT

GM will transmit an ANSI X12 997 Functional Acknowledgment transaction set upon receipt of an 843 transaction set from a GM trading partner. The version release found in the 843 functional group header (GS) will be sent in the (GS) header of the 997.

## STRUCTURE OF THE GM IMPLEMENTATION GUIDELINE

Section I of the GM Implementation Guideline describes GM's intended use of all current published versions of the ANSI ASC X12 843 transaction set. It also provides a table to allow comparison of all versions of the 843.

Section II identifies the segments GM intends to use for all version/releases it supports.

Section III describes in detail segment information in support of segments GM will use for each version of the ANSI ASC X12 843 transaction set indicated in Section II.

When reviewing Section III, the Segment information requirements for data element

usage are defined as follows. GM will use the following symbols in the left column:

M	GM requires that information is provided
X	GM does not expect to receive this information
(blank)	Some GM locations may expect to receive this data.

## **VERSION**

This Generic Implementation guideline includes ANSI X 12 Version/Releases:

002003 (2.3)  
002040 (2.4)  
003010 (3.1)

## **RESPONSIBILITY**

This document was developed by the 843 Work Group of the Standards Development Subcommittee with the approval of the GM Corporate EDI/AI Steering Committee.

Document preparation and distribution for General Motors was performed by Corporate Information Standards.

## **MAINTENANCE**

Changes to this document will be reviewed by the General Motors 843 Standards Maintenance Committee and will be subject to corporate approval through the GM Unit CISCO Coordinator approval process.

Approved changes will be updated and distributed for General Motors by Corporate Information Standards.

Note: The change process described in the first paragraph can only be used by organizations within the General Motors Corporation

# SECTION I – TRANSACTION SET TABLES

Version 2 Release 3 (002003)

Functional Group ID=CA

## Introduction:

This standard provides the format and establishes the data contents of a response to request for quotation transaction set. The response to request for quotation transaction set provides potential buyers with price, delivery schedule, and other terms from potential sellers of goods and services, in response to a request for such information.

Pos. No.	Seg. ID	Name	Usage ANSI	GM	Max.Use	Loop Repeat	Notes and Comments
010	ST	Transaction Set Header	M	M	1		
020	BQR	Beginning Segment for Response to Request for Quotation	M	M	1		
030	NTE	Note/Special Instruction	F	-	100		
040	CUR	Currency	O	O	1		
050	REF	Reference Numbers	O	-	12		
060	PER	Administrative Communications Contact	O	-	3		
070	TAX	Tax Reference	O	-	3		
080	FOB	F.O.B. Related Instructions	O	O	1		
090	CTP	Pricing Information	O	-	25		
100	SSS	Special Services	O	-	25		
110	CSH	Header Sale Condition	O	-	1		
120	ITA	Allowance, Charge or Service	O	O	10		
130	ITD	Terms of Sale/Deferred Terms of Sale	O	O	2		
140	DIS	Discount Detail	O	-	20		
150	DTM	Date/Time/Period	O	-	10		
160	LDT	Lead Time	O	O	12		
170	SHH	General Schedule	O	-	5		
180	PRN	Product ID Numbers	O	-	5		
190	PID	Product/Item Description	O	-	200		
200	MEA	Measurements	O	-	40		
210	PWK	Paperwork	O	-	25		
220	PKG	Marking, Packaging, Loading	O	-	25		
230	TD1	Carrier Details (Quantity and Weight)	O	-	2		
240	TD5	Carrier Details (Routing Sequence/Transit Time)	O	-	12		
250	TD3	Carrier Details (Equipment)	O	-	12		
260	TD4	Carrier Details (Special Handling, or Hazardous Materials, or Both)	O	-	5		
270	MAN	Marks and Numbers	O	-	10		
LOOP ID - N9						1000	
280	N9	Reference Number	O	O	1		
290	MSG	Message Text	O	O	1000		
LOOP ID - N1						200	
300	N1	Name	O	M	1		

310	N2	Additional Name Information	O	O	2
320	N3	Address Information	O	O	2
330	N4	Geographic Location	O	O	1
340	REF	Reference Numbers	O	-	12
350	PER	Administrative Communications Contact	O	O	3
360	FOB	F.O.B. Related Instructions	O	O	1
370	TD1	Carrier Details (Quantity and Weight)	O	-	2
380	TD5	Carrier Details (Routing Sequence/Transit Time)	O	-	12
390	TD3	Carrier Details (Equipment)	O	-	12
400	TD4	Carrier Details (Special Handling, or Hazardous Materials, or Both)	O	-	5
410	PKG	Marking, Packaging, Loading	O	-	25
<b>LOOP ID - PO1</b>					<b>100000</b>
420	PO1	Purchase Order Baseline Item Data	M	M	1
430	CUR	Currency	O	-	1
440	PO3	Additional Item Detail	O	O	25
450	CTP	Pricing Information	O	-	25
460	PID	Product/Item Description	O	O	1000
470	MEA	Measurements	O	-	40
480	PWK	Paperwork	O	-	25
490	PKG	Marking, Packaging, Loading	O	-	25
500	PO4	Item Physical Details	O	O	1
510	REF	Reference Numbers	O	-	12
520	PER	Administrative Communications Contact	O	-	3
530	SSS	Special Services	O	-	25
540	ITA	Allowance, Charge or Service	O	O	10
550	IT8	Conditions of Sale	O	-	1
560	ITD	Terms of Sale/Deferred Terms of Sale	O	-	2
570	DIS	Discount Detail	O	-	20
580	TAX	Tax Reference	O	-	3
590	FOB	F.O.B. Related Instructions	O	-	1
600	SDQ	Destination Quantity	O	-	50
610	DTM	Date/Time/Period	O	-	10
620	LDT	Lead Time	O	O	12
630	SCH	Line Item Schedule	O	-	104
640	TD1	Carrier Details (Quantity and Weight)	O	-	1
650	TD5	Carrier Details (Routing Sequence/Transit Time)	O	-	12
660	TD3	Carrier Details (Equipment)	O	-	12
670	TD4	Carrier Details (Special Handling, or Hazardous Materials, or Both)	O	-	5
680	MAN	Marks and Numbers	O	-	10
<b>LOOP ID - CST</b>					<b>100</b>
690	CST	Cost Analysis	O	-	1
700	PID	Product/Item Description	O	-	1
710	CUR	Currency	O	-	1
720	DTM	Date/Time/Period	O	-	2
<b>LOOP ID - SLN</b>					<b>1000</b>

730	SLN	Subline Item Detail	O	-	1
740	PID	Product/Item Description	O	-	1000
LOOP ID - CST					100
750	CST	Cost Analysis	O	-	1
760	PID	Product/Item Description	O	-	1
770	CUR	Currency	O	-	1
780	DTM	Date/Time/Period	O	-	2
LOOP ID - N9					1000
790	N9	Reference Number	O	O	1
800	MSG	Message Text	O	O	1000
LOOP ID - N1					200
810	N1	Name	O	O	1
820	N2	Additional Name Information	O	-	2
830	N3	Address Information	O	-	2
840	N4	Geographic Location	O	O	1
850	REF	Reference Numbers	O	-	12
860	PER	Administrative Communications Contact	O	-	3
870	FOB	F.O.B. Related Instructions	O	O	1
880	TD1	Carrier Details (Quantity and Weight)	O	-	2
890	TD5	Carrier Details (Routing Sequence/Transit Time)	O	-	12
900	TD3	Carrier Details (Equipment)	O	-	12
910	TD4	Carrier Details (Special Handling, or Hazardous Materials, or Both)	O	-	5
920	PKG	Marking, Packaging, Loading	O	-	25
930	CTT	Transaction Totals	M	M	1
940	SE	Transaction Set Trailer	M	M	1

**Introduction:**

This standard provides the format and establishes the data contents of a response to request for quotation transaction set. The response to request for quotation transaction set provides potential buyers with price, delivery schedule, and other terms from potential sellers of goods and services, in response to a request for such information.

**Heading:**

Pos. No.	Seg. ID	Name	Usage		Max.Use	Loop Repeat	Notes and Comments
			ANSI	GM			
010	ST	Transaction Set Header	M	M	1		
020	BQR	Beginning Segment for Response to Request for Quotation	M	M	1		
030	NTE	Note/Special Instruction	F	-	100		
040	CUR	Currency	O	O	1		
050	REF	Reference Numbers	O	-	12		
060	PER	Administrative Communications Contact	O	-	3		
070	TAX	Tax Reference	O	-	3		
080	FOB	F.O.B. Related Instructions	O	O	1		
090	CTP	Pricing Information	O	-	25		
100	SSS	Special Services	O	-	25		
110	CSH	Header Sale Condition	O	-	1		
120	ITA	Allowance, Charge or Service	O	O	10		
130	ITD	Terms of Sale/Deferred Terms of Sale	O	O	5		
140	DIS	Discount Detail	O	-	20		
150	DTM	Date/Time/Period	O	-	10		
160	LDT	Lead Time	O	O	12		
170	SHH	General Schedule	O	-	5		
180	LIN	Item Identification	O	-	5		
190	PID	Product/Item Description	O	-	200		
200	MEA	Measurements	O	-	40		
210	PWK	Paperwork	O	-	25		
220	PKG	Marking, Packaging, Loading	O	-	25		
230	TD1	Carrier Details (Quantity and Weight)	O	-	2		
240	TD5	Carrier Details (Routing Sequence/Transit Time)	O	-	12		
250	TD3	Carrier Details (Equipment)	O	-	12		
260	TD4	Carrier Details (Special Handling, or Hazardous Materials, or Both)	O	-	5		
270	MAN	Marks and Numbers	O	-	10		
280	CTB	Restrictions/Conditions	O	-	5		
LOOP ID - N9						1000	
290	N9	Reference Number	O	O	1		
300	MSG	Message Text	O	O	1000		



