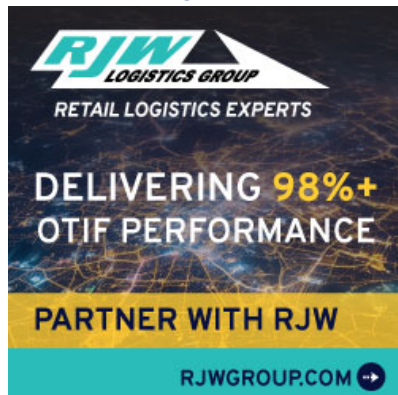


8th & Walton's Terms and Abbreviations for Walmart Suppliers

Sponsored by:



1P - First party; a supplier working directly with Walmart.

3P - Third party; a supplier selling on Walmart Marketplace.

3rd Party Logistics (3PL) - Provider offering outsourced logistics services to suppliers.

4-5-4 Calendar - Reporting calendar used by Walmart. Fiscal year runs Feb. 1 through Jan. 31.

6-Digit Supplier Number - The 6-digit number used to identify a supplier in Walmart systems.

9-Digit Supplier Number - Unique commercial identifier indicating a supplier. The number is composed of nine digits: The first six digits are the vendor number, the next two are the department number, and the last digit is the sequence number available for the buyer to use. It represents the vendor agreement, including payment terms, etc.

\$SW – Dollars Per Store Per Week

Accounts Payable Deductions - These notices from Walmart's accounts payable department mean that Walmart is withholding part or all of an invoice because of something that happened related to that invoice.

Accounts Payable Dispute Portal (APDP) - The dispute portal in Retail Link® which replaces My Direct Commerce portal, a third-party stand-alone portal. With this new portal, suppliers can bring an invoice into the portal itself because it is part of Retail Link®.

Accounts Payable Invoice System (APIS) - A Retail Link® app for searching accounting issues.

Action Alley - The aisles of the store with the highest customer foot traffic. Products may be displayed on PDQs or pallets here. Some people call it the racetrack!

Advanced Ship Notification (ASN) - An EDI transmission notifying Walmart in advance of shipping of the quantity shipped. It is what is *really* being shipped.

Advanced Strategy Planning (ASP) - Replaces Joint Business Planning (JBP).

Aged Inventory - An item that has not had inventory removed from the DC in the last 30 days. The cause could be such things as low sales, overstocked inventory in the stores, trapped freight.

Aggregate Inventory Management - Products are grouped (or aggregated) into one of three categories: finished goods, work-in-process, or raw materials.

AI Pallet Builder - A system that uses store order data and machine learning to determine the most efficient way to optimize every load for stability, safety, and speed.

Alignment Code - A designation indicating how an item is shipped.

Allowance - An agreed amount to cover a cost. It is written in the supplier agreement and is usually expressed as a percent and taken from the remittance check. Sometimes called *Buying Allowance*.

Amazon Web Services (AWS) - A subsidiary of Amazon that provides on-demand cloud computing platforms and APIs.

American National Standard Institute (ANSI) - A private, non-profit organization that oversees the development of voluntary consensus standards for products, services, processes, systems, and personnel in the United States and internationally. These standards ensure that the characteristics and performance of products are consistent.

Application Acknowledgment - A transaction set acknowledging a corresponding transaction set is readable by the receiving trading partner.

Appointment Time - The time the driver with the load is scheduled to arrive at the gate of the DC. There is a time interval associated with the appointment time within which the driver is to enter the gate (for example, plus or minus one hour).

Arkansas Radio Compliance (ARC) - Rules and regulations around the topic of RFID; used extensively on the Auburn University site and in some Walmart documentation.

ASPEn (Advance Sourcing Platform and Engagement network) - An app that enables Walmart suppliers to create new and update existing replenishment and supply chain settings such as ship points, lead times, and supplier closings. This app replaces the Lead Time Audit report (LTA) and the Supplier Closings Template.

Assembly - A method of shipping product into and through a warehouse. It's one way stores replenish basic merchandise. Most cycles are weekly. The stores and quantities are consolidated by warehouse, and a Type 33 purchase order is generated automatically by the system and sent to the supplier.

Assembly Ship and Bill - Another way to replenish merchandise. A Type 37 purchase order is created, and the suppliers receive a store breakdown and ship directly to the store. Also called *Direct Store Delivery (DSD)*.

Assortment - Defined as more than one item with different UPC codes grouped together for shipping and/or ordering purposes. Assortments are used when several different UPC codes are grouped/shipped together in one box.

Assortment Detail Sheet (ADS) - Form that fashion apparel uses to order initial set.

Automated Consolidation Center (ACC)

Automated Defect Detection - A high-speed, AI-powered inspection system used in Walmart's distribution centers for early detection of problems (crushed boxes, barcode problems, etc.).

Automated Inbound Scheduling (AIS) - The process of attracting, booking and following up with prospects in pursuit of an appointment. AIS automatically schedules the inbound delivery appointment and synchronizes the Must Arrive By Date (MABD). As this automation happens during order creation, it allows prioritization to best manage the flow of merchandise into and through the distribution center.

Auto Ready - A replenishment/routing program that allows system-generated POs to be routed and load tendered at the same time the supplier receives them via EDI without a Request for Routing.

Available Stock - Stock on hand plus stock on order minus committed stock.
 $AS = OH + OO - CS$

Average Dollar Sale (ADS) - Metric term used to calculate the correlation between sales and transactions for a given period of time. Gross sales divided by paying customers over an hour, day, week, etc.

Average Order Size/Number (AOS)

Average Order Value (AOV)

Average Unit Retail (AUR) - The average dollar amount spent for a particular type of item, calculated by dividing the total sales in dollars by the number of items sold. A metric that retailers use to compare sales across different departments or categories.

Backhaul - Using the return leg of a truck's delivery trip to pick up or bring back items from suppliers.

Backorder - An order placed for a product that is temporarily out of stock.

Back to School (BTS) - Season for special promotions for school items; in some instances called *Back to College*.

Barcode - A series of black and white lines on a UPC/GTIN used to track merchandise.

Base Index - This is a sales period divided by the average rate of sale. It is used in forecasting and replenishment calculations.

Basis Point (BPS) - Fractional measurement. One basis point is equal to one hundredth of 1%.

Batches - Invoices, claims or merchandise transfer reports gathered for transmittal.

Batch Processing - The processing of information that is accumulated during the day and then processed together at one time during the evening.

Beginning of Period (BOP)

Beneficial Cargo Owner (BCO) - The true owner of the cargo, not just an intermediary like a freight forwarder.

Bill of Lading (BOL) - Documentation of shipment that travels with the merchandise and is signed by the shipper and carrier in order to prove shipping and/or receiving.

Booklet - See *Instant Savings Bulletin*.

Brand ID - A 4-digit number Walmart assigns to a brand to use for all its items.

Breakdown - When palletized freight needs to be unpacked and sent to different departments or different stores.

Breakpack - To break the orderable pack on a shipment into a smaller pack to then ship to a store.

Browse In-Store on Mobile, Buy Online (BIMBO) - The customer qualifies a purchase in-store and on mobile, then makes the final purchase online. See *Showrooming*.

Bulk Barcode QR Scanning - An inventory management system scans barcodes or QR codes in bulk or batches simultaneously.

Bullwhip Effect - A distortion in the supply chain that results in overreactions. Like cracking a whip, a small movement of the wrist (sale) may result in a large movement at the end of the whip (request for additional inventory). Also known as the *Forrester Effect*.

Burn Profile - A method of managing (burning down) safety stock between the initiation of stopping replenishment of an item and the discontinue date. See *Discontinuation Profile*. There are two components to a burn profile. The first is a level of aggressiveness. This ranges from conservative to very aggressive and tells the system how quickly to get rid of safety stock. The second is duration. This can be any number of weeks (up to 18) and tells the system over what time period to execute the strategy.

Business as Usual (BAU)

Business Intelligence (BI Link) - A link available in Scintilla™ Charter that lets suppliers connect their data to their preferred business intelligence tools for streamlined reporting and analysis.

Business Support Manager (BSM) - The person responsible for managing the forecasted sales of an item.

Business to Business (B2B) Integration - A process for sharing company information and coordinating activity securely between companies.

Buying Allowance (BA) - An allowance negotiated with the vendor to temporarily reduce the cost of a product. It is not the same type of allowance as one seen in the Supplier Agreement. See *Allowance*.

Buy Online, Pickup In Store (BOPIS) - Customers visit a retailer's website, purchase the items they want online, and then pick them up in the store. See *In Store/Online PickUp and Delivery*.

Buy Online, Return In Store (BORIS) - Customers purchase online, return in a store.

Calendar Override - Temporary change to a supplier's order pattern to allow for holidays or other operational shutdowns.

Cancel When Out (CWO) - A setting in the Walmart system that indicates that when the item is depleted it will not be replenished.

Canned Order - The initial order to stock or fill a store's shelf space.

CAPTCHA - An acronym for Completely Automated Public Turing Test to Tell Computers and Humans Apart. It relates to the question, "Are you a robot?" that is often asked online to determine that a real person, not an automated program, is responding. Turing refers to Alan Turing, the mathematician about whom the movie "Imitation Game" was based.

Carrier - Any truck line, rail line, etc., that transfers freight to stores, clubs, or distribution centers.

Carrier Code - A unique combination of letters (code) assigned to a carrier by the Interstate Commerce Commission (ICC). For example, J.B. Hunt = JBHT.

Carton Shortage/Freight Bill Signed Short - The distribution center says that the quantity of the item on the invoice and the item shipped don't match.

Case Pack - Merchandise shipped in full cases. Cartons are not broken into smaller cases. Also called *Orderable Pack*. It differs from *master pack* which is a bad practice that combines multiple vendor packs into one box, and Walmart prohibits this practice.

