

HDX CONNECTED

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HDeXchange

HDX Task Force Creates Standardized Price Sheets for 2004

HDX recently finalized and released a new standardized price sheet format for the exchange of price and product information between trading partners in the heavy duty truck parts aftermarket. With the Price Communications File Specification (PCFS) Standard, vendors will be able to create and distribute a single price sheet in a uniform manner, and distributors will be able to easily import this format into their business systems.

The PCFS Standards were developed by a task force led by Erach Balsara, FleetPride, and Chuck Scahill, Karmak, and consisted of many volunteers from the HDX Technical Committee. This collaborative effort ensures the greatest use of this standard by distributors, business system providers and vendors. This collaborative effort ensures the greatest use of this standard sought for many valuable reasons, for current and upcoming years.

Additionally, these price sheets are not a departure from the Automotive Aftermarket Industry Association's (AAIA) Product Information Exchange Standard (PIES), but a subset so the industry can fully realize benefits of standardized information today, prior to the PIES documents being implemented fully in the future.

The PCFS Standard consists of over 60 fields for parts information required by distributors and their systems. Vendors should strive to reach full compliance of the standard as quickly as possible.

The fields include:

- Manufacturer, part number and several description fields
- Units of measure for items and packages
- Popularity codes and multiple price, and discount and core cost fields
- Necessary, but only partially available codes, including VMRS, UPC, and other codes
- Fields for cores, freight and handling

Many other fields

Supplementary files contains the following:

- Field specific formats and instructions
- The purpose for a standardized price sheet
- General usage instructions and guidelines

Easy to comprehend sample documents

Copies of the standard are available in electronic format at www.hdexchange.com. For more information on this standard, please contact HDX General Manager Edward Kuo.

HDX to Offer Free Training Webinars on Price Sheet Standards

To help inform and educate the industry on how to use the price sheets, HDX will host a series of Price Sheet Standard Training Webinars, beginning with one on November 17, at

[<more>](#)

10:00 am Eastern time. These free Webinars will be hosted by HDeXchange and will be led jointly by Balsara and Scahill. Space is limited, so contact HDX at 770-493-6470 or hdex@att.net if you would like to attend.

HDX Community Continue to Grow; Volume Increases Exponentially

Distributors and vendors alike continue to turn to HDeXchange's formats and network to create an affordable EDI environment in their companies. Since April, the HDX community has grown significantly in members and in transaction volume.

HDX Community vendors who have joined since April include:

- A-C Brake
- American Moving Parts
- Castrol
- Dee Zee Manufacturing
- Fleet Services
- Honeywell / Fram
- Mason Truck Sales
- P&S Trucks
- Parker Hannifin
- Parts Distribution Services (PDSI)
- Perkins Motor Services
- Sloan Transportation
- Transaxle
- Triangle Auto Spring
- Truck-Lite
- Velvac
- Webb Wheel
- Western Fleet Supply

Additionally, kilocharacter usage on the HDX/ICC network has grown over 40% in the same time period. This also represents a 395% growth from a year ago.

If you have yet to join the HDX Community, call 770-493-6470 or e-mail hdex@att.net and ask about the benefits HDX brings to the industry.

HDX Begin XML Initiative for Vendor-Managed Inventory Files

Recognizing XML as part of the future of systems programming, HDX has created a new task force to recommend XML standard guidelines for commonly-traded documents, beginning with the 852 Sales Activity and 855 Purchase Order Acknowledgement files. These files are required documents for most vendor-managed inventory relationships.

Leading the HDX XML Task Force will be Chuck Scahill from Karmak, and he will be joined by individuals from VIPAR Heavy Duty, EDM, DST, and Profile Systems. If you are interested in the work of this task force, contact HDX directly.

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HDeXchange is a non-profit company created by distributors and manufacturers in the Heavy Duty, Automotive and Industrial aftermarkets to provide a neutral, widely-accepted, electronic commerce solution for those industries.