LOOP ID - N1		200			
310	N1	Name	O	M	1
320	N2	Additional Name Information	O	O	2
330	N3	Address Information	O	O	2
340	N4	Geographic Location	O	O	1
350	REF	Reference Numbers	O	-	12
360	PER	Administrative Communications Contact	O	O	3
370	FOB	F.O.B. Related Instructions	O	O	1
380	TD1	Carrier Details (Quantity and Weight)	O	-	2
390	TD5	Carrier Details (Routing Sequence/Transit Time)	O	-	12
400	TD3	Carrier Details (Equipment)	O	-	12
410	TD4	Carrier Details (Special Handling, or Hazardous Materials, or Both)	O	-	5
420	PKG	Marking, Packaging, Loading	O	-	25

**Detail:**

Pos. No.	Seg. ID	Name	Usage		Max.Use	Loop Repeat	Notes and Comments
			ANSI	GM			
LOOP ID - PO1		100000					
010	PO1	Purchase Order Baseline Item Data	O	O		1	
020	CUR	Currency	O	-		1	
030	PO3	Additional Item Detail	O	O		25	
040	CTP	Pricing Information	O	-		25	
050	PID	Product/Item Description	O	O		1000	
060	MEA	Measurements	O	-		40	
070	PWK	Paperwork	O	-		25	
080	PKG	Marking, Packaging, Loading	O	-		25	
090	PO4	Item Physical Details	O	O		1	
100	REF	Reference Numbers	O	-		12	
110	PER	Administrative Communications Contact	O	-		3	
120	SSS	Special Services	O	-		25	
130	ITA	Allowance, Charge or Service	O	O		10	
140	IT8	Conditions of Sale	O	-		1	
150	ITD	Terms of Sale/Deferred Terms of Sale	O	-		2	
160	DIS	Discount Detail	O	-		20	
170	TAX	Tax Reference	O	-		3	
180	FOB	F.O.B. Related Instructions	O	-		1	
190	SDQ	Destination Quantity	O	-		50	
200	DTM	Date/Time/Period	O	-		10	
210	LDT	Lead Time	O	O		12	
220	SCH	Line Item Schedule	O	-		104	
230	FST	Forecast Schedule	O	-		5	
240	TD1	Carrier Details (Quantity and Weight)	O	-		1	
250	TD5	Carrier Details (Routing Sequence/Transit Time)	O	-		12	
260	TD3	Carrier Details (Equipment)	O	-		12	
270	TD4	Carrier Details (Special Handling, or	O	-		5	

280	MAN	Hazardous Materials, or Both) Marks and Numbers	O	-	10
290	CTB	Restrictions/Conditions	O	-	5
<b>LOOP ID - CST</b>					<b>100</b>
300	CST	Cost Analysis	O	-	1
310	PID	Product/Item Description	O	-	1
320	CUR	Currency	O	-	1
330	DTM	Date/Time/Period	O	-	2
<b>LOOP ID - SLN</b>					<b>1000</b>
340	SLN	Subline Item Detail	O	-	1
350	PID	Product/Item Description	O	-	1000
<b>LOOP ID - CST</b>					<b>100</b>
360	CST	Cost Analysis	O	-	1
370	PID	Product/Item Description	O	-	1
380	CUR	Currency	O	-	1
390	DTM	Date/Time/Period	O	-	2
<b>LOOP ID - N9</b>					<b>1000</b>
400	N9	Reference Number	O	O	1
410	MSG	Message Text	O	O	1000
<b>LOOP ID - N1</b>					<b>200</b>
420	N1	Name	O	O	1
430	N2	Additional Name Information	O	-	2
440	N3	Address Information	O	-	2
450	N4	Geographic Location	O	O	1
460	REF	Reference Numbers	O	-	12
470	PER	Administrative Communications Contact	O	-	3
480	FOB	F.O.B. Related Instructions	O	O	1
490	TD1	Carrier Details (Quantity and Weight)	O	-	2
500	TD5	Carrier Details (Routing Sequence/Transit Time)	O	-	12
510	TD3	Carrier Details (Equipment)	O	-	12
520	TD4	Carrier Details (Special Handling, or Hazardous Materials, or Both)	O	-	5
530	PKG	Marking, Packaging, Loading	O	-	25

### Summary:

Pos. No.	Seg. ID	Name	Usage		Max.Use	Loop Repeat	Notes and Comments
			ANSI	GM			
010	CTT	Transaction Totals	M	M		1	
020	SE	Transaction Set Trailer	M	M		1	

**Introduction:**

This standard provides the format and establishes the data contents of a response to request for quotation transaction set. The response to request for quotation transaction set provides potential buyers with price, delivery schedule, and other terms from potential sellers of goods and services, in response to a request for such information.

**Heading:**

Pos. No.	Seg. ID	Name	Usage		Max.Use	Loop Repeat	Notes and Comments
			ANSI	GM			
010	ST	Transaction Set Header	M	M		1	
020	BQR	Beginning Segment for Response to Request for Quotation	M	M		1	
030	NTE	Note/Special Instruction	F	-		100	
040	CUR	Currency	O	O		1	
050	REF	Reference Numbers	O	-		12	
060	PER	Administrative Communications Contact	O	-		3	
070	TAX	Tax Reference	O	-		3	
080	FOB	F.O.B. Related Instructions	O	O		1	
090	CTP	Pricing Information	O	-		25	
100	SSS	Special Services	O	-		25	
110	CSH	Header Sale Condition	O	-		1	
120	ITA	Allowance, Charge or Service	O	O		10	
130	ITD	Terms of Sale/Deferred Terms of Sale	O	O		5	
140	DIS	Discount Detail	O	-		20	
150	DTM	Date/Time/Period	O	-		10	
160	LDT	Lead Time	O	O		12	
180	LIN	Item Identification	O	-		5	n1
190	PID	Product/Item Description	O	-		200	
200	MEA	Measurements	O	-		40	
210	PWK	Paperwork	O	-		25	
220	PKG	Marking, Packaging, Loading	O	-		25	
230	TD1	Carrier Details (Quantity and Weight)	O	-		2	
240	TD5	Carrier Details (Routing Sequence/Transit Time)	O	-		12	
250	TD3	Carrier Details (Equipment)	O	-		12	
260	TD4	Carrier Details (Special Handling, or Hazardous Materials, or Both)	O	-		5	
270	MAN	Marks and Numbers	O	-		10	
280	CTB	Restrictions/Conditions	O	-		5	
LOOP ID - N9						1000	
290	N9	Reference Number	O	O		1	
300	MSG	Message Text	O	O		1000	
LOOP ID - N1						200	

310	N1	Name	O	M	1
320	N2	Additional Name Information	O	O	2
330	N3	Address Information	O	O	2
340	N4	Geographic Location	O	O	1
350	REF	Reference Numbers	O	-	12
360	PER	Administrative Communications Contact	O	O	3
370	FOB	F.O.B. Related Instructions	O	O	1
380	TD1	Carrier Details (Quantity and Weight)	O	-	2
390	TD5	Carrier Details (Routing Sequence/Transit Time)	O	-	12
400	TD3	Carrier Details (Equipment)	O	-	12
410	TD4	Carrier Details (Special Handling, or Hazardous Materials, or Both)	O	-	5
420	PKG	Marking, Packaging, Loading	O	-	25

**Detail:**

Pos. No.	Seg. ID	Name	Usage		Max.Use	Loop Repeat	Notes and Comments
			ANSI	GM			
LOOP ID - PO1						100000	
010	PO1	Purchase Order Baseline Item Data	O	O	1		
020	CUR	Currency	O	-	1		
030	PO3	Additional Item Detail	O	O	25		
040	CTP	Pricing Information	O	-	25		
049	MEA	Measurements	O	-	40		
LOOP ID - PID						1000	
050	PID	Product/Item Description	O	O	1		
060	MEA	Measurements	O	-	10		
070	PWK	Paperwork	O	-	25		
080	PKG	Marking, Packaging, Loading	O	-	25		
090	PO4	Item Physical Details	O	O	1		
100	REF	Reference Numbers	O	-	12		
110	PER	Administrative Communications Contact	O	-	3		
120	SSS	Special Services	O	-	25		
130	ITA	Allowance, Charge or Service	O	O	10		
140	IT8	Conditions of Sale	O	-	1		
150	ITD	Terms of Sale/Deferred Terms of Sale	O	-	2		
160	DIS	Discount Detail	O	-	20		
170	TAX	Tax Reference	O	-	3		
180	FOB	F.O.B. Related Instructions	O	-	1		
190	SDQ	Destination Quantity	O	-	50		
200	DTM	Date/Time/Period	O	-	10		
210	LDT	Lead Time	O	O	12		
220	SCH	Line Item Schedule	O	-	104		n2
230	FST	Forecast Schedule	O	-	5		
240	TD1	Carrier Details (Quantity and Weight)	O	-	1		
250	TD5	Carrier Details (Routing Sequence/Transit Time)	O	-	12		