Cash Discount - Allowance for paying early spelled out in the supplier agreement.

Category - Similar products within a department.

Causal Data - Information that makes it possible to conclude that one variable has a direct influence on another. In non-causal relationships, the relationship that is evident between the two variables is not completely the result of one variable directly affecting the other.

Center Point (CP) - A Walmart cross-dock facility for collect suppliers. A truckload of freight destined for multiple distribution centers is unloaded or multiple LTL trucks are delivered from multiple suppliers. The freight is then loaded on trailers destined for specific Walmart distribution centers. Consolidated purchase orders from a collect supplier are transloaded to full truckloads to specific Walmart distribution centers.

CES Customer Flow with Gen AI-Enabled Customer Support Assistant - A customer service platform that uses generative AI to streamline support calls and online inquiries. This automatically pulls up customer information and suggests solutions so customer service agents can focus on helping, not searching for data.

Channel Performance (Scintilla™) - Reports across all sales channels including in-store, online, pickup, and delivery; it also includes inventory, demand forecasting, OTIF, and NIL picks.

Chargeback - Occurs when a certain amount is deducted from an invoice payment to compensate for damaged goods, returns, etc. A fine a retailer levies when a supplier has made an error somewhere along the supply chain. Also called *Deduction*.

Claim - Action taken against a carrier, supplier, or individual for lost and/or damaged freight. A deduction taken from a remittance check.

Clearinghouse - A third party used for centralizing the interchange of electronic transactions between trading partners.

Click and Collect - Customer buys online and picks up in a store. Also known as *Pick Up Today (PUT)*.

Cloud Computing - Access to a hosted service through an internet connection.

Collaborative Planning Forecasting and Replenishment (CPFR) - Initiative created to promote collaboration between retailers and manufacturers. It grew from a relationship between Walmart and P&G to better plan its Listerine. The steps were 1) information sharing, 2) joint demand forecasting, and 3) coordinated shipments.

Collect - Walmart Stores, Inc. pays the freight charges on merchandise beginning at the vendor's dock. The merchandise becomes the property of Walmart Stores, Inc. when it is picked up from the vendor's dock. Also called *Freight Collect*. It differs from *Pre-Paid Supplier*.

Collect Pick Up Program - All US Collect Suppliers will share a portion of transportation administration and fuel costs as a result of increased transportation expenses. This includes any PO shipping to a consolidation center, regardless of delivery method and any collect DSV shipments.

Collect Ready - The supplier has product ready for Walmart to pick up and has scheduled an appointment to do so.

Common Carrier - A regulated carrier with operating authority for General Merchandise within a specific geographical region.

Consignment - See *pay From Scan*.

Consolidator - A direct supplier ships its product to the consolidator who loads trailers for specific Walmart distribution centers and also procures transportation.

Constrained Projected OH - The total inventory on hand at the location for a given date. This can also be read as Projected Ending Inventory across a time-phased view of inventory. Today's OH = Today's Demand + Plan Arrivals OR SchedRecpts

Constraint - A restriction placed on the calculation of recommended order quantities like cube, weight, cases.

Consumer ID (CID) - A unique identifier that allows systems to recognize as one

product those items having different item numbers. All sellable items will have a CID assigned. Items that could share a common consumer ID are items purchased through several import and domestic channels, items sourced from multiple suppliers, products delivered to stores from multiple (DSD) suppliers and items transitioning to new packaging.

Consumer ID Instock (CID Instock) - The item is out of stock but another similar item is instock. It may replace the out-of-stock merchandise on the shelf.

Consumer Packaged Goods (CPG) - Items consumers use up and which the retailer needs to replace frequently. This is different from *Durable Goods*.

Consumer Product Safety Commission (CPSC) - Provides lists of regulations and bans for suppliers, but the Federal Register is the official source.

Consumer Testing Laboratory (CTL) - A company contracted by Walmart to test products for quality, value, and label correctness.

Content Quality Score - An evaluation that is based on how complete and accurate an online product listing is and how it ranks with other listings.

Continuous Replenishment Program - The continual supply of goods between suppliers and their business partners that are automated through electronic data interchange (EDI).

Contract Number (for dotcom) - The vendor 2-digit department number and 1-digit sequence number.

Conventional Rate Optimization (CRO) - Converting qualified traffic from marketing into sales; on a digital platform, the practice of increasing the number of visitors to purchasers.

Cooperative Agreement (COOP) - A cost-sharing arrangement between a supplier and retailer that funds activities that drive product sales. This includes things like online promotions, circular advertisements, any in-store displays, and seasonal marketing campaigns.

Correction of Errors (COE) - The practice of taking time to do a weekly or monthly recap of your business, writing down what's happening, what went wrong, what went well and what needs to change. Each Walmart executive keeps a log of decisions made that didn't work out, in addition to data about sales and other KPIs. By acknowledging errors, they can avoid making the same mistakes repeatedly.

Cost Bust - An incorrect cost on a received purchase order.

Cost Change Scenario (CCS) - A Retail Link® app used to manage pricing.

Cost of Goods (COGs) - The cost to produce a product.

Counter Stock (C-Stock) - Parameter in INFOREM to define a minimum presence of a SKU in terms of quantity. Minimum safety stock.

Cross Docking - Distribution system in which product is unloaded from the inbound side of the dock, crossed over to the outbound side, and loaded on a store-bound truck. Sometimes called *distribution receiving*. Used by LTL suppliers.

Crossdock Supplemental Order - A supplier ships items to the distribution center, but the items have not been slotted so they go right to the stores. See *Store-Specific Order (SSO)*.

Cross Merchandising - Marketing or displaying products from different categories together to generate additional sales. This is sometimes also called an *Add-On Sale*, *Incremental Purchase* or *Secondary Product Placement*.

Cross Reference - Linking a discontinued item with the new item that is replacing it. Its purpose is to maintain the integrity of the sales report.

Cube - The amount of space an item of merchandise fills.

Customer Acquisition Cost (CAC) - The spend on marketing and advertising to get sales or acquire customers.

Customer Instock % - A measurement of one unit as instock.

Customer Perception (Scintilla™) - Surveys and customer feedback used to gauge sentiment and to identify areas in which products and categories can improve.

Customer Store Count - Stores that should have the product. They may not carry it but have the ability at store level to turn the item on.

Cycle Stock - Working inventory or the amount of inventory available to meet typical demand during a given period.

Data Element - A single data item or multiple data items that form a piece of information contained in an EDI message.

Day of Week (DOW) - The day of the week you receive your orders from Walmart. Also called Order Generation Day or Review Day.

Deal - An app in Retail Link® used to create, track and pay for a promotion such as Instant Savings.

Decision Support (DSS) - A previously used Retail Link® app used to pull most reports. No longer used.

Decryption - The translation of an encrypted transmission that lets the receiving party see the original message.

Dedicated Carrier - A driver who is under contract to a carrier other than Walmart and who drives his own tractor and carries a Walmart trailer.

Deduction - See *Claim*.

Defective Return - A return which cannot be resold because there is something wrong with it. A subset of *Total Return*.

Deleted Item - An item no longer carried by Walmart.

Delivery Date - Date at which product is to be delivered to the Distribution Center.

Delivery Trailer Manifest - A list detailing the shipment content on a partial truckload trailer prepared for delivery.

Delivery Window - Date the DC must receive a shipment.

DELJIT - A message telling a supplier the Just-In-Time schedule and delivery sequence.

Demand Forecast - A forecast of sales based on the expectation of customers' future demand for a product or service and determined by using predictive analysis of historical data.

Demand Plan - Combines Demand Forecast with Supply Plan to show the big picture of what a supplier can expect to sell -- which lets him forecast how much to make.

Demand Replenishment - A retailer replenishes an item only when it is sold. If consumers don't buy it, it won't be reordered.

Demand Side Platform (DSP) - A method of advertising your walmart.com item pages.

Demo - Demonstration of product. The free samples paid for by the supplier.

Deseasonalized Demand (DD) - What you would expect to sell, all things being equal and with seasonality given no special import.

Destination Pool - Lanes that have orders grouped to ship on the same truck to the same place (usually a consolidation facility).

Deviation - The difference between the forecast and the actual sales.

Digital Twin - A simulation of any Walmart location. This technology creates a virtual version of any store, including everything from shelving and layout to equipment and traffic flow.

Direct - A trailer load of merchandise that travels directly from the vendor to a retail store. This differs from consolidator deliveries.

Direct Import - Imported merchandise for which Walmart is the importer of record.

Direct Ship Vendor (DSV) - See *Drop Ship Vendor*.

Direct Store Delivery (DSD) - The process in which a supplier delivers shipments directly to the stores where the product will be sold. These orders do not flow through a distribution center or consolidator.

Direct Store Delivery Consolidation (DSDC) - Efficient way to replenish stores in less than case-pack quantities. A Type 73 purchase order is created and divided by individual stores. Each store's product is packed together in a box; then store orders are palletized by warehouse. Once the DC receives the order, it is cross-docked and shipped to the stores.

Disclosure - When a supplier provides Walmart information about its factory.

Discontinuation Profile - See *Burn Profile*.

Dispatcher System - An automated route assignment platform that matches drivers with the best possible routes based on their hours, location and availability.

Display Allowance (DA) - Used to fund (pay for) an end cap or feature space in stores.

Distribution - How widely available your product is to the consumer. Or — An area within the distribution center that allows freight to be received, labeled, and shipped out

to the stores within one day, if the DC is on schedule. Fast-turning freight has pre-distribution (stores assigned to it before it ever reaches the DC).

Distribution Center (DC) - Building where freight is brought in from multiple destinations and then shipped to stores on a regular basis. Also called a *Warehouse*.