260	TD3	Carrier Details (Equipment)	O	-	12
270	TD4	Carrier Details (Special Handling, or Hazardous Materials, or Both)	O	-	5
280	MAN	Marks and Numbers	O	-	10
290	CTB	Restrictions/Conditions	O	-	5
<b>LOOP ID - CST</b>					<b>100</b>
300	CST	Cost Analysis	O	-	1
310	PID	Product/Item Description	O	-	1
320	CUR	Currency	O	-	1
330	DTM	Date/Time/Period	O	-	2
<b>LOOP ID - SLN</b>					<b>1000</b>
340	SLN	Subline Item Detail	O	-	1
350	PID	Product/Item Description	O	-	1000
<b>LOOP ID - CST</b>					<b>100</b>
360	CST	Cost Analysis	O	-	1
370	PID	Product/Item Description	O	-	1
380	CUR	Currency	O	-	1
390	DTM	Date/Time/Period	O	-	2
<b>LOOP ID - N9</b>					<b>1000</b>
400	N9	Reference Number	O	O	1
410	MSG	Message Text	O	O	1000
<b>LOOP ID - N1</b>					<b>200</b>
420	N1	Name	O	O	1
430	N2	Additional Name Information	O	-	2
440	N3	Address Information	O	-	2
450	N4	Geographic Location	O	O	1
460	REF	Reference Numbers	O	-	12
470	PER	Administrative Communications Contact	O	-	3
480	FOB	F.O.B. Related Instructions	O	O	1
490	TD1	Carrier Details (Quantity and Weight)	O	-	2
500	TD5	Carrier Details (Routing Sequence/Transit Time)	O	-	12
510	TD3	Carrier Details (Equipment)	O	-	12
520	TD4	Carrier Details (Special Handling, or Hazardous Materials, or Both)	O	-	5
530	PKG	Marking, Packaging, Loading	O	-	25

## Summary:

Pos. No.	Seg. ID	Name	Usage		Max.Use	Loop Repeat	Notes and Comments
			ANSI	GM			
010	CTT	Transaction Totals	M	M	1		N3
015	AMT	Monetary Amount	O	-	1		
020	SE	Transaction Set Trailer	M	M	1		

## Transaction Set Notes

- If segment LIN is used, do not use LIN01.

2. The SCH segment is used to specify various quantities of items ordered that are to be scheduled. When this segment is used the unit of measurement code (SCH02) should always be identical to the unit of measurement code in the associated PO1 segment (PO103) and the sum of values of quantity (SCH01) should always equal the quantity ordered (PO102) in the PO1 segment.
3. Number of line items (CTT01) is the accumulation of the number of PO1 segments. If used, hash total (CTT02) is the sum of the value of quantities ordered (PO102) for each PO1 segment.

Note: A dash (-) in the GM Usage column means GM does not currently use the segment and is not contained in this document.

## SECTION II –Segment Directory

Segment <u>ID</u>	<u>Name</u>
BQR	Beginning Segment – RESPONSE TO REQUEST FOR QUOTE
CTT	Transaction Totals
CUR	Currency
FOB	F.O.B. Related Instructions
ITA	Allowance, Charge or Service
ITD	Terms of Sale/Deferred Terms of Sale
LTD	Lead Time
MSG	Message Text
N1	Name
N2	Additional Name Information
N3	Address Information
N4	Geographic Location
N9	Reference Number
PER	Administrative Communications Contact
PID	Product/Item Description
PO1	Purchase Order Baseline Item Data
PO3	Additional Item Detail
PO4	Item Physical Details
SE	Transaction Set Trailer
ST	Transaction Set Header

## SECTION III -GM Segment Clarification

### Heading

**Segment:** **ST** Transaction Set Header  
**Position:** 010  
**Loop:**  
**Level:** Heading  
**Usage:** Mandatory  
**Max Use:** 1  
**Purpose:** To indicate the start of a transaction set and to assign a control number  
**Syntax Notes:**  
**Semantic Notes:**  
**Comments:** 1 The transaction set identifier (ST01) is intended for use by the translation routines of the interchange partners to select the appropriate transaction set definition (e.g., 810 selects the invoice transaction set).

#### Data Element Summary

	<u>Ref.</u>	<u>Data</u>	<u>Name</u>	<u>Attributes</u>
	<u>Des.</u>	<u>Element</u>		
M	ST01	143	Transaction Set Identifier Code	M ID 3/3
			Code uniquely identifying a Transaction Set	
			843 X12.8 Response to Request for Quotation	
M	ST02	329	Transaction Set Control Number	M AN 4/9
			Identifying control number assigned by the originator for a transaction set.	
			A unique number assigned by GM to each transaction set within a functional group.	



**Segment:** **BQR** Beginning Segment for Response to Request for Quotation  
**Position:** 020  
**Loop:**  
**Level:** Heading  
**Usage:** Mandatory  
**Max Use:** 1  
**Purpose:** To indicate the beginning of a Response to Request for Quote Transaction Set and transmit identifying numbers and dates  
**Syntax Notes:** 1 If BQR05 is present, then BQR04 is required.  
**Semantic Notes:**  
**Comments:**

**Data Element Summary**

	<u>Ref. Des.</u>	<u>Data Element</u>	<u>Name</u>	<u>Attributes</u>
M	BQR01	353	<b>Transaction Set Purpose Code</b> Code identifying purpose of transaction set The absence of an 843 response against parts contained in an 840 transmission will cause General Motors to react as follows:  BQR01 =00 and BQR06 = DQ and no PO1 segment data is transmitted GM Response: GM will enter a No Quote (NQ) as your response for ALL parts transmitted in the 840.  BQR01 =00 and BQR06 = DQ and PO1 pricing data is transmitted for only some of the parts in GM's 840. GM Response: GM will enter pricing data for parts transmitted and a No Quote (NQ) for parts contained in the 840 but NOT present in the 843. 00 Original 05 Replace	M ID 2/2
M	BQR02	586	<b>Request for Quote Reference Number</b> Number assigned by the purchaser to identify his request for quote Return the exact RFQ number transmitted by GM in BQT02 of the 840 transaction set.	M AN 1/45
M	BQR03	652	<b>Request Quotation Control Date</b> Date to be used for reference purposes in an RFQ and a response to RFQ. Creation Date of document	M DT 6/6
	BQR04	374	<b>Date/Time Qualifier</b> Code specifying type of date or time, or both date and time 036 Expiration Date coverage expires	C ID 3/3
	BQR05	373	<b>Date</b> Date (YYMMDD) The date that the quoted prices expire. Otherwise, the prices are firm indefinitely.	O DT 6/6
	BQR06	379	<b>Bid Type Response Code</b> Code indicating the type of response to the request for bid or quote Used with versions 002040 & 003010 When the BQR01 is code 05 (Replace) do NOT transmit BQR06. DQ Decline to Quote	O ID 2/2
	BQR06	587	<b>Acknowledgment Type</b>	O ID 2/2

Code specifying the type of acknowledgment

Used with version 002003 only

DQ

Decline to Quote

**Segment:** CUR Currency  
**Position:** 040  
**Loop:**  
**Level:** Heading  
**Usage:** Optional  
**Max Use:** 1  
**Purpose:** To specify the currency (dollars, pounds, francs, etc.) used in a transaction  
**Syntax Notes:**  
**Semantic Notes:**  
**Comments:**

#### Data Element Summary

	<u>Ref. Des.</u>	<u>Data Element</u>	<u>Name</u>	<u>Attributes</u>
M	CUR01	98	<b>Entity Identifier Code</b> Code identifying an organizational entity or a physical location. BY Buying Party (Purchaser) SE Selling Party	M ID 2/2
M	CUR02	100	<b>Currency Code</b> Code (Standard ISO) for country in whose currency the charges are specified The ISO 4217 three character alpha codes will be used	M ID 3/3
X	CUR03	280	<b>Exchange Rate</b> Value to be used as a multiplier conversion factor to convert monetary value from one currency to another	O R 4/6
X	CUR04	98	<b>Entity Identifier Code</b> Code identifying an organizational entity or a physical location.	O ID 2/2
X	CUR05	100	<b>Currency Code</b> Code (Standard ISO) for country in whose currency the charges are specified	O ID 3/3
X	CUR06	669	<b>Currency Market/Exchange Code</b> Code identifying the market upon which the currency exchange rate is based	O ID 3/3
X	CUR07	374	<b>Date/Time Qualifier</b> Code specifying type of date or time, or both date and time	C ID 3/3
X	CUR08	373	<b>Date</b> Date (YYMMDD)	O DT 6/6
X	CUR09	337	<b>Time</b> Time expressed in 24-hour clock time (HHMMSS) (Time range: 000000 through 235959)	O TM 4/4
X	CUR10	374	<b>Date/Time Qualifier</b> Code specifying type of date or time, or both date and time	C ID 3/3
X	CUR11	373	<b>Date</b> Date (YYMMDD)	O DT 6/6
X	CUR12	337	<b>Time</b> Time expressed in 24-hour clock time (HHMMSS) (Time range: 000000 through 235959)	O TM 4/4
X	CUR13	374	<b>Date/Time Qualifier</b> Code specifying type of date or time, or both date and time	C ID 3/3
X	CUR14	373	<b>Date</b> Date (YYMMDD)	O DT 6/6
X	CUR15	337	<b>Time</b>	O TM 4/4

			Time expressed in 24-hour clock time (HHMMSS) (Time range: 000000 through 235959)		
X	CUR16	374	<b>Date/Time Qualifier</b>	C	ID 3/3
			Code specifying type of date or time, or both date and time		
X	CUR17	373	<b>Date</b>	O	DT 6/6
			Date (YYMMDD)		
X	CUR18	337	<b>Time</b>	O	TM 4/4
			Time expressed in 24-hour clock time (HHMMSS) (Time range: 000000 through 235959)		
X	CUR19	374	<b>Date/Time Qualifier</b>	C	ID 3/3
			Code specifying type of date or time, or both date and time		
X	CUR20	373	<b>Date</b>	O	DT 6/6
			Date (YYMMDD)		
X	CUR21	337	<b>Time</b>	O	TM 4/4
			Time expressed in 24-hour clock time (HHMMSS) (Time range: 000000 through 235959)		

**Segment:** **FOB** **F.O.B. Related Instructions**

**Position:** 080

**Loop:**

**Level:** Heading

**Usage:** Optional

**Max Use:** 1

**Purpose:** To specify transportation instructions relating to shipment

**Syntax Notes:** 1 If FOB03 is present, then FOB02 is required.

2 If FOB07 is present, then FOB06 is required.

**Semantic Notes:**

**Comments:** 1 FOB01 indicates which party will pay the carrier.

2 FOB02 is the code specifying transportation responsibility location.

3 FOB06 is the code specifying title passage location.

**Notes:** The FOB segment should only be sent if the "FOB" terms transmitted in the 840 are unacceptable. In the 843, one FOB segment will appear in the Heading area that applies to all of the shipping and receiving addresses for the transaction. If an exception to this FOB segment is required, an FOB segment can be used in the N1 or PO1 Loop to override the general "FOB" segment. Refer to Appendix A for more information.

**Data Element Summary**

	<u>Ref.</u>	<u>Data</u>	<u>Attributes</u>
	<u>Des.</u>	<u>Element</u> <u>Name</u>	
M	FOB01	146 <b>Shipment Method of Payment</b>	M ID 2/2
		Code identifying payment terms for transportation charges	
		CC Collect	
		PC Prepaid but Charged to Customer	
		PP Prepaid (by Seller)	
	FOB02	309 <b>Location Qualifier</b>	C ID 1/2
		Code identifying type of location	
		AC City and State	
	FOB03	352 <b>Description</b>	O AN 1/80
		A free-form description to clarify the related data elements and their content	
		City, State/Province Name.	
X	FOB04	334 <b>Transportation Terms Qualifier Code</b>	O ID 2/2
		Code identifying the source of the transportation terms	
X	FOB05	335 <b>Transportation Terms Code</b>	C ID 3/3
		Code identifying the trade terms which apply to the shipment transportation responsibility	
	FOB06	309 <b>Location Qualifier</b>	C ID 1/2
		Code identifying type of location	
		DE Destination (Shipping)	
		OR Origin (Shipping Point)	
	FOB07	352 <b>Description</b>	O AN 1/80
		A free-form description to clarify the related data elements and their content	
		Location of Title Passage	
X	FOB08	54 <b>Risk of Loss Qualifier</b>	O ID 2/2
		Code specifying where responsibility for risk of loss passes	
X	FOB09	352 <b>Description</b>	C AN 1/80
		A free-form description to clarify the related data elements and their content	

**Segment:** **ITA** Allowance, Charge or Service  
**Position:** 120  
**Loop:**  
**Level:** Heading  
**Usage:** Optional  
**Max Use:** 10  
**Purpose:** To specify allowances, charges, or services  
**Syntax Notes:**

- 1 If ITA02 is present, then at least one of ITA03 or ITA13 is required.
- 2 If ITA08 is present, then ITA09 is required.
- 3 If ITA10 is present, then ITA11 is required.

**Semantic Notes:**  
**Comments:**

- 1 If ITA01 = A-Allowance or C-Charge, then at least one of ITA06, ITA07, or ITA08 must be present.
- 2 If ITA07 is present with either ITA06 or ITA08, then ITA07 takes precedence.

#### Data Element Summary

	<u>Ref.</u>	<u>Data</u>	<u>Name</u>	<u>Attributes</u>
	<u>Des.</u>	<u>Element</u>		
M	ITA01	248	<b>Allowance or Charge Indicator</b> Code which indicates an allowance or charge for the service specified A Allowance C Charge N No Allowance or Charge	M ID 1/1
	ITA02	559	<b>Agency Qualifier Code</b> Code identifying the agency assigning the code values AX ANSI Accredited Standards Committee, X12	O ID 2/2
	ITA03	560	<b>Special Services Code</b> Code identifying the special service C0032 Coating (Dip, Rustproof, EDP) N0020 Non-returnable Containers PC Packaging Service R0076 Returnable Container SH Special Handling Service SU Set-up	C ID 2/10
M	ITA04	331	<b>Allowance or Charge Method of Handling Code</b> Code indicating method of handling for an allowance or charge 02 Off Invoice	M ID 2/2
X	ITA05	341	<b>Allowance or Charge Number</b> The number assigned by a vendor referencing an allowance, promotion, deal or charge	O AN 1/16
	ITA06	359	<b>Allowance or Charge Rate</b> Allowance or Charge Rate per Unit	O R 1/9
	ITA07	360	<b>Allowance or Charge Total Amount</b> Total dollar amount for the allowance or charge	O N2 1/9
	ITA08	378	<b>Allowance/Charge Percent Qualifier</b> Code indicating on what basis allowance or charge percent is calculated	O ID 1/1
	ITA09	332	<b>Allowance or Charge Percent</b> Allowance or charge expressed as a percent.	C R 1/6
	ITA10	339	<b>Allowance or Charge Quantity</b> Quantity basis when allowance or charge quantity is different from the	O R 1/10

			purchase order or invoice quantity		
	<b>ITA11</b>	<b>355</b>	<b>Unit or Basis for Measurement Code</b>	<b>C</b>	<b>ID 2/2</b>
			Code identifying the basic unit of measurement.		
<b>X</b>	<b>ITA12</b>	<b>380</b>	<b>Quantity</b>	<b>O</b>	<b>R 1/10</b>
			Numeric value of quantity		
	<b>ITA13</b>	<b>352</b>	<b>Description</b>	<b>C</b>	<b>AN 1/80</b>
			A free-form description to clarify the related data elements and their content		
	<b>ITA14</b>	<b>150</b>	<b>Special Charge or Allowance Code</b>	<b>O</b>	<b>ID 3/3</b>
			Code identifying type of special charge or allowance		
			CRC                      Core Charge		
			FAB                      F.E.T. Federal Excise Tax		
			LLC                      Lot Charge		
			MAD                      Minimum Order/Minimum Billing Charge		
			TAH                      Tool Charge		

**Segment:** **ITD** Terms of Sale/Deferred Terms of Sale  
**Position:** 130  
**Loop:**  
**Level:** Heading  
**Usage:** Optional  
**Max Use:** 5  
**Purpose:** To specify terms of sale  
**Syntax Notes:** 1 If ITD03 is present, then at least one of ITD04 ITD05 or ITD13 is required.  
2 If ITD08 is present, then at least one of ITD04 ITD05 or ITD13 is required.  
**Semantic Notes:**  
**Comments:** 1 If the code in ITD01 equals 05, then ITD07 is required.  
**Notes:** The ITD segment should only be sent if the ITD terms transmitted in the 840 are unacceptable.  
Appendix A must be reviewed to properly map ITD information.

#### Data Element Summary

Ref.	Data		Attributes
<u>Des.</u>	<u>Element</u>	<u>Name</u>	
ITD01	336	<b>Terms Type Code</b>	<b>O ID 2/2</b>
		Code identifying type of payment terms	
		05 Discount Not Applicable	
		08 Basic Discount Offered	
		09 Proximo	
		10 Instant	
		13 Seller to advise buyer	
ITD02	333	<b>Terms Basis Date Code</b>	<b>O ID 1/2</b>
		Code identifying the beginning of the terms period	
		1 Ship Date	
		2 Delivery Date	
		3 Invoice Date	
ITD03	338	<b>Terms Discount Percent</b>	<b>O R 1/6</b>
		Terms discount percentage, expressed as a percent, available to the purchaser if an invoice is paid on or before the Terms Discount Due Date	
X	ITD04	370 <b>Terms Discount Due Date</b>	<b>C DT 6/6</b>
		Date payment is due if discount is to be earned	
	ITD05	351 <b>Terms Discount Days Due</b>	<b>C N0 1/3</b>
		Number of days in the terms discount period by which payment is due if terms discount is earned	
		A default value of 999 will appear when an actual number of days is not available	
X	ITD06	446 <b>Terms Net Due Date</b>	<b>O DT 6/6</b>
		Date when total invoice amount becomes due	
	ITD07	386 <b>Terms Net Days</b>	<b>O N0 1/3</b>
		Number of days until total invoice amount is due (discount not applicable)	
	ITD08	362 <b>Terms Discount Amount</b>	<b>O N2 1/10</b>
		Total amount of terms discount	
X	ITD09	388 <b>Terms Deferred Due Date</b>	<b>O DT 6/6</b>
		Date deferred payment or percent of invoice payable is due	
X	ITD10	389 <b>Deferred Amount Due</b>	<b>C N2 1/10</b>
		Deferred amount due for payment	
X	ITD11	342 <b>Percent of Invoice Payable</b>	<b>C R 1/5</b>