Distribution Center Dwell (DC Dwell) - Product is stagnated at the DC. This can happen because a truck arrived at the DC and stayed there a few days or the DC received an order but didn't ship it for several days.

Distribution Center Type/Network Type - Group of Walmart DCs that serve a similar group of products, such as grocery, fashion, jewelry, import, fresh.

Distribution Receiving - See *Cross Docking*.

Distro - The manual key-out of items of merchandise to the store.

Diversity, Equity (or Equality), Inclusion (DEI)

Division - Branch of Walmart. Division 01 are Walmart supercenters. Division 18 are Sam's Clubs.

Do Not Replenish (DRP) - A flag indicating Walmart will not be reordering this item. It can be at the DC or the store level.

Do Not Ship Before (DNSB) - Start date of the given shipping window that is on a PO.

Drop - The location at which a trailer stops to load or unload merchandise. Also called *Drop Trailer*.

Drop and Hook - When an empty trailer is dropped at a warehouse and a loaded trailer is picked up.

Drop Shipment - Product is delivered and dropped in a truck directly at the final destination.

Drop Ship Vendor (DSV) - A vendor who ships a customer's dotcom orders directly to that consumer.

Drop Trailer - See *Drop*.

Dun & Bradstreet (D&B) - Third-party provider of solutions to monitor and build a company's credit report.

Dynamic Delivery Algorithm - An AI-driven system that calculates the fastest, most efficient delivery routes for online orders. It analyzes real-time traffic, weather, product locations, and order complexity to provide customers with accurate ETAs and ensure on-time delivery.

Dynamic Express + Fulfillment AI - AI-powered tools that coordinate every step of the online order process — from picking and packing to delivery to ensure every item arrives quickly and accurately.

Each/Eaches - A sellable unit/more than one of the same sellable units.

Early Buy Allowance (EB) - Allowance collected because Walmart has placed the order early enough to enable the vendor to protect his requirements.

Economic Order Quantity (EOQ) - Process in replenishment using various factors (such as handling cost and inventory) to place an economical order.

Electronic Commerce - Commonly known as E-commerce; using the internet or a digital exchange for business activities

Electronic Data Interchange (EDI) - Sending orders and invoices electronically from computer to computer.

Electronic Data Interchange For Administration, Commerce, and Transport (EDIFACT) - International EDI transaction sets developed by the United Nations and commonly used in Europe and in the US automotive industry.

Electronic Funds Transfer (EFT) - An efficient, reliable, and environmentally sustainable payment method that allows funds to be electronically deposited into an account rather than receiving hard copy checks.

Emergency Operations Center (EOC) - A team that monitors stores and the community for conditions such as safety, weather and emergency situations.

Endcap - Display fixture located at one or both ends of a side counter or gondola display. The supplier usually pays for this.

Endless Aisle - Expanding the store aisle virtually by allowing in-store customers to virtually browse. This way, shoppers have more items to select from and can buy (such as store out of stock items and online only items).

End of Life (EOL) - End of the popular selling season of a seasonal product. A

replenishment setting used to reduce inventory. Previously this was called *End of Season*. See *Cancel When Out*.

End of Month (EOM) - Self-explanatory but also shows up in vendor agreements, where it generally means that you agree that if your product arrives after a certain date, such as the 24th of the month, it will be counted as having arrived in the next month.

European Article Number (EAN) - An EAN is a 13 digit barcode which is a superset of the original 12-digit UPC system developed in the United States. At first, it was referred to as the European Article Number, but now it's the International Article Number — even though the abbreviation EAN is still used.

Event-Driven Fulfillment (EDF)

Everyday Low Cost (EDLC) - Sam Walton's strategy to keep prices low: Control all costs that go into the product — keeping them low all the time.

Everyday Low Price (EDLP) - Sam Walton's way to bring "Live Better for Less" into the lives of millions of people: Instead of having occasional sales, charge customers low prices all the time.

Excluded by Walmart In Fill Rate Calculation - Indicates if a PO was or was not included in the fill rate calculation (Yes/No).

Experiential Marketing - Engaging customers by going above and beyond the traditional shopping experience with things like in-store sampling, retailtainment events, and special guest appearances. These make a store stand out among its competition.

Facing - The number of units of an item side-by-side on a shelf. The customer sees the full face of the product. See *Zoning*.

Factory ID - A numeric value Walmart assigns to a factory that is used to produce product. Knowing this and having this is a required step in item creation.

Fashion Distribution Center (FDC) - Used for Apparel to de-consolidate orders and send to RDCs.

Fast-Moving Consumer Goods (FMCG) - Items with a shelf-life of under one year.

Federal Register - The official source for all regulatory information.

Field Reps - They set up products in stores and sometimes serve as sales reps or

merchandisers.

Fill Rate - This shows availability or the ratio of requested items to on-hand stock.

Filtered Navigation - The filtering and sorting of the elements of online products.

Fineline - Grouping of like items of merchandise. In apparel, this means similar items within a subclass. In Division 1 and grocery, this means items with similar seasonality.

First In, First Out (FIFO) - A method of rotating inventory. This differs from *Last In, First Out (LIFO)*.

First In, Still Here (FISH) - Used to describe an item that sold poorly.

First Time Pick Rate (FTPR) (Scintilla™ Charter Nil Pick Term) - Measures the percentage of items successfully found on the first attempt.

First Time Quality (FTQ) - An approach to quality management that aims for zero-defect construction. Walmart received the ordered items from a supplier according to the agreed upon times.

Fiscal Year - Walmart's fiscal year runs February 1 (WMT Week 1) to the end of January (WMT Week 52). Some Walmart years have 53 weeks.

Fiscal Year Ending (FYE)

Flat File - A file comprised of data that shares no structured interrelationship.

Forecast Error - Difference between the actual demand and the forecasted demand for a defined period.

Free on Board (FOB) - See *Freight on board*.

Freight - Goods transported in bulk by truck, train, ship, or aircraft.

Freight Bill Signed Short - See *Carton Shortage*.

Freight Collect - See *collect*.

Freight Factor - The cost of moving an item through the supply chain. Transportation costs are factored into the cost of the product; the freight factor calculated for each 9-digit supplier number helps with this calculation.

Freight on Board (FOB) - Point at which the costs and risks of delivery shift from the

supplier to the and the buyer is responsible for all transportation costs. Sometimes called *Free on Board*.

Fronting - See *Zoning*.

Fulfillment Center (FC) - A Walmart facility that distributes products to customers who have ordered through e-commerce.

Full Truckload (FTL) - When a pre-paid supplier uses a truck or container completely for shipment of its items.

Fuzzy Dates - Preset time period or range that is relative to and dependent on when a DSS report is run. It can be used to apply a fixed time range rather than having to select specific Walmart weeks. Applies to reports like Last 13 Weeks or LY Last 13 Weeks.

Gate Stamp - Log of the time and date merchandise arrives at the DC guard gate. Gate stamps are only issued if the appointments are made through the Appointment Scheduler in Retail Link®.

Gateway - The point where public and private networks intersect, allowing EDI transactions to be exchanged over different networks.

General Merchandise (GM) - Non-grocery items which may also be called *Hardlines* or *Hardgoods*.

General Order (GO) - A purchase order the buyer writes for new items, Tab merchandise, seasonal events, etc. The buyer may decide which stores and the quantities to be shipped to them.

Geo-fencing - A virtual fence Walmart puts around online products when those products cannot reach the consumer within two days. Geo-fencing makes the product not visible to the online customer.

Ghost Economy - Revenue lost because of overstocks, out-of-stocks, and returns.

Gig Workers - Those who take on short-term freelance or contract work; like a musician's gig.

Global Data Synchronization Network (GDSN) - An internet-based, interconnected network of interoperable data pools and a global registry known as the GS1 Global Registry. This network enables companies around the world to exchange standardized and synchronized supply chain data with their trading partners around the globe using a standardized classification.

Global Electronic Party Information Registry (GEPIR) - A unique, internet-based service that gives access to basic contact information for members of GS1.

Global Location Number (GLN) - Part of the GS1 systems of standards used to identify a location uniquely. Used instead of names and addresses and allows computers to send data to a precise place without human intervention.

Global Omnichannel Item (GOI) - An item that provides a smooth shopping experience across multiple channels such as stores and eCommerce. Also known as a *Shared Item*.

Global Out-of-Stock Report (GOOS) - Used when an item is out of stock due to some extreme external factor, such as a fire or storm. GOOS is pronounced *goose*.

Global Product Categorization (GPC) - The 8-digit number (known as the GS1 product classification) that is assigned to an item once it has been classified in Walmart's hierarchy.

Global Replenishment Solution (GRS) - A system for replenishment that uses item-specific historical cleansed sales data to build forecasts.

Global Supplier Management (GSM) - An app in Retail Link® used to manage supplier agreements and related matters.

Global Trade Item Number (GTIN) - A unique, 14-digit number used to identify products. This ensures the correct configuration is shipped, counted and offered to the customer whether on shelf or on site. This family of barcodes is used only for logistics and never at point of sale (POS). Pronounced *gee tin*.

Gondola - Merchandising fixture comprised of a base, a free-standing vertical wall, and a number of four-foot sections of shelving.

Goods Not for Resale (GNFR) - This is items not actually being sold to store customers, such as fixtures, store supplies, signage.

Goods Received Note (GRN) - A document produced by the customer after receiving a shipment and reviewing the goods received. It provides proof of receipt and allows invoices to be approved for payment.

GPS Location Tracking - Use of the Global Positioning System (GPS), a network of satellites, to remotely track the location of an entity or object. In retail this is used from a smartphone to provide information to customers, entertain, and send safety or security alerts.

Grocery Reclamation - The processing of grocery merchandise that is out of date, defective or damaged.