			Amount of invoice payable expressed in percent	
X	ITD12	352	<b>Description</b>	O AN 1/80
			A free-form description to clarify the related data elements and their content	
	ITD13	765	<b>Day of Month</b>	C N0 1/2
			The numeric value of the day of the month between 1 and the maximum day of the month being referenced	
X	ITD14	107	<b>Payment Method Code</b>	O ID 1/1
			Code identifying type of payment procedures	

**Segment:** **LDT** Lead Time  
**Position:** 160  
**Loop:**  
**Level:** Heading  
**Usage:** Optional  
**Max Use:** 12  
**Purpose:** To specify lead time for availability of products and services  
**Syntax Notes:**  
**Semantic Notes:**  
**Comments:**

**Data Element Summary**

	<u>Ref. Des.</u>	<u>Data Element</u>	<u>Name</u>	<u>Attributes</u>
M	LDT01	345	<b>Lead Time Code</b> Code indicating the time range AF From date of PO receipt to delivery	M ID 2/2
M	LDT02	380	<b>Quantity</b> Numeric value of quantity Number of weeks	M R 1/10
M	LDT03	344	<b>Unit of Time Period or Interval</b> Code indicating the time period or interval WK Weeks	M ID 2/2
X	LDT04	373	<b>Date</b> Date (YYMMDD)	O DT 6/6

**Segment:** N9 Reference Number  
**Position:** 290  
**Loop:** N9 Optional  
**Level:** Heading  
**Usage:** Optional  
**Max Use:** 1  
**Purpose:** To transmit identifying numbers and descriptive information as specified by the reference number qualifier  
**Syntax Notes:** 1 At least one of N902 or N903 is required.  
**Semantic Notes:**  
**Comments:**

**Data Element Summary**

	<u>Ref. Des.</u>	<u>Data Element</u>	<u>Name</u>	<u>Attributes</u>
M	N901	128	<b>Reference Number Qualifier</b> Code qualifying the Reference Number. CJ Clause Number PO Purchase Order Number PR Price Quote Number	M ID 2/2
	N902	127	<b>Reference Number</b> Reference number or identification number as defined for a particular Transaction Set, or as specified by the Reference Number Qualifier.	C AN 1/30
	N903	369	<b>Free-form Description</b> Free-form descriptive text	C AN 1/45
X	N904	373	<b>Date</b> Date (YYMMDD)	O DT 6/6
X	N905	337	<b>Time</b> Time expressed in 24-hour clock time (HHMMSS) (Time range: 000000 through 235959)	O TM 4/4

**Segment:** **MSG** Message Text  
**Position:** 300  
**Loop:** N9 Optional  
**Level:** Heading  
**Usage:** Optional  
**Max Use:** 1000  
**Purpose:** To provide a free form format that would allow the transmission of text information.  
**Syntax Notes:**  
**Semantic Notes:**  
**Comments:**

**Data Element Summary**

	<u>Ref. Des.</u>	<u>Data Element</u>	<u>Name</u>	<u>Attributes</u>
M	MSG01	933	<b>Free-Form Message Text</b> Free-form message text GM message text maximum is limited to 99 characters	M AN 1/264
X	MSG02	934	<b>Printer Carriage Control Code</b> A field to be used for the control of the line feed of the receiving printer	O ID 2/2

**Segment:** **N1** Name  
**Position:** 310  
**Loop:** N1  
**Level:** Heading  
**Usage:** Mandatory  
**Max Use:** 1  
**Purpose:** To identify a party by type of organization, name, and code  
**Syntax Notes:**

- 1 At least one of N102 or N103 is required.
- 2 If either N103 or N104 is present, then the other is required.

**Semantic Notes:**  
**Comments:**

- 1 At least one occurrence of this segment is mandatory in the Heading and must contain the same selling party information previously transmitted in the 840 transaction set.
- 2 This segment, used alone, provides the most efficient method of providing organizational identification. To obtain this efficiency the "ID Code" (N104) must provide a key to the table maintained by the transaction processing party.

**Data Element Summary**

M	Ref. Des.	Data Element	Name	Attributes	
				M	ID
	N101	98	<b>Entity Identifier Code</b>	M	ID 2/2
			Code identifying an organizational entity or a physical location.		
			CT Country of Origin		
			SE Selling Party		
			SU Supplier/Manufacturer		
			Country of Origin		
	N102	93	<b>Name</b>	C	AN 1/35
			Free-form name		
			Name of organization		
	N103	66	<b>Identification Code Qualifier</b>	C	ID 1/2
			Code designating the system/method of code structure used for Identification Code (67)		
			Must be the same code sent by GM in the 840 transaction set		
			1 Dun and Bradstreet (Credit Reporting) (DUNS)		
			92 Assigned by Buyer or Buyer's Agent		
	N104	67	<b>Identification Code</b>	C	ID 2/17
			Code identifying a party.		
			Must be the same number sent by GM in the corresponding N1 segment in the 840 transaction set.		

**Segment:** **N2 Additional Name Information**  
**Position:** 320  
**Loop:** N1 Optional  
**Level:** Heading  
**Usage:** Optional  
**Max Use:** 2  
**Purpose:** To specify additional names or those longer than 35 characters in length  
**Syntax Notes:**  
**Semantic Notes:**  
**Comments:**  
**Notes:** This segment is only to be transmitted to correct previous N2 information.

**Data Element Summary**

<b>Ref.</b>	<b>Data</b>	<b>Attributes</b>
<b>Des.</b>	<b>Element Name</b>	
M	N201 93 Name Free-form name	M AN 1/35
	N202 93 Name Free-form name	O AN 1/35

**Segment:** **N3** Address Information  
**Position:** 330  
**Loop:** N1 Optional  
**Level:** Heading  
**Usage:** Optional  
**Max Use:** 2  
**Purpose:** To specify the location of the named party  
**Syntax Notes:**  
**Semantic Notes:**  
**Comments:**  
**Notes:** This segment is only to be transmitted to correct previous N3 information

**Data Element Summary**

	<b>Ref.</b>	<b>Data</b>		<b>Attributes</b>
	<b>Des.</b>	<b>Element</b>	<b>Name</b>	
M	N301	166	<b>Address Information</b> Address information	M AN 1/35
	N302	166	<b>Address Information</b> Address information	O AN 1/35

**Segment:** **N4 Geographic Location**  
**Position:** 340  
**Loop:** N1 Optional  
**Level:** Heading  
**Usage:** Optional  
**Max Use:** 1  
**Purpose:** To specify the geographic place of the named party  
**Syntax Notes:**

- 1 At least one of N401 or N405 is required.
- 2 If N401 is present, then N402 is required.
- 3 If either N405 or N406 is present, then the other is required.

**Semantic Notes:**  
**Comments:**

- 1 A combination of either N401 through N404, or N405 and N406 may be adequate to specify a location.
- 2 N402 is required only if city name (N401) is in the USA or Canada.

**Notes:** This segment is only to be transmitted to correct previous N4 information at the Heading level.

**Data Element Summary**

<u>Ref.</u>	<u>Data</u>	<u>Element</u>	<u>Name</u>	<u>Attributes</u>
N401	19		<b>City Name</b> Free-form text for city name	C AN 2/19
N402	156		<b>State or Province Code</b> Code (Standard State/Province) as defined by appropriate government agency	C ID 2/2
N403	116		<b>Postal Code</b> Code defining international postal zone code excluding punctuation and blanks (zip code for United States)	O ID 4/9
N404	26		<b>Country Code</b> Code identifying the country GM wil send a three character code from ISO 3166-1	O ID 2/2
N405	309		<b>Location Qualifier</b> Code identifying type of location CC Country	C ID 1/2
N406	310		<b>Location Identifier</b> Code which identifies a specific location	C AN 1/25



**Segment:** **PER** Administrative Communications Contact  
**Position:** 360  
**Loop:** N1 Optional  
**Level:** Heading  
**Usage:** Optional  
**Max Use:** 3  
**Purpose:** To identify a person or office to whom administrative communications should be directed  
**Syntax Notes:** 1 If PER03 is present, then PER04 is required.  
**Semantic Notes:**  
**Comments:**  
**Notes:**

- 1 This segment will be used only in conjunction with the N1 segment that identifies the selling party.
- 2 The term communication in the title relates to the interpersonal communications, not network or telecommunications contact.

#### Data Element Summary

Ref.	Data		Attributes
<u>Des.</u>	<u>Element</u>	<u>Name</u>	
M	PER01	366 Contact Function Code	M ID 2/2
		Code identifying the major duty or responsibility of the person or group named	
		CW Confirmed With	
		SR Sales Representative or Department	
	PER02	93 Name	O AN 1/35
		Free-form name	
	PER03	365 Communication Number Qualifier	O ID 2/2
		Code identifying the type of communication number	
		TE Telephone	
	PER04	364 Communication Number	C AN 7/21
		Complete communications number including country or area code when applicable	

**Segment:** **FOB** F.O.B. Related Instructions

**Position:** 370

**Loop:** N1 Optional

**Level:** Heading

**Usage:** Optional

**Max Use:** 1

**Purpose:** To specify transportation instructions relating to shipment

**Syntax Notes:** 1 If FOB03 is present, then FOB02 is required.

2 If FOB07 is present, then FOB06 is required.

**Semantic Notes:**

**Comments:** 1 FOB01 indicates which party will pay the carrier.

2 FOB02 is the code specifying transportation responsibility location.

3 FOB06 is the code specifying title passage location.

**Data Element Summary**

	<u>Ref. Des.</u>	<u>Data Element</u>	<u>Name</u>	<u>Attributes</u>
M	FOB01	146	<b>Shipment Method of Payment</b> Code identifying payment terms for transportation charges CC Collect PC Prepaid but Charged to Customer PP Prepaid (by Seller)	M ID 2/2
	FOB02	309	<b>Location Qualifier</b> Code identifying type of location AC City and State	C ID 1/2
	FOB03	352	<b>Description</b> A free-form description to clarify the related data elements and their content City, State/Province Name	O AN 1/80
X	FOB04	334	<b>Transportation Terms Qualifier Code</b> Code identifying the source of the transportation terms	O ID 2/2
X	FOB05	335	<b>Transportation Terms Code</b> Code identifying the trade terms which apply to the shipment transportation responsibility	C ID 3/3
	FOB06	309	<b>Location Qualifier</b> Code identifying type of location DE Destination (Shipping) OR Origin (Shipping Point)	C ID 1/2
	FOB07	352	<b>Description</b> A free-form description to clarify the related data elements and their content Location of Title Passage	O AN 1/80
X	FOB08	54	<b>Risk of Loss Qualifier</b> Code specifying where responsibility for risk of loss passes	O ID 2/2
X	FOB09	352	<b>Description</b> A free-form description to clarify the related data elements and their content	C AN 1/80

# Detail

**Segment:** **PO1** Purchase Order Baseline Item Data  
**Position:** 010  
**Loop:** PO1 Optional  
**Level:** Detail  
**Usage:** Optional  
**Max Use:** 1  
**Purpose:** To specify basic and most frequently used purchase order line item data  
**Syntax Notes:**

- 1 If PO105 is present, then PO104 is required.
- 2 If PO106 is present, then PO107 is required.
- 3 If PO108 is present, then PO109 is required.
- 4 If PO110 is present, then PO111 is required.
- 5 If PO112 is present, then PO113 is required.
- 6 If PO114 is present, then PO115 is required.

**Semantic Notes:**  
**Comments:**

- 1 See the Data Dictionary for a complete list of ID's.
- 2 PO101 is the line item identification.
- 3 PO106 through PO125 provide for ten (10) different product/service ID's per each item. For example: Case, Color, Drawing No., UPC No., ISBN No., Model No., SKU.

## Data Element Summary

Ref.	Data	Name	Attributes
<u>Des.</u>	<u>Element</u>		
PO101	350	<b>Assigned Identification</b> Alphanumeric characters assigned for differentiation within a transaction set If sent, return 840 data - DO NOT CHANGE	O AN 1/6
M	PO102	330 <b>Quantity Ordered</b> Quantity ordered Return data sent in 840 transaction	M R 1/9
M	PO103	355 <b>Unit or Basis for Measurement Code</b> Code identifying the basic unit of measurement. Return 840 data. Do not change unless physically unable to ship. Information must conform to ISO trade recommendation 20.	M ID 2/2
	PO104	212 <b>Unit Price</b> Price per unit of product, service, commodity, etc. Price based on PO103. A zero is the only acceptable code value when PO105 is AP, NC or NQ.	C R 1/14
	PO105	639 <b>Basis of Unit Price Code</b> Code identifying the type of unit price for an item AP Advise Price CT Contract NC No Charge NQ No Quote	O ID 2/2
	PO106	235 <b>Product/Service ID Qualifier</b> Code identifying the type/source of the descriptive number used in Product/Service ID (234) Return 840 data - DO NOT CHANGE	O ID 2/2
	PO107	234 <b>Product/Service ID</b> Identifying number for a product or service	C AN 1/30

Return 840 data - DO NOT CHANGE

PO108	235	<b>Product/Service ID Qualifier</b>	O	ID 2/2
		Code identifying the type/source of the descriptive number used in Product/Service ID (234)		
		AB Assembly		
		BP Buyer's Part Number		
		DN Die Number		
		IN Buyer's Item Number		
		MF Manufacturer		
		OH Opposite-Hand Part Number		
		PI Purchaser's Item Code		
		PN Company Part Number		
		PT Print or Drawing		
		RP Replaced Part Number		
		VP Vendor's (Seller's) Part Number		
		<b>If used, return 840 data.</b>		
PO109	234	<b>Product/Service ID</b>	C	AN 1/30
		Identifying number for a product or service		
PO110	235	<b>Product/Service ID Qualifier</b>	O	ID 2/2
		Code identifying the type/source of the descriptive number used in Product/Service ID (234)		
		Subsequent uses of data element 235 must utilize values specified but cannot repeat values previously used. If used, see PO108.		
PO111	234	<b>Product/Service ID</b>	C	AN 1/30
		Identifying number for a product or service		
PO112	235	<b>Product/Service ID Qualifier</b>	O	ID 2/2
		Code identifying the type/source of the descriptive number used in Product/Service ID (234)		
		Subsequent uses of data element 235 must utilize values specified but cannot repeat values previously used. If used, see PO108.		
PO113	234	<b>Product/Service ID</b>	C	AN 1/30
		Identifying number for a product or service		
PO114	235	<b>Product/Service ID Qualifier</b>	O	ID 2/2
		Code identifying the type/source of the descriptive number used in Product/Service ID (234)		
		Subsequent uses of data element 235 must utilize values specified but cannot repeat values previously used. If used, see PO108.		
PO115	234	<b>Product/Service ID</b>	C	AN 1/30
		Identifying number for a product or service		
X	PO116	235 <b>Product/Service ID Qualifier</b>	O	ID 2/2
		Code identifying the type/source of the descriptive number used in Product/Service ID (234)		
X	PO117	234 <b>Product/Service ID</b>	C	AN 1/30
		Identifying number for a product or service		
X	PO118	235 <b>Product/Service ID Qualifier</b>	O	ID 2/2
		Code identifying the type/source of the descriptive number used in Product/Service ID (234)		
X	PO119	234 <b>Product/Service ID</b>	C	AN 1/30
		Identifying number for a product or service		
X	PO120	235 <b>Product/Service ID Qualifier</b>	O	ID 2/2

			Code identifying the type/source of the descriptive number used in Product/Service ID (234)		
X	PO121	234	<b>Product/Service ID</b>	C	AN 1/30
			Identifying number for a product or service		
X	PO122	235	<b>Product/Service ID Qualifier</b>	O	ID 2/2
			Code identifying the type/source of the descriptive number used in Product/Service ID (234)		
X	PO123	234	<b>Product/Service ID</b>	C	AN 1/30
			Identifying number for a product or service		
X	PO124	235	<b>Product/Service ID Qualifier</b>	O	ID 2/2
			Code identifying the type/source of the descriptive number used in Product/Service ID (234)		
X	PO125	234	<b>Product/Service ID</b>	C	AN 1/30
			Identifying number for a product or service		

**Segment:** **PO3 Additional Item Detail**  
**Position:** 030  
**Loop:** PO1 Optional  
**Level:** Detail  
**Usage:** Optional  
**Max Use:** 25  
**Purpose:** To specify additional item-related data involving variations in normal price/quantity structure  
**Syntax Notes:** 1 If PO304 is present, then at least one of PO303 or PO305 is required.  
**Semantic Notes:**  
**Comments:** 1 Some examples of price/quantity variations are: price in different units from the PO1 segment, price changes by date, or price changes by quantity (break and level).  
2 PO307 defines the unit of measure for PO306.  
**Notes:** This segment can be used to specify lot quantity structures and minimum buy quantities.

**Data Element Summary**

	<u>Ref. Des.</u>	<u>Data Element</u>	<u>Name</u>	<u>Attributes</u>
M	PO301	371	<b>Change Reason Code</b> Code specifying the reason for price or quantity change QP Quantity Based on Price Qualifier (PO303) QT Quantity Price Break	M ID 2/2
X	PO302	373	<b>Date</b> Date (YYMMDD)	O DT 6/6
	PO303	236	<b>Price Qualifier</b> Code identifying pricing specification MNR Minimum Release Quantity Price PBQ Unit Price Beginning Quantity	C ID 3/3
	PO304	212	<b>Unit Price</b> Price per unit of product, service, commodity, etc. The price is based on PO306 and PO307	C R 1/14
X	PO305	639	<b>Basis of Unit Price Code</b> Code identifying the type of unit price for an item	C ID 2/2
M	PO306	380	<b>Quantity</b> Numeric value of quantity Minimum quantity	M R 1/10
M	PO307	355	<b>Unit or Basis for Measurement Code</b> Code identifying the basic unit of measurement. Same as 843 PO103	M ID 2/2
X	PO308	352	<b>Description</b> A free-form description to clarify the related data elements and their content	O AN 1/80

**Segment:** **PID** **Product/Item Description**  
**Position:** 050  
**Loop:** PID Optional  
**Level:** Detail  
**Usage:** Optional  
**Max Use:** 1  
**Purpose:** To describe a product or process in coded or free-form format  
**Syntax Notes:** At least one of PID04 or PID05 is required.  
**Semantic Notes:**  
**Comments:** 1 When PID01 is "F", PID04 is not used.  
**Notes:** This segment should only be used if the part description transmitted in the 840 is unacceptable

#### Data Element Summary

	<u>Ref.</u>	<u>Data</u>	<u>Name</u>	<u>Attributes</u>
	<u>Des.</u>	<u>Element</u>		
M	PID01	349	<b>Item Description Type</b> Code indicating the format of a description F Free-form	M ID 1/1
X	PID02	750	<b>Product/Process Characteristic Code</b> Code specifying the product or process characteristic being described.	O ID 2/3
X	PID03	559	<b>Agency Qualifier Code</b> Code identifying the agency assigning the code values	C ID 2/2
X	PID04	751	<b>Product Description Code</b> A code from an industry code list which provides specific data about a product characteristic	C ID 1/12
	PID05	352	<b>Description</b> A free-form description to clarify the related data elements and their content	C AN 1/80
X	PID06	752	<b>Surface/Layer/Position Code</b> Code indicating the product surface, layer or position that is being described	O ID 2/2