Gross Forecast Error - When Walmart creates an unrealistic forecast because it is one that the supplier cannot fulfill.

Gross Margin - The difference between the cost to produce an item (cost of goods) and its selling price.

Gross Margin Percent - This is sales minus cost divided by sales.

Gross Margin Return on Inventory Investment (GMROI) - A profitability evaluation ratio calculated by dividing gross margin by inventory cost. Basically, it is a measurement of the health of an item -- how much inventory you have invested compared to how much profit you are making from that inventory. The general rule is that you want three times the profit over inventory. It is a good way to value slow selling but high dollar retail items vs. high volume items with low retail prices. Pronounced *Jim Roy*.

Gross Merchandise Value (GMV)

Gross Modular Error - When Walmart creates an incorrect mod setup that causes inventory problems.

Gross Profit - Net sales minus cost of goods sold.

Gross Receipt Quantity - This Year (formerly Gross Ship Qty) - Total quantity of product shipped to Walmart before deductions or returns in the current fiscal year.

Gross Ship Qty → Gross Receipt Quantity - This Year

GS1 - A not-for-profit organization that develops and maintains global standards for business communication. Best known of these standards is the barcode. GS1 governs the use, assignment, and standards of GTINs/UPCs.

GS1-128 - A detailed level of barcode that can include details of an item, such as serial numbers. Formerly known as a Code 128 barcode.

Handling Allowance (HA) - Allowance to cover the cost of handling a supplier's product at the warehouse level.

Hardgoods/Hardlines - See *General Merchandise*.

Health and Beauty Aids (HBA) / Health and Beauty Care (HBC) - Non-food products that are associated with looking and feeling good. They include items like OTC (Over the Counter) medicines, toothpaste, shampoo or hair color, body lotions.

High Expectations Are the Key to Everything (HEATKTE) - Title of a book by Michael Bergdahl which is sometimes referenced by Walmart.

High Radius - An accounts receivable portal used to make payments, register accounting disputes, etc.

High-Speed Retail - Optimizing a customer's shopping experience and ensuring that it goes as quickly and smoothly as possible with things like drive-through grocery stores, food trucks, or any business that utilizes an urgent promotion or limited-time sales.

High Velocity Distribution Center (HVDC) - Warehouse for high volume products.

H-Rack - An apparel rack made up of two parallel hanging rods connected in the middle with a support; from above, it looks like the letter H.

HyperText Transfer Protocol (HTTP) - A protocol that serves as the foundation for communication over the internet between computers using hyperlinks. It ensures privacy and security by communicating data over HTTP within an encrypted connection.

Ignored Demand - If a store has zero units on hand, GRS has been told to ignore this and not retain back-ordered products or lost sales.

Imagery Tagging - Provides the ability to tag an image as the shelf image to reduce nil picks when an item is bought via online OPD. Helps the store associate find the item on the shelf more easily and quickly. Allows items to be placed in a hierarchy from primary to secondary.

Impacted Store - A Walmart store which is impacted by another Walmart store opening within five miles of it.

Import Distribution Center (IDC) - A facility used to hold merchandise until its season is closer when it flows directly to the regional DCs or stores.

Importer of Record (IOR) - Party responsible for customs clearance. If the supplier is responsible for customs clearance, his/her company is the Importer of Record. If Walmart is responsible for customs clearance, it is the Importer of Record.

Imports - Merchandise from another country.

Incorrect/Missing POSP2 PO - Online sellers need to make sure the PO number on the FedEx paperwork/label. If they forget, Walmart sends this message.

Information Systems Division (ISD) - Department of Walmart which supports and develops the systems technology of the stores, DCs and other areas used by the Walmart Home Office.

Initial Set - The initial order of product to set a new modular or a new store.

Inner Pack - The packaging an item comes in, such as bubble wrap or styrofoam peanuts.

Insights Activation (Scintilla™) - A premium feature of Scintilla™ Charter that enables automated actions based on insights.

Instant Redeemable Coupon (IRC) - An item for which a shopper can take the package from the shelf, pull the coupon off the package, and get cents off right away. The forerunner of IRC was the cents off coupon printed on the product package. Consumers would buy the product, take it home, cut out the coupon and bring it back to get cents off of their next purchase. This type of coupon encourages repeat sales.

Instant Savings Bulletin (ISB) - A name for Sam's Club instant coupons. Also called a *Tabular*, *Tab*, or *Booklet*.

In-Stock - When the warehouse has sufficient product required for store pulls and the store has sufficient supply for a day's forecasted sales and/or merchandising.

In-Stock Assistant Function - A process in which a case of merchandise is ordered to assure there is no phantom inventory.

In Store/On Line Pick-Up and Delivery (IOPD) - Options Walmart customers have for ordering and receiving their purchases.

Integrated Supply Chain - Instead of having multiple systems within an organization, a business works with all of its suppliers and distributors through one centralized system.

International Article Number - See *European Article Number (EAN)*.

In-transit Days/Transit Time - Number of days between when an order is expected to ship and when it is expected to arrive at a Walmart destination. For prepaid, suppliers provide this. For collect, Walmart Transportation provides it.

Inventory - A product that Walmart already has in its stores or warehouse.

Inventory Forecasting - Business-planning tool that predicts inventory levels, service performance, and future expenses.

Inventory Optimization - Best inventory management at the lowest cost.

Invoice - A supplier's bill for goods purchased by Walmart in accordance with purchase order terms.

iSAM - The Walmart side of Item 360 used for item creation and maintenance.

Item 360 - As of 2025, called *Item Management* and found in Supplier One. The process of submitting information about your item into Walmart's system. This information is used in every process that involves your item – from generating purchase orders to creating shelf labels at the store. The supplier follows certain steps, and Walmart follows certain steps.

Item Desc 1 → Item Name

Item Dimensions (Scintilla™) - Includes Banner Description, Omni Segment, Department, Category, and Subcategory for detailed product classification.

Item Effective Date (IED) - The date an item can begin replenishing.

Item Level Fill Rate - Quantity received ÷ quantity ordered.

Item Name (formerly Item Desc 1) - Name of the item used for reporting and inventory tracking.

Item Nbr → Walmart Item Number

Item Number - A nine-digit number assigned to an item of merchandise. The Walmart identification number for the items carried in the store and throughout its system.

Joint Business Plan or Planning (JBP) - Any form of collaboration during which retailers and suppliers make decisions to establish the same goals.

Keystone Pricing - A pricing method in which merchandise is priced at double the wholesale price.

Known Value Items (KVI) - The prices of certain items that a person can typically name off the top of his head. The average consumer has a mental price book for about 100 items.

Label - Identification tag on merchandise to be batched and shipped to a store.

Lane - The connection between a single supplier ship point and a Walmart destination.

Last In, First Out (LIFO) - A method of rotating inventory. This differs from *First In, First Out (FIFO)*.

Last Mile Delivery (LMD) - The last step in the supply chain, bringing the product directly to the end user.

Last Year (LY) - Last year.

Last Year Fiscal Year to Date (LYFYTD) - Last year fiscal year to date.

Layout Center - A physical facility where modulars (also called planograms) are physically set in place.

Lead Time (LT) - The amount of time from receipt of a purchase order by the vendor to the receipt of goods to the destination. Walmart calculates lead time by adding four components: supplier process time, ship interval, transit time and process time at the Walmart DC.

Less Than Truckload (LTL) - A method of shipping that doesn't require a full trailer or is a small freight load. Also see *Full Truckload (FTL)*.

Letter of Credit - Method of payment for import purchase orders.

Licensed - Products whose brand rights and ownership are owned by a party other than Walmart. Walmart pays a royalty to the brand owner for being able to use this.

Lift Percent - An increase over and above the base forecast. Previously referred to as *Promotional Base Index (PBI)*.

Limited Time Offer (LTO) - A reduced price for a product or service that will be available for a prescribed time only.

Line Nbr - Number for each line within a purchase order.

Line Review - When merchandise/buyers meet with suppliers to review a supplier's products/line. This usually occurs twice each year.

Line Status - Status of each line within a PO. A means Active, C means Cancelled.

Load Planner - A logistics optimization tool to plan the loading of trailers for Walmart's private fleet. It seeks to maximize space and efficiency while minimizing empty miles and fuel use.

Load Quality (Inbound Load Quality) - Everything the DC may receive, such as damaged goods, damaged pallets, etc.

Load Sheets - Walmart Transportation documents that show which POs should be loaded on which trailers to ship to Walmart.

Local Assortment Guide (LAG) - A supplemental feature-ordering system that allows a store to choose items for the space it controls in its store. Replaced in June 2019 with *Store Choice Order Guide (SCOG)*.

Local Purchase - An order generated by the store (rather than the Home Office) for a locally-produced item.

Loss Leader - A product sold at a loss in order to attract customers.

Lost Sales - Those selling opportunities that have been lost because an item was out of stock or because a particular brand or line of merchandise is not carried or any other reason that caused a retailer to lose the opportunity to sell.

Manifest - Seller's list of all materials included in a shipment.

Manufacturer's Suggested Retail Price (MSRP) - Price recommended for an item.

Mapping - Converting data into various EDI formats as required by different trading partners.

Margin - See *Gross Margin*.

Markdown - Any reduction in retail price.

Marketplace - Items that are sold on Walmart.com but for which the supplier bears the responsibility. 3rd party sellers are also Marketplace.

Market Segmentation - A method of understanding different parts of a target market; markets include demographic, geographic, psychographic, and behavioral.

Markup - Any increase in retail price.

Markup/Markdown (MUMD) - Increase/decrease in price of an item.

Markup Percent - Percentage of increase from cost to retail.

Master Carton - Several cases being shipped in one package. These can be broken down into the individual cases and sent to stores.

Master Pack - Some people confuse *master pack* with *vendor pack*. They are not the same. Master pack is a bad practice that combines multiple vendor packs into one box. Walmart prohibits this.

Master Pack Quantity - The number of multiples of an item you must purchase.

Max Shelf - Maximum amount of product that can fit on the allowed space on the store shelf.

Merchandise Procurement Application (MPA)

Merchandise Transfer Request (MTR) - A process completed through the SMART system at the store that is used to effectively track the transfer of merchandise from Walmart departments, stores, warehouses or central claims.

Minimal Viable Product (MVP) - Typically used in Agile Project Management. The introduction of an app, tool, or program that has a minimum amount of development allows the end user to test the product for initial use.

Minimum/Maximum - The minimum constraint that must be met for a supplier to ship product. The maximum constraint that will legally fit on a truck for the supplier to ship.

Modem - A device that allows computers to connect to the internet through a cable or telephone line.

Modular - A layout for the proper placement of merchandise in a store. Other retailers may refer to this as a *schematic* or *plan-a-gram*.

Modular Based Merchandise (MBM) - System used by Walmart to create modulars and order to stores.

Multiple Factor Authorization (MFA) - A secondary validation required during login which is in addition to your password. It may be a text code sent to a cell or sent via the Symantec app.

Multi-PO Delivery - A delivery composed of two or more purchase orders with the same delivery tracking (Pro/BOL) number. The POs are entered into the scheduler at the same time, and the weight and case quantities in the first PO represent totals for all the POs in the Multi. The weights and case quantities of the remaining POs are zero.

Multi-Pro - When one freight bill covers multiple purchase orders or cases on several different purchase orders.

Must Arrive by Date (MABD) - The date on which product must arrive at the distribution center.

MyAssistant - Walmart's internal generative AI-powered support tool for Walmart associates and leaders that can answer questions, analyze data and surface insights about stores, teams and performance.

Neighborhood Market (NHM) - a smaller-format Walmart store. It focuses on groceries, deli, pharmacy, and household essentials. It doesn't have the full range of general merchandise and services found in a Supercenter. These stores are designed to serve communities by offering a convenient, fresh, and cleaner shopping experience for quick trips.

Net Receipt Quantity - This Year (formerly Net Ship Qty) - Total quantity of product Walmart received (net of returns or adjustments) in the current fiscal year.

Net Sales - Gross sales minus returns, discounts and allowances for any and all damaged goods.

Net Ship Qty → Net Receipt Quantity - This Year

Network - A system that connects multiple computers and allows the exchange of data through EDI and/or other protocols.

New Order Validation and Approval (NOVA) - An app in Retail Link® that provides suppliers the ability to search, create and manage (edit) POs. It requires access approval by Retail Link® admin and the Walmart replenishment manager. In theory, NOVA replaced OMS in September 2020; however, OMS is still used for some functions (such as detailed PO information).

New Product Introduction (NPI)

New Warehouse Allowance (NW) - Allowance covering the initial stocking of a new warehouse.

NIL Pick (Scintilla™ Charter Nil Pick Term) - When an item is not In the expected

location, the store associate can't find it on the shelf or in the backroom, and the shopper leaves without buying it.

No Chargeback On Time (NCBOT) - If the reason for early/late is not supplier-driven, Collect suppliers can request this for any pick up outside the load-ready date and Pre-Paid suppliers can request this for any delivery outside MABD window. Approved NCBOT POs are given an automatic On-Time rate.

No Merchandise Received for Invoice - Walmart says it has received no shipment whatsoever for an invoiced PO.

Non-Disclosure Agreement (NDA) - A contract for confidentiality.

Not on File (NOF) - When an item's barcode information is missing, incomplete or incorrect in the item file. NOF does NOT mean that an item's information is completely missing from the time file. Most of the time, an item number exists for the item and there is a component record in the SMART system. The reason the item scans NOF is because the UPC number assigned to that item in the SMART system is incorrect.

Omnichannel - A retailer that integrates all the different methods of shopping available to consumers (online, in a physical store or by phone).

Omni Sales (Scintilla™) - Tracks omnichannel sales performance. This includes Service Channel, Order Channel, and Authorized GMV versus Auth-Based Net Sales. Its purpose is to attain better alignment with Walmart's e-commerce and in-store activity.

On-Hand - The total quantity of an item in the store, including what's on the counter and in the stockroom, in eaches or selling units.

Online Grocery Pickup (OGP) - When a customer uses the OGP app to place an order and then goes to the store to get it.

Online Item File (OIF) - Catalog of all store items and logistics data associated with each item.

On Order - The system recognizes the order, but the warehouse has not received the merchandise to ship to the store.

On-Shelf Availability (OSA) - A product's being available for sale to a shopper, in the place he expects it and at the time he wants to buy it.

On-Shelf Customer Availability (OSCA)

On-Time Fulfillment (OTF) - The dotcom version of OTIF.

On-Time In-Full (OTIF) - A compliance program that measures logistics or delivery performance within a supply chain. This is also an application within Retail Link®.

Open Call - An event in which American suppliers go to Walmart and pitch their products.

Opening Price Point (OPP) - The lowest-priced item in a particular category that reflects the best value for the customer in a category or sub-category. The OPP is not always the lowest priced item in a category but is its lowest-priced item with the best value and quality for the customer.

Open Orders - An order with a quantity of one. This serves as a placeholder, allowing the delivery person to know a delivery is needed at this store and to determine the actual number of items needed. This is used for direct store delivery (DSD) for such merchandise as bread, chips and soda pop.

Open to Buy (OTB) - Dollars available to buy merchandise in a given time frame, determined by the sales inventory ratio.

Orderable Pack - Also known as the *Vendor Supply Pack*. See *Case Pack*.

Order Book Flag - A setting in OIF that indicates active orders systematically.

Order Date - Date PO was created.

Order Deficit Rate (ODR) - A performance metric used to rate the seller's customer service standards. The ODR is the number of negative metrics incurred divided by the overall number of orders received during a given period. Amazon calls this *Order Defect Rate*.

Order Management System (OMS) - Walmart's primary PO creation and maintenance system which it started using in 2012. This web-based application was in theory decommissioned in September 2020 and replaced with NOVA. But as of February 2021, OMS was still active and continued to allow users to review and maintain orders. The intention is for Nova to replace OMS; however, some feel OMS has some functions that Nova does not have. For example, OMS was not enabled to allow suppliers to create or edit purchase orders. When detailed PO information is needed, OMS is used.

Order Point (OP) - Based on remaining inventory, when you must re-order to avoid running out of an item.

Orderqty: Quantity ordered for each line on a PO. Also called *Order Quantity*.

Order Quantity - Pre-determined number of items to be ordered when inventory gets down to the reorder point. Also called *Orderqty*.

Order Quantity Multiple - Requirement that a retailer orders in pre-set multiple quantities, for example, 3-6-9, etc.

Organization for the Advancement of Structured Information Standards (OASIS) - An international non-profit that drives the development, convergence, and adoption of standards for secure data exchange and other processes.

Organized Retail - Large scale retailers that are impacted by government and labor rules.

Original Cancel Dt - Last date that the PO has to be shipped out from the supplier.

Orig MABD Date - Date by which the merchandise in a PO should arrive in the Distribution Center. MABD = Must Arrive By Date.

OTIF Chargeback - An OTIF fine Walmart sends to a supplier through Walmart's accounts receivable department.

Out of Stock (OOS) - An item that isn't available for the consumer to buy. This happens when available inventory at the distribution center cannot support the pulls from the stores or when no inventory exists in a location.

Outside Storage - A facility, other than the main picking warehouse, used to hold merchandise. Used when the regular warehouse has exceeded its capacity.

Overage - When inventory stock exceeds inventory expected.

Overall Vendor Fill Rate - The overall fill rate performance by a vendor (quantity received ÷ quantity ordered) across all departments.

Overflow - When a trailer becomes filled before all the merchandise is loaded, requiring another trailer to load what remains.

Over the Counter (OTC) - A medication or remedy that is sold without needing a prescription from a physician.

Owned Inventory - Walmart owns the inventory when it reaches the warehouse. It ships it when it's ordered on walmart.com. Differs from *Drop Ship Vendor (DSV)*.

Pack Size (PACKSZ) - The number of selling units in one shipping unit.

Pallet - A flat wooden or plastic platform that is transported with cartons, cases, boxes or even loose material on top. A forklift inserts its tines between the layers of wood or plastic to lift and move it. Also called *Skid*.

Pallet Display Quality or Pretty Darn Quick (PDQ) - A pallet or dump bin. It was the early name for today's Retail-Ready Packaging (RRP) or Shelf-Ready Packaging (SRP). It was initiated in order to save time stocking shelves.

Pallet Pattern - See *Ti/Hi*.

Parcel Shipping – Used for shipping small, light items. Also called *package shipping*.

Parent Item/Parent Number - The parent of an assortment is the Walmart item number that represents the group of individual items to be ordered. The children of an assortment are the individual items that are under the parent item. Sometimes referred to as *Parent Number, Prime, or Prime Number*.

Pay from Scan - Suppliers are paid for merchandise after it's sold (when it is scanned). Walmart does not own the stock in the store. Also called *Consignment*.

Payment Terms - Sometimes called *Terms of Sale*, this shows the agreement between a buyer and seller for the payment of an invoice.

Penny Profit - How many additional items need to be sold at a reduced price to attain the same profit of items sold at the full price. This is considered before a price is reduced.

Personal Protection Equipment (PPE) - Equipment worn to minimize exposure to hazards that cause serious workplace injuries or illnesses.

Phantom Inventory - Stock that the system says is available to be sold but which is not really there.

Pick From Store - The purchase and delivery of General Merchandise through Walmart US. The customer purchased the item online and picked it up at the store of his/her choice. This is fulfilled by the same store and is taken from the existing store inventory. See *Ship From Store (SFS)*.