**Segment:** **PO4** Item Physical Details  
**Position:** 090  
**Loop:** PO1 Optional  
**Level:** Detail  
**Usage:** Optional  
**Max Use:** 1  
**Purpose:** To specify the physical qualities, packaging, weights, and dimensions relating to the item  
**Syntax Notes:**  
**Semantic Notes:**  
**Comments:**

**Data Element Summary**

	<u>Ref. Des.</u>	<u>Data Element</u>	<u>Name</u>	<u>Attributes</u>
	PO401	356	<b>Pack</b> Number of inner pack units per outer pack unit Standard Pack Quantity	O N0 1/6
X	PO402	357	<b>Size</b> Size of supplier units in pack	O R 1/8
X	PO403	355	<b>Unit or Basis for Measurement Code</b> Code identifying the basic unit of measurement.	C ID 2/2
X	PO404	103	<b>Packaging Code</b> Code identifying the type of packaging; Part 1: Packaging Form, Part 2: Packaging Material	O ID 5/5
X	PO405	187	<b>Weight Qualifier</b> Code defining the type of weight	O ID 1/2
X	PO406	384	<b>Gross Weight per Pack</b> Numeric value of gross weight per pack	C R 1/9
X	PO407	355	<b>Unit or Basis for Measurement Code</b> Code identifying the basic unit of measurement.	C ID 2/2
X	PO408	385	<b>Gross Volume per Pack</b> Numeric value of gross volume per pack	O R 1/9
X	PO409	355	<b>Unit or Basis for Measurement Code</b> Code identifying the basic unit of measurement.	C ID 2/2
X	PO410	82	<b>Length</b> Largest horizontal dimension of an object measured when the object is in the upright position	C R 1/8
X	PO411	189	<b>Width</b> Shorter measurement of the two horizontal dimensions measured with the object in the upright position	C R 1/8
X	PO412	65	<b>Height</b> Vertical dimension of an object measured when the object is in the upright position	C R 1/8
X	PO413	355	<b>Unit or Basis for Measurement Code</b> Code identifying the basic unit of measurement.	C ID 2/2



**Segment:** **ITA** Allowance, Charge or Service  
**Position:** 130  
**Loop:** PO1 Optional  
**Level:** Detail  
**Usage:** Optional  
**Max Use:** 10  
**Purpose:** To specify allowances, charges, or services  
**Syntax Notes:**

- 1 If ITA02 is present, then at least one of ITA03 or ITA13 is required.
- 2 If ITA08 is present, then ITA09 is required.
- 3 If ITA10 is present, then ITA11 is required.

**Semantic Notes:**  
**Comments:**

- 1 If ITA01 = A-Allowance or C-Charge, then at least one of ITA06, ITA07, or ITA08 must be present.
- 2 If ITA07 is present with either ITA06 or ITA08, then ITA07 takes precedence.

#### Data Element Summary

	<u>Ref. Des.</u>	<u>Data Element</u>	<u>Name</u>	<u>Attributes</u>
M	ITA01	248	<b>Allowance or Charge Indicator</b> Code which indicates an allowance or charge for the service specified A Allowance C Charge N No Allowance or Charge	M ID 1/1
	ITA02	559	<b>Agency Qualifier Code</b> Code identifying the agency assigning the code values AX ANSI Accredited Standards Committee, X12	O ID 2/2
	ITA03	560	<b>Special Services Code</b> Code identifying the special service C0032 Coating (Dip, Rustproof, EDP) N0020 Non-returnable Containers PC Packaging Service R0076 Returnable Container SH Special Handling Service SU Set-up	C ID 2/10
M	ITA04	331	<b>Allowance or Charge Method of Handling Code</b> Code indicating method of handling for an allowance or charge 02 Off Invoice	M ID 2/2
X	ITA05	341	<b>Allowance or Charge Number</b> The number assigned by a vendor referencing an allowance, promotion, deal or charge	O AN 1/16
	ITA06	359	<b>Allowance or Charge Rate</b> Allowance or Charge Rate per Unit	O R 1/9
	ITA07	360	<b>Allowance or Charge Total Amount</b> Total dollar amount for the allowance or charge	O N2 1/9
	ITA08	378	<b>Allowance/Charge Percent Qualifier</b> Code indicating on what basis allowance or charge percent is calculated	O ID 1/1
	ITA09	332	<b>Allowance or Charge Percent</b> Allowance or charge expressed as a percent.	C R 1/6
	ITA10	339	<b>Allowance or Charge Quantity</b>	O R 1/10

			Quantity basis when allowance or charge quantity is different from the purchase order or invoice quantity	
	<b>ITA11</b>	<b>355</b>	<b>Unit or Basis for Measurement Code</b>	<b>C ID 2/2</b>
			Code identifying the basic unit of measurement.	
<b>X</b>	<b>ITA12</b>	<b>380</b>	<b>Quantity</b>	<b>O R 1/10</b>
			Numeric value of quantity – number of ‘free goods’	
	<b>ITA13</b>	<b>352</b>	<b>Description</b>	<b>C AN 1/80</b>
			A free-form description to clarify the related data elements and their content	
	<b>ITA14</b>	<b>150</b>	<b>Special Charge or Allowance Code</b>	<b>O ID 3/3</b>
			Code identifying type of special charge or allowance	
			CRC Core Charge	
			FAB F.E.T. Federal Excise Tax	
			LLC Lot Charge	
			MAD Minimum Order/Minimum Billing Charge	
			TAH Tool Charge	

**Segment:** **LDT** Lead Time  
**Position:** 210  
**Loop:** PO1 Optional  
**Level:** Detail  
**Usage:** Optional  
**Max Use:** 12  
**Purpose:** To specify lead time for availability of products and services  
**Syntax Notes:**  
**Semantic Notes:**  
**Comments:**

**Data Element Summary**

	<u>Ref. Des.</u>	<u>Data Element</u>	<u>Name</u>	<u>Attributes</u>
M	LDT01	345	<b>Lead Time Code</b> Code indicating the time range AF From date of PO receipt to delivery	M ID 2/2
M	LDT02	380	<b>Quantity</b> Numeric value of quantity Number of weeks	M R 1/10
M	LDT03	344	<b>Unit of Time Period or Interval</b> Code indicating the time period or interval WK Weeks	M ID 2/2
X	LDT04	373	<b>Date</b> Date (YYMMDD)	O DT 6/6

**Segment:** **N9** Reference Number  
**Position:** 400  
**Loop:** N9 Optional  
**Level:** Detail  
**Usage:** Optional  
**Max Use:** 1  
**Purpose:** To transmit identifying numbers and descriptive information as specified by the reference number qualifier

**Syntax Notes:** 1 At least one of N902 or N903 is required.  
**Semantic Notes:**  
**Comments:**

**Data Element Summary**

	<u>Ref. Des.</u>	<u>Data Element</u>	<u>Name</u>	<u>Attributes</u>
M	N901	128	<b>Reference Number Qualifier</b> Code qualifying the Reference Number. CJ Clause Number PM Part Number PO Purchase Order Number	M ID 2/2
	N902	127	<b>Reference Number</b> Reference number or identification number as defined for a particular Transaction Set, or as specified by the Reference Number Qualifier.	C AN 1/30
	N903	369	<b>Free-form Description</b> Free-form descriptive text	C AN 1/45
X	N904	373	<b>Date</b> Date (YYMMDD)	O DT 6/6
X	N905	337	<b>Time</b> Time expressed in 24-hour clock time (HHMMSS) (Time range: 000000 through 235959)	O TM 4/4

**Segment:** **MSG** Message Text  
**Position:** 410  
**Loop:** N9 Optional  
**Level:** Detail  
**Usage:** Optional  
**Max Use:** 1000  
**Purpose:** To provide a free form format that would allow the transmission of text information.  
**Syntax Notes:**  
**Semantic Notes:**  
**Comments:**

**Data Element Summary**

	<u>Ref. Des.</u>	<u>Data Element</u>	<u>Name</u>	<u>Attributes</u>
M	MSG01	933	<b>Free-Form Message Text</b> Free-form message text GM message text maximum is limited to 99 characters	M AN 1/264
X	MSG02	934	<b>Printer Carriage Control Code</b> A field to be used for the control of the line feed of the receiving printer	O ID 2/2

**Segment:** **N1** Name  
**Position:** 420  
**Loop:** N1 Optional  
**Level:** Detail  
**Usage:** Optional  
**Max Use:** 1  
**Purpose:** To identify a party by type of organization, name, and code  
**Syntax Notes:** 1 At least one of N102 or N103 is required.  
 2 If either N103 or N104 is present, then the other is required.  
**Semantic Notes:**  
**Comments:** 1 This segment, used alone, provides the most efficient method of providing organizational identification. To obtain this efficiency the "ID Code" (N104) must provide a key to the table maintained by the transaction processing party.