Pick Slot - The place product is selected for store orders. Also called *Prime Slot*.

Pick Up Team (PUT) - The person who secures a warehouse item which was purchased on-line and which the customer will pick up at the store.

Pick Up Today (PUT) - Store inventory is used for this. The customer orders the product online, pays online and picks it up at a kiosk at the store.

Pick Up Today (PUT) (for dotcom) - When a customer orders the product online and goes to the store to pick it up. Store inventory is used for this. (This is not the same as *Online Grocery Pickup*. *OGP* is a different app.) PUT can also mean *Pick Up Team*.

Pipe Inventory - All the inventory in the pipeline — inventory on hand, on order, in the warehouse, and in transit. Also *Product in Pipeline (PIP)*.

Planned Arrivals - Inventory GRS would like to bring in if this were an unconstrained environment or a perfect world.

Plugging - Putting items where they do not belong.

Planogram - A diagram or worksheet which reflects a shelf-space allocation (modular) for merchandise that tells a shelf-stocker where and how a product should be set up.

Point of Distribution (POD) - The warehouse or center to which freight is delivered and from which it is then disbursed. POD can also mean *Proof of Delivery*.

Point of Purchase (POP) - The signage and displays at which a product is sold.

Point-of-Sale (POS) - A cash register (or other more complex setup) that lets a retailer ring up sales and keep track of transactions.

Port of Entry (POE) - The place (harbor, border town or airport) by which goods enter a country.

PO Status - Status of a purchase order. A means Active, C means Cancelled.

Post-Sub Percent (Scintilla™ Charter Nil Pick Term) - Measures the percentage of items offered as substitutes even if those items weren't picked on the first attempt. This is regardless of whether or not the customer accepted the substitution.

Pre-Paid - The supplier pays for shipping. This supplier may use a consolidator. It

differs from *collect*.

Pre-Sub Percent (Scintilla™ Charter Nil Pick Term) - Measures the percentage of items eventually filled and given to the customer even if those items weren't picked on the first attempt.

Price Difference as Documented - The supplier has applied the wrong allowance, and the amount invoiced is more than Walmart anticipated.

Price Look Up (PLU) - Used in grocery, primarily in produce. Generally associated with products sold by weight. See *Product Look Up* also.

Price Point - The price at which an item is sold. It often refers to a strategic price for merchandising a product in an ad or on a display.

Pricing Overcharge - Incorrect item price on an invoice.

Prime/Prime Number - The order number used at PAstore level to replenish merchandise. See *parent item*.

Prime Slot - See *Pick Slot*.

Private Label - A retailer brand sponsored by the seller rather than the manufacturer. Walmart examples include Great Value, Equate, Sam's Choice, Member's Mark.

Pro/BOL Number - A delivery tracking number that carriers use to track loads.

Process Date - Date the PO was processed in the Distribution Center.

Processing Days/Time - Number of days between when an order is generated and when it is expected to ship. The supplier provides this.

Product Detail Page (PDP) - Entry of a product on a website, including a description, photo, etc.; the place online where a purchase usually happens.

Product Information Management (PIM) - This spreadsheet is used in e-commerce to manually create and maintain items. It refers to the process for handling all the data, content and other material that is needed to market and sell products.

Product in Pipeline - See *Pipe Inventory*.

Product Look Up (PLU) - A 4-digit number assigned to every product item which does not have a UPC code, i.e. produce. See *Price Look Up* also.

Product Placement Strategy - The best place to put products in stores for optimal visibility and to make it easy for shoppers to find.

Product Type (for dotcom) - Same as product identifier for a single item. On the bulk upload. It is called Product ID Type. On single item setup, it's called *Product Type*. Both are asking if you're going to use the GTIN or UPC.

Profile - A graph showing the change in consumer demand for an item.

Profit Per Store Per Week (PSW)

Projected Available - The amount of inventory that is available to cover the demand at that location for a given day.

Projected Available = Constrained Projected OH – Safety Stock

Promotional Allowance (PA) - Given on certain products for a specified period of time for all POs written with a supplier.

Promotional Based Index (PBI) - A percentage by which to multiply the de-seasonalized demand (DD), in order to reach the correct number of items to have on hand. See *Lift Percent*.

Promotional Calendar - Annual calendar listing of all scheduled Walmart promotions.

Proof of Delivery (POD) - An e-mailed response letter containing the delivery information, the recipient's name, the tracking number, an image of the recipient's signature and the printed name and address. It is a dated proof of delivery from a signed Bill Of Lading (BOL) related to case counts. Prepaid suppliers get this from their contracted carrier. Collect suppliers do not get this same signed BOL; they usually only have a signed BOL that simply shows the load was picked up. POD can also mean Point of Distribution.

Purchase Order (PO) - An official authorization for ordering merchandise. POs that are system-generated are measured against the original MABD and original order while POs which are manually-generated are measured against the adjusted MABD and adjusted order quantity.

Purchase Order Accuracy - Receipt of items in good condition as ordered within the delivery window. PO Accuracy Equation:

$$100 \% = \frac{\text{\# defects in a shipment}}{\text{\# PO lines}}$$

Purchase Order Acknowledgment - A message sent to the buyer from the seller confirming that the purchase order will be completed as requested.

Purpose-Led Brand - Brand that goes beyond just making and selling items but includes environmentally or socially responsible missions.

Quantity Discount (QD) Allowance - A warehouse handling allowance for PO types 33, 83, 93.

Quantity On Hand/On Order (QOH/QOO) - On Hand is store level inventory. On Order refers to a retailer having an open purchase order on a product.

Quick Mod - A mod that can be set up very quickly because it requires little or no planning. It can be for just a small number of stores and may be used to replace outages. It was introduced as a response to Covid.

Radio Frequency Identification (RFID) - A tag added to merchandise that is a wireless communication that incorporates electromagnetic coupling to uniquely identify an object.

Rate of Sale (ROS) - Amount of stock sold from one ordering week to the next.

Real-Time Translator - A mobile translation tool that enables instant, two-way communication between those Walmart associates and their managers who speak different languages.

Receipt of Goods (ROG) - The actual date when the products reach the store or distribution center rather than the shipping date or due date on a bill.

Receiving Hours of Operation - The times during which a supplier can accept a PO from Walmart.

Recommended Arrivals - Constrained inventory. Orders are constrained based on supplier ship schedules, store and DC arrival schedules (when they can receive) and inventory constraints (for example, if it's a staple stock item and the DC is out of stock).

Reefer - Refrigerated trailers for transporting frozen or perishable products. Sometimes called *Reefer Trailer*.

Regional Distribution Center (RDC) - Facility to which suppliers send their products for distribution to stores and from which merchandise is shipped.

Reorder Point (ROP) - The number of items needed to trigger the ordering system to add that item to a PO. Its purpose is to reduce both running out of an item and

overstocking.

Replenishment - Restoring or replacing items that have been sold in a timely and orderly manner.

Replenishment Instock % - Measure of instock that is based on a day of forecasted supply.

Replenishment Item Count - Stores that receive an item on a regular basis.

Replenishment Status - Date of last replenishment change.

Request for Routing (RFR)- The function within the Retail Link® app called WTMS in which a collect supplier requests loads be picked up.

Research Online, Purchase Offline (ROPO) - The customer researches and reads reviews about a product on the retailer website, then comes to the store to buy it in person.

Reserve Online, Pickup In-Store (ROPIS) - A shopping model allowing customers to visit a website, research, reserve an item, and then come into the store to purchase it.

Responsible Sourcing - Buying and selling merchandise through a supply chain that is socially and environmentally responsible. At Walmart, there is a team that manages factory disclosure and other aspects of sourcing as it applies to the environment.

Retail Link® - An internet-based tool created by Walmart, giving its suppliers access to important information.

Retail Link® User Group (RLUG) - Support group for users. Pronounced *r-lug*.

Retail Ready Packaging (RRP) - Packaging designed to get right on the shelf with minimal or no stocking time. Sometimes called *Shelf Ready Packaging (SRP)*.

Return Authorization (RA) - An approval by the supplier for Walmart to remove product from the shelf or store. This is different from a *recall*. Also known as *Return to Vendor (RTV)*.

Return Center - A central collection point that consolidates defective merchandise that has been returned to the store.

Return on Ad Spend (ROAS) - How much revenue a business earns for every dollar spent on advertising.

Return on Investment (ROI) - The amount of profit for each dollar invested.

Return to Vendor (RTV) - Merchandise returned to the vendor from the DC per instructions from the buyer or group managers. Usually returned due to overages, wrong items or wrong warehouse pack, etc. These problems are identified at the time the item is received.

Reusable Plastic Container (RPC) - Plastic containers that can be returned and reused to save waste and reduce the carbon footprint. These containers are made from durable polypropylene and have been proven by independent studies to be 4x stronger than corrugated cardboard boxes.

Review Time (RT) - How often an item needs to be reviewed for order placement.

RFID + AR (Radio Frequency Identification + Augmented Reality) - A combination of RFID tags and AR technology that transforms the way Walmart associates find and manage products. RFID tags track the location of every item while AR overlays digital information onto the real world through handheld devices. Associates can scan a product code and instantly see where it's located.

RFID Interrogator - Device that reads RFID data and converts it into information sent as a master database where it is stored, analyzed, and communicated to others.

Rich Content - Different media formats (sound, video, images) used in a description of a product especially as it is described on your website or walmart.com. It is a form of engaging content that should be incorporated into your marketing strategy. Sometimes this is called rich media or multimedia.

Rollback - 90 to 180 day price reduction used to drive sales.

Romance Paragraph - A prosaic, flowery description of an item sold online.

Rotate Date - The date a frozen product is received at the warehouse or the sell-by date of a perishable item.

Safety Stock (SS) - Inventory set aside to cover unexpected demand. GRS always wants to protect SS and tries to let the Projected Available get as close to zero as it can without dipping into SS. There are several sources of safety stock! It requires research to identify the origin of the SS you see in Plan Analysis.

Safety Time - A safeguard of additional days that are added to lead time to reduce the risk of being out of stock.

Sailing Notice - Notice from imports to the replenishment manager that import merchandise is on its way to the US. It will need to be allocated either to a storage facility or WPM warehouse by the due date given on the notice.

Scheduled Receipts - Inbound inventory that is on an active PO. If a Store Specific Order (SSO) is written, you'll also see that here. The date will most likely be a couple of days after the DC MABD – the lead time to the stores from the DC is usually 2 days. For example, there is a scheduled receipt on January 19 of 36 pieces. This is a staple stock item so you'll see more frequent planned/recommended arrivals and scheduled receipts that will pop up as the stores need to pull from the DC.

Scintilla™ Dataset (Scintilla™) - A specific collection of data used within Walmart's analytics and reporting systems. In older Walmart reporting tools, these were known as templates.

Scorecard - The financial P&L that provides a summary of all financial metrics that are important to both a supplier and to his/her Walmart buyer. This is critical for a supplier's success, and Walmart buyers expect it to be brought to every meeting. Known in full as the Walmart Supplier Performance Scorecard.

Search Engine Optimization (SEO) - Positively impacting the online visibility of a website or product in a web search engine's unpaid results.

Segmentation Analysis Tool (SAT) - Tool that looks at sales of a given item in the various stores that carry it. The tool is run on one item at a time and clusters the stores where an item is sold into as many as 10 equal groups — that is, segments. The tool summarizes things like sales, markdowns and inventory for each of these segments. This enables both the supplier and the Replenishment Manager to identify the most productive stores as well as the stores where items don't fly off the shelves as quickly. Insights into inventory can make all the difference in avoiding out of stocks — and in improving performance, too. Walmart uses the data from this tool for decision making in replenishment.

SEO Off-Page Optimization - Other sites' signals to Google about your web page.

SEO On-Page Optimization - Keywords you use on your web page, images, content, etc., that are part of Google's algorithm.

Sequence Number - The last digit of the 9-digit supplier number. It is a random single digit (1 to 9) used to define ship points or terms.

Serial Shipping Container Code (SSCC) - This 18-digit number can be used by companies to identify a logistic unit and can be any combination of items packaged together for storage or transport. It can be a case, pallet or parcel. It's often embedded in a barcode. It is often used in the advance ship notice (ASN) EDI transaction.

Service Level - A supplier's ability to avoid out-of-stocks. A 70% service level means there's a 30% chance of an out-of-stock.

Shared Item - An item that provides a smooth shopping experience across multiple channels such as stores and eCommerce. Also known as a *Global Omnichannel Item (GOI)*.

Shelf Capacity - The actual holding space on a shelf of an item at store level.

Shelf Life Days - The fewest remaining number of days in the life of a product in order for it to be received at the store.

Shelf Ready Packaging (SRP) - See *Retail Ready Packaging (RRP)*.

Shelf Velocity - See *Velocity*.

Ship and Bill - Merchandise ordered directly from the supplier. A purchase order is generated at the Home Office for the specific stores. It is transmitted to the supplier, along with the store distribution, for the supplier to process and ship directly to stores.

Ship-as-Is - Items that are packaged so they can be shipped directly to the consumer. Sometimes called *Ship-in-Own-Container (SIOC)* or *Ready-to-Ship*.

Ship Date - Do Not Ship Before date.

Ship Day - The day Walmart schedules pick up at the facility of a Collect supplier.

Ship From Store (SFS) - The purchase and delivery of General Merchandise through Walmart Canada. The customer purchased the item from Walmart.ca. It was shipped from a store to the customer's preferred location (often his/her home) or Penguin Pick Up.

Shipment Notification - A document confirming shipment and providing relevant information regarding the shipment sent from the shipper to receiver.

Ship Point - Facility from which a supplier ships product to Walmart.

Ship Point Type/Freight Terms - A lane regarding whether Walmart or a supplier pays

for transportation.

Ship to Home (S2H) - Customer orders and pays online, and product is shipped to his/her home. Inventory comes from either a Walmart E-Commerce Fulfillment Center or straight from the supplier if the supplier ships DSV.

Shipped from Store (SFS)

Ship to Store (S2S)

Shopper Behavior (Scintilla™) - Analyzes the ways shoppers interact with categories and brands. Its purpose is to provide insights into purchase drivers.

Shortage - When less than the amount of freight noted on the freight bill arrives at the distribution center.

ShortQTY - Quantity that was not received. This is the status as of two days prior to the report being sent to the supplier. Timing is important to note because a shipment update could have happened since this report was issued. (Timing impacts so much in reporting.)

ShortQTY\$ - ShortQTY × retail price.

Showrooming - A shopping process that begins in a store and ends with an online purchase. Differs from *Webrooming*.

Shrinkage - The difference between inventory that is on hand in the system and what is physically on hand.

Shroud - A security device at the door of a store or other public building. These devices check for electronic security devices and reduce the chances of shrinkage.

Side Kick - A shelf or display on the side of a shelf or aisle.

Site to Store (S2S) - The purchase and delivery of General Merchandise through Walmart US. The customer purchased the item online and picked it up at the store of his/her choice. This is usually fulfilled via e-commerce freight or drop ship vendors (DSV).

Skid - See *Pallet*.

SKU Rationalization - Figuring out which SKUs to keep and which to discontinue.

Slip (Slip Sheet) - A cardboard or plastic sheet used to separate layers of product on a pallet or for floor-loaded product.

Slot - The numbered location in a DC rack where merchandise is stored. Also see *Staple Stock*.

Slow-Moving Consumer Goods (SMCG) - Items with a shelf-life of over one year.

Softlines - All merchandise in apparel areas.

Stack Base - A 6" to 8" riser used to display merchandise. Usually this is a plastic riser or pallet.

Staple Stock - Merchandise stocked in the warehouse on a regular basis and in a regular spot called a *slot*.

Staple Stock Turns - The number of times the average inventory is sold in a year.

Statement of Work (SOW) - Also called *Scope of Work*.

Stock Keeping Unit (SKU) - One individual item of merchandise. Pronounced *sk-u*.

Stop Replenishment Only (SRO) - A flag the replenishment manager sets to YES for items so that no additional items are ordered.

Store Choice Order Guide (SCOG) - A store-based catalog. A way for a store to order locally and seasonally relevant merchandise that allows the manager to request feature quantities manually for an existing item.

Store Fulfillment (Scintilla™) - Metrics that track fulfillment performance. This includes First Time Pick Rate, Nil Pick Rate, and Pre-/Post-Substitute Rate. Its purpose is to help suppliers identify missed picks and substitution trends.

Store Manifest - Document produced after an invoicing run that reflects details of what is being shipped on to the stores.

Store of the Community (SOTC) - Merchandise that is geared to the socio-economic diversity of the specific community. For example, a store near the ocean would have a larger assortment of suntan lotions, beach towels, and snack foods than a store not near the ocean. The diversity may reflect geographical, ethnic or local interests.

Store Specific Order (SSO) - A manually-created order used to supplement system

orders. Also a form in Retail Link® under Docs.

Store Trait - A numerical value assigned to a store for replenishment purposes. Store traits can also be stores grouped together.

Store Within a Store (SWAS) - This reflects setting up a specific destination or sales feature inside a store. For example, every store will have a beauty section, but if the ethnic makeup of the store is also heavily African-American, there may be more beauty products geared to the needs/preferences/desires of the African-American woman. This then is a beauty "store" within the regular store. Also an app within Retail Link®.

Subclass - Merchandise within a department that is similar.

Subject Matter Expert (SME) - Person with deep knowledge of and experience with a topic.

Substitution Overcharge - When the item number(s) the supplier invoiced and what Walmart received do not match. The difference in their prices will be reflected in the invoice.

Supplemental Order Quantity - A user-defined quantity with a given arrival date (outside of LT). For example, we could set a supplemental order on this store of 100 pieces for Jan. 24. GRS will review the projected on hand on Jan. 24 (47.51) and the daily demand on Jan. 24 (30.94) and the safety stock on Jan. 24 (44.9). Given that the on hand of 47.51 won't be enough to cover the demand, safety stock AND the supplemental order (175.84); GRS will attempt to order the difference of 128 units. On the other hand, if our projected on hand were 200 pieces on Jan. 24, GRS would see that there was enough inventory available to cover the daily demand, the safety stock and the supplemental order.

Supplier Center - Application in Retail Link® where items were previously created and managed.

Supplier Evaluation Rating (SER) - An evaluation of the risk that a supplier will become unable to provide a product as needed because he goes out of business, files for bankruptcy or becomes financially unable to continue their business.

Supplier Lead Time - Number of days from the date the item is ordered to the day the store (or DC) receives it. It's calculated by determining how long it takes to manufacture the item plus the shipping time to get to either the DC or the store.

Supplier Number - A number assigned to a supplier by Walmart to identify the company.

A 6-digit number is the core Supplier Number, also known as *Vendor Number*. The 8-digit number is called the Supplier ID; it is used for and by the Responsible Sourcing Team (for factory purposes).

A 9-digit number is the 6-digit core number + a 2-digit department number + a 1 digit sequence number. It uses the department and sequence number to separate out departments, buyers and terms. The sequence is used for those different terms and for ship points.

A 10-digit number is called a SAP number; it is only used internally by Walmart.