**Data Element Summary**

Ref.	Data Element	Name	Attributes
M	N101	98 Entity Identifier Code	M ID 2/2
		Code identifying an organizational entity or a physical location.	
		CT Country of Origin	
		SE Selling Party	
		SU Supplier/Manufacturer	
		Country of Origin	
	N102	93 Name	C AN 1/35
		Free-form name	
		Name of organization	
	N103	66 Identification Code Qualifier	C ID 1/2
		Code designating the system/method of code structure used for Identification Code (67)	
		Must be the same code sent by GM in the 840 transaction set	
		1 Dun and Bradstreet (Credit Reporting) (DUNS)	
		92 Assigned by Buyer or Buyer's Agent	
	N104	67 Identification Code	C ID 2/17
		Code identifying a party.	
		Must be the same number sent by GM in the corresponding N1 segment in the 840 transaction set.	

**Segment:** **N4 Geographic Location**  
**Position:** 450  
**Loop:** N1 Optional  
**Level:** Detail  
**Usage:** Optional  
**Max Use:** 1  
**Purpose:** To specify the geographic place of the named party  
**Syntax Notes:**

- 1 At least one of N401 or N405 is required.
- 2 If N401 is present, then N402 is required.
- 3 If either N405 or N406 is present, then the other is required.

**Semantic Notes:**  
**Comments:**

- 1 A combination of either N401 through N404, or N405 and N406 may be adequate to specify a location.
- 2 N402 is required only if city name (N401) is in the USA or Canada.

**Notes:** This segment is used to transmit Country of Origin information at the Detail level.

#### Data Element Summary

Ref.	Data	Name	Attributes
<u>Des.</u>	<u>Element</u>	<u>Name</u>	<u>Attributes</u>
N401	19	City Name	C AN 2/19
		Free-form text for city name	
N402	156	State or Province Code	C ID 2/2
		Code (Standard State/Province) as defined by appropriate government agency	
N403	116	Postal Code	O ID 4/9
		Code defining international postal zone code excluding punctuation and blanks (zip code for United States)	
N404	26	Country Code	O ID 2/2
		Code identifying the country	
		GM will send a three character code from ISO 3166-1	
N405	309	Location Qualifier	C ID 1/2
		Code identifying type of location	
		CC Country	
N406	310	Location Identifier	C AN 1/25
		Code which identifies a specific location	

**Segment:** **FOB** F.O.B. Related Instructions

**Position:** 480

**Loop:** N1 Optional

**Level:** Detail

**Usage:** Optional

**Max Use:** 1

**Purpose:** To specify transportation instructions relating to shipment

**Syntax Notes:** 1 If FOB03 is present, then FOB02 is required.

2 If FOB07 is present, then FOB06 is required.

**Semantic Notes:**

**Comments:** 1 FOB01 indicates which party will pay the carrier.

2 FOB02 is the code specifying transportation responsibility location.

3 FOB06 is the code specifying title passage location.

**Data Element Summary**

	<u>Ref. Des.</u>	<u>Data Element</u>	<u>Name</u>	<u>Attributes</u>
M	FOB01	146	<b>Shipment Method of Payment</b> Code identifying payment terms for transportation charges CC Collect PC Prepaid but Charged to Customer PP Prepaid (by Seller)	M ID 2/2
	FOB02	309	<b>Location Qualifier</b> Code identifying type of location AC City and State	C ID 1/2
	FOB03	352	<b>Description</b> A free-form description to clarify the related data elements and their content City, State/Province Name	O AN 1/80
X	FOB04	334	<b>Transportation Terms Qualifier Code</b> Code identifying the source of the transportation terms	O ID 2/2
X	FOB05	335	<b>Transportation Terms Code</b> Code identifying the trade terms which apply to the shipment transportation responsibility	C ID 3/3
	FOB06	309	<b>Location Qualifier</b> Code identifying type of location DE Destination (Shipping) OR Origin (Shipping Point)	C ID 1/2
	FOB07	352	<b>Description</b> A free-form description to clarify the related data elements and their content Location of Title Passage	O AN 1/80
X	FOB08	54	<b>Risk of Loss Qualifier</b> Code specifying where responsibility for risk of loss passes	O ID 2/2
X	FOB09	352	<b>Description</b> A free-form description to clarify the related data elements and their content	C AN 1/80



## Summary

**Segment:** **CTT** Transaction Totals  
**Position:** 010  
**Loop:**  
**Level:** Summary  
**Usage:** Mandatory  
**Max Use:** 1  
**Purpose:** To transmit a hash total for a specific element in the transaction set  
**Syntax Notes:**  
**Semantic Notes:**  
**Comments:** 1 This segment is intended to provide hash totals to validate transaction completeness and correctness.

### Data Element Summary

	<u>Ref.</u>	<u>Data</u>	<u>Name</u>	<u>Attributes</u>
	<u>Des.</u>	<u>Element</u>		
M	CTT01	354	<b>Number of Line Items</b> Total number of line items in the transaction set Total number of PO1 segments.	<b>M N0 1/6</b>
	CTT02	347	<b>Hash Total</b> Sum of values of the specified data element. All values in the data element will be summed without regard to decimal points (explicit or implicit) or signs. Truncation will occur on the left most digits if the sum is greater than the maximum size of the hash total of the data element.  Example:  -.0018 First occurrence of value being hashed. .18 Second occurrence of value being hashed. 1.8 Third occurrence of value being hashed. 18.01 Fourth occurrence of value being hashed. ----- 1855 Hash total prior to truncation. 855 Hash total after truncation to three-digit field. The sum of the values of all PO102 data elements.	<b>O R 1/10</b>
X	CTT03	81	<b>Weight</b> Numeric value of weight	<b>O R 1/8</b>
X	CTT04	355	<b>Unit or Basis for Measurement Code</b> Code identifying the basic unit of measurement.	<b>C ID 2/2</b>
X	CTT05	183	<b>Volume</b> Value of volumetric measure	<b>O R 1/8</b>
X	CTT06	355	<b>Unit or Basis for Measurement Code</b> Code identifying the basic unit of measurement.	<b>C ID 2/2</b>
X	CTT07	352	<b>Description</b> A free-form description to clarify the related data elements and their content	<b>O AN 1/80</b>

**Segment:** **SE** Transaction Set Trailer  
**Position:** 020  
**Loop:**  
**Level:** Summary  
**Usage:** Mandatory  
**Max Use:** 1  
**Purpose:** To indicate the end of the transaction set and provide the count of the transmitted segments (including the beginning (ST) and ending (SE) segments).  
**Syntax Notes:**  
**Semantic Notes:**  
**Comments:** 1 SE is the last segment of each transaction set.

**Data Element Summary**

	<u>Ref. Des.</u>	<u>Data Element</u>	<u>Name</u>	<u>Attributes</u>
M	SE01	96	Number of Included Segments	M N0 1/6
			Total number of segments included in a transaction set including ST and SE segments	
M	SE02	329	Transaction Set Control Number	M AN 4/9
			Identifying control number assigned by the originator for a transaction set.	
			Must be the same number contained in ST02 of the ST - Transaction Set Header	

## Appendix A

### FOB Segment GM Mapping Example

The "GM F.O.B. Term" Column at the left determines the data that will appear in FOB01, 02, 03, 06 and 07 as indicated in the Mapping Example. The data elements below will be used in the following combinations: FOB01, 02 and 03 or FOB 01, 06 and 07.

General Motors F.O.B. TERM	FOB 01	FOB 02	FOB 03	FOB 06	FOB 07
Destination – Freight Collect	CC	AC	City, State/Province	DE	FOB Point
Shipping Point – Freight Collect	CC	AC	City, State/Province	OR	FOB Point
Destination – Freight Prepaid	PP	AC	City, State/Province	DE	FOB Point
Shipping Point – Freight Prepaid	PP	AC	City, State/Province	OR	FOB Point
Destination – Freight prepaid and added	PC	AC	City, State/Province	DE	FOB Point

### ITD Segment GM Mapping Example

The "GM Payment Term" column at the left determines the data that will appear in ITD01, 02, 03, 05, 07, 08 and 13. One Mapping Example is for Payment Terms with discounts and the other when no discount is offered.

#### "With Discounts"

GENERAL MOTORS PAYMENT TERM	ITD 01	ITD 02	ITD 03	ITD 05	ITD 07	ITD 08	ITD 13
XX Proximo	09	3	%	999		\$	XX
XX Instant	10	3	%	999		\$	XX
YY Proximo	09	3	%	999		\$	YY
XX,	09	3	%	999		\$	XX
YY, Proximo	09	3	%	999		\$	YY
XX Days	08	3	%	999	XX	\$	
XX Days/Net YY	08	3	%	XX	YY	\$	

Note: ANSI X12 syntax rules in Versions 2.1 and 2.2 state that if ITD03 or ITD08 are used, ITD04 or ITD05 is required. To satisfy these rules, a default value of 999 will appear in ITD05 when an actual number of days is not available. Also, ITD03 or ITD08 will be present, but not both. Either a discount percentage (ITD03) or a specific dollar amount (ITD08) will be indicated.

#### "Without Discounts"

GENERAL MOTORS PAYMENT TERM	ITD 01	ITD 02	ITD 03	ITD 05	ITD 07	ITD 08	ITD 13
XX Proximo	09	3					XX
XX Instant,	10	3					XX
YY Proximo	09	3					YY
XX,	09	3					XX
YY Proximo	09	3					YY
XX Days	05	3			XX		
Immediate	05	3			1		
To be Determined	13	3					
Net XX Ship	05	1			XX		

Legend: % = The discount percentage applicable to the payment term  
 \$ = The discount dollar amount applicable to the payment term  
 XX and YY = The number of days or a specific day of the month