Supplier Quality Excellence Program (SQEP) - Walmart's quest for greater accuracy that comprises four phases that cover PO accuracy; Advance Ship Notice (ASN); barcodes and labeling, packaging, pallets, and load quality; and scheduling. SQEP is applicable to all Walmart US distribution networks including e-commerce and was revealed August 2020. Phase 1 of its four phases began February 2021.

Supplier Stock Number - The number the supplier assigns to a product. If it is a private label, however, probably Walmart or Earthbound will assign the number.

Supplier View Instock Tool (SVIST) - An app in Retail Link® that provides preset drill down screens into items.

Supply Chain - The entire fulfillment process from procurement of raw material to consumer purchase.

Supply Plan - A step-by-step forecast of how much product a supplier will need and how much material will be needed to produce it. It starts with the raw materials and goes all the way through the logistics of getting those items to Walmart's shelves. Supply Plan + Demand Forecast = Demand Plan.

Swell Allowance - A manufacturer's refund to cover the costs of spoiled, processed foods, products in dented cans, goods received in damaged condition, goods which reach their expiration date before they're sold and so on.

Swell Allowance Program - A systematic method of automatically deducting a fixed percent from a vendor's invoice payments to compensate for items not fit for sale.

Syndicated Data - Research conducted and funded by a market research firm but not for any specific client. IRI, Nielsen and others provide such information around Walmart and other shoppers. Suppliers subscribe to have access to their research.

Tabular (Tab) - Printed advertisement featuring relevant seasonal merchandise and consumable items. Formerly called *Circular*. See *Instant Savings Bulletin*.

Taxonomy - How a category on a site is organized.

This Year (TY) - The current year.

This Year Fiscal Year to Date (TYFYTD) - This fiscal year to date.

Ti/Hi - Pallet stacking. TI is the number of cases making up a tier on a pallet. HI is the number of tiers on the pallet. A pallet holding 6 cases of an item on a layer that is stacked 5 high has a TI/Hi of 30. Also called *Pallet Pattern*.

Tire and Lube Express (TLE) - A Walmart service which allows a driver to drop off a car, go about doing other business and pick up the car later after it has been serviced.

Total Demand - The total forecast for that item/CID at that location. This includes any forecast increases due to promotions, reconciliation, overrides, etc. This is the weekly demand broken down into a daily demand based on a defined daily percentage.

Total Return - All items which are returned. See *Defective Return*.

Traffic - Department responsible for routing items to the DCs. Also the area within a DCs that processes inbound trailers.

Trailer Manifest - Document produced by the distribution center traffic department, showing what is on every trailer entering the DC trailer lot.

Trait - A characteristic of an item or store. Sometimes called an *Item Trait* or a *Store Trait*. This is different from *Traited*.

Traited Store Count - Number of stores in which an item is planned to be replenished.

Traited/Valid - *Traited* is when a store has been added to an item. *Valid* is when a store is actively replenishing the item. First, an item is created. Then, stores are attached to that item. Items are not attached to stores. (Keep in mind that *traited* is different from *trait*.) An item can be traited or valid or both traited and valid.

Transportation Management System (TMS) - A Retail Link® app through which collect suppliers schedule trucks. See *Request for Routing*.

Trending - Sales of a 12-week period this year versus sales of the same 12-week period last year.

Truckload Optimization - Loading a truck with merchandise so there is no wasted or unused space.

Turn - The number of times a product completes a cycle of moving through a warehouse. It is usually annualized but can be from any period of time, for example, the number of days it takes to sell an item. It is calculated by dividing sales by average inventory and is a measure of inventory health. Sometimes called *Cycle* or *Retail Turn*.

Turnover - Number of times inventory is replenished in a given period of time; annual sales divided by average inventory.

Unit Cost - Store cost in eaches.

Unit of Measure (UOM)

Units Per Club Per Week (UPCPW) - Number of items sold in a club in a week. When referred to as dollars rather than units: *Dollars Per Club Per Week (DPCPW)*.

Units Per Store Per Week (UPSPW) - Number of items sold in a store in a week. Sometimes this is referred to as dollars rather than units: *Dollars Per Store Per Week (DPSPW)*. Sometimes abbreviated as *USW*.

Universal Product Code (UPC) - A 12-digit POS barcode used to track merchandise in stores. It allows items to be scanned at the register.

Unorganized Retail - Smaller or local stores. Small scale operations and private retailers, usually in one local area.

UPC → Walmart UPC Number

User-Generated Content - Content posted on a product page online by a shopper.

User Group - A club for individuals and/or companies to meet and discuss the issues related to business techniques or technology in their given industry.

Valid/Traited - *Valid* is when a store is actively replenishing the item. *Traited* is when a store has been added to an item. First, an item is created. Then, stores are attached to that item. Items are not attached to stores. (Keep in mind that *traited* is different from *trait*.) An item can be traited or valid or both traited and valid.

Variance Days - Fewest number of days allowed between the date an item is received at the DC and its sell-by date.

Variant - A group of items displayed together on an online listing to provide the consumer variants or choices to buy. Usually due to size, color, style, or price.

Velocity - How quickly a product is sold once it becomes available (distribution). This can be the number of weeks or days a product stays at the warehouse as inventory or the number of days or hours it stays on the shelf before being sold. Also referred to as *Shelf Velocity*.

Vendor Agreement - A legal contract between Walmart and supplier on all conditions and terms of sales. The buyer (Walmart) negotiates the conditions and terms of sales.

Vendor Contract Number - Composed of the two-digit department number and vendor sequence number. It can affect the ship point, returns options for the product, and other terms and conditions with the supplier.

Vendor Correction of Errors (VCOR) - A supplier establishing a process for improving quality by documenting and addressing issues.

Vendor Dept Fill Rate - The fill rate performance of the vendor (quantity received ÷ quantity ordered) within a specific department..

Vendor Number - See *Supplier Number*.

Vendor Pack - The original packaged quantity or merchandise as it is shipped by the supplier.

Vendor Pool - When less-than-truckload (LTL) suppliers combine to fill a truck.

Vendor Review Cycle - The needed number of days between orders that allows for free freight.

Vendor Stock ID (formerly Vendor Stk Nbr) - A supplier's internal identifier for a particular item which is linked to Walmart's item number

Vendor Stk Nbr → **Vendor Stock ID**

Virtual Return (VR) - Items that are bought online and then refunded at the customer's request.

Voluntary Inter-Industry Commerce Standard - An standard for electronically sending orders and invoices (EDI) that Walmart supports.

VR Training - The digital simulation of lifelike scenarios (virtual realizy) for training purposes.

Wall Section - A 4-foot shelving display on a Walmart wall.

Wally - A data analytics and visualization platform designed for Walmart's merchandising teams that aggregates sales, inventory and demand signals from across the business, using AI to highlight trends, risks and opportunities.

Walmart Calendar - Calendar of week numbers (52) based on the fiscal year Feb 1 – Jan 31. This year's calendar is available as a download from 8th & Walton at <https://www.8thandwalton.com/calendar>.

Walmart Deduction - A fee subtracted from an invoice. It will correspond to a particular code and will include the code number.

Walmart Direct Store Delivery Consolidation (DSDC) - When consolidated freight is shipped to a Regional Distribution Center before it is sent to a store. This is especially helpful to suppliers who ship to multiple departments.

Walmart Exclusives - Products with brand names that are sold exclusively at Walmart. This includes derivative brands of national brands.

Walmart Fiscal Year - The Walmart fiscal year begins February 1 and works on a 4-5-4 month assignment. February has 4 weeks, March 5 weeks, April 4 weeks, etc.

Walmart Fulfillment Services (WFS) - A fulfillment option available to 3rd party companies which allows them to store and ship inventory from a Walmart Fulfillment Center to the home of the end customer.

Walmart Home Office (HO)

Walmart Item Number (formerly Item Nbr) - A unique number assigned by Walmart and used to identify an item in their system.

Walmart Pre-Marked Merchandise (WPM) - Apparel merchandise that is ticketed prior to reaching the stores. These purchase orders have priority because of their seasonality. This merchandise may be put on seasonal hold in the distribution center to be distributed later.

Walmart Transportation Management System (WTMS) - The program Walmart uses for its transportation work.

Walmart UPC Number (formerly UPC) - Universal Product Code (number) assigned to each item for scanning and inventory control.

Walmart Week - Walmart's weekly calendar that's used for data and accounting. It begins on Saturday and ends on Friday.

Warehouse - See *Distribution Center*.

Warehouse Allowance (WA) - A handling allowance for shipments coming through the warehouse. Allowance % is applied to all PO types; currently type 33, 83, 93 are excluded.

Warehouse Pack - The number of pieces shipped in the warehouse pack or the fewest number of eaches a store can order from the warehouse. This can't be changed once it's created. Walmart doesn't use this for e-commerce.

Webrooming - A shopping process that begins online with browsing and perhaps research and ends with an in-store purchase. Differs from *Showrooming*.

Weekly Base Index - The smallest unit of calculation. The 52-week average of all base indexes should equal 1.0.

Week Over Week (WOW) - Comparing one week to another.

Weeks of Supply (WOS) - A look at past trends to determine future inventory needs. Just take the inventory position for a period (i.e., a week) and divide it by the average sales for that period.

WHPK QTY - Warehouse pack quantity.

Wildcard - A character used while searching or querying that represents one or more characters. In the Walmart Scheduler, the question mark (?) represents one alphanumeric character. An asterisk (*) represents one or more such characters.

World-Wide Environmental and Regulatory Compliance Solutions (WERCS) – Third party that collects/authorizes MSDS (Material Safety Data Sheet).

Year-Over-Year (YOY)

Zones - Nine east to west divisions in the US represent areas with similar climates and elevations. Lower numbers are warmer areas.

Zoning - Making a store shelf look better by removing items that don't belong on that shelf, checking that the facings are correct, and bringing the back items to the front. Sometimes called *Fronting* or *Facing*.

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