

**AEC & CPCC Joint Call
Attendee List
May 8, 2014**

Name	Company	Email	Attended?
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Anti-trust – all agreed.

Agenda for the call:

- Discuss some of the differences that the CPCC project will be implementing
- Discuss some areas of questions as to how the AEC companies are implementing certain processes and elements
- Lessons learned

1. Discuss some of the differences that the CPCC project will be implementing

- All messages:
 - DateTime format – there are different date/time formats
 - V2.0.2 format: YYYYMMDDTHHMMSSZ (GMT), if you are not sending GMT don't use Z.
 - V5.3 format: CCYY-MM-DDTHH:MM:SSZ (Greenwich Mean Time) - Do not use Z if local time.
 - PartnerStructures
 - Contact – telephone structure is different between the 2 versions
 - Additional structures – there are additional structures and elements as new versions comes out.
 - OrderCreate
 - TransportMethodCode – V2.0.2 – Required; V5.3 - Optional
 - Version 2.0.2 – the code list was ANSI X12-list 91 – Use code “CE” to designate Customer Pickup
 - Version 3.0 and higher – code list UN Rec 19 – Use code “3” to identify “Truck” – “CE” will not validate
 - DeliveryTerms structure – V2.0.2 – Not used; V5.3 – Optional
 - ShipmentMethodOfPaymentCode – V2.02 – Did not exist – V5.3 – optional
 - ShipTo
 - Address– V2.0.2 – Required; V5.3 – Optional
 - OtherPartner – V2.0.2 – Optional (probably should be conditional); V5.3 – Conditional (if order is a Customer Pick-up the ShipFrom is Required)
 - OrderCreateProductLineItem
 - LineItemType – V2.0.2 – Did not exist; V5.3 – Optional
 - ReleaseNumber – V2.0.2 – Did not exist; V5.3 – Optional

- ReferenceInformation Structure V2.0.2 – Not used; V5.3 – Optional
- PackagingQuantity Structure V2.0.2 – Not used; V5.3 – Optional
- OtherPartner Structure V2.0.2 – Not used; V5.3 – Optional
- RequestedPrice Structure V2.0.2 – Not used; V5.3 – Optional
- Routing - V2.0.2 – Not used; V5.3 – Optional
- BalanceltemFlag - V2.0.2 – Not used; V5.3 – Optional
- OrderResponse:
 - OrderResponseProperties:
 - ReferenceInformation – V2.0.2 – required; V5.3 – Optional
 - SpecialInstructions – V2.0.2 – ACCEPT or REJECT; V5.3 – ACCEPT, or REJECT, or PENDING
 - TransportMethodCode – V2.0.2 – required; V5.3 – Optional
 - ResponseStatus Structure – V2.0.2 – did not exist; V5.3 – Optional
 - Within the ResponseStatusIdentifier – we will use **"AgGatewayResponseRejectionTable"** as the agency
 - Within the ResponseStatusIdentifier - if the Seller accepts the order as sent, they would send 000 - Order Accepted Order is available to ship when requested (Buyer would not need to do any further interrogation if 000 is sent)
 - OrderResponsePartners
 - Buyer – ContactName, ContactNumber, EmailAddress – V2.0.2 – Required; V5.3 – Not used
 - ShipTo Partner Information Structure
 - ContactInformation Structure – V2.0.2 – Not used; V5.3 – Optional
 - AddressInformation Structure - V2.0.2 – Not used; V5.3 – Optional
 - UnloadingPoint Structure – V2.0.2 – did not exist; V5.3 – Optional
 - OtherPartner structure – V2.0.2 – optional; V5.3 – Conditional (If order is a Customer Pickup – ShipFrom is required – including AddressInformation)
 - OrderResponseDetails
 - LineItemType – V2.0.2 not used; V5.3 Optional
 - ReleaseNumber – V2.0.2 not used; V5.3 Optional
 - ReferenceInformation Structure - - V2.0.2 not used; V5.3 Optional
 - PackagingQuantity Structure - - V2.0.2 not used; V5.3 Optional

- OtherPartner structure – V2.0.2 required; V5.3 – Conditional (If the ShipTo is different for the line item, then this would be where it would be identify. Conditional: For Customer Pick-Up order ShipFrom will be sent in this structure)
- Delivery Terms Structure - V2.0.2 not used; V5.3 Optional
- ShipmentMethodOfPaymentCode - V2.0.2 not used; V5.3 Optional
- ConfirmedPrice - V2.0.2 not used; V5.3 Optional
- PaymentTerms - V2.0.2 not used; V5.3 Optional
- ResponseStatus Structure – V2.0.2 – did not exist; V5.3 – Optional
 - Within the ResponseStatusIdentifier – we will use **"AgGatewayResponseRejectionTable"** as the agency
- ShipNotice:
 - ShipNoticeProperties:
 - ReferenceInformation Structure - V2.0.2 Required (ProNumber); V5.3 Optional
 - ShipmentMethodOfPaymentCode - V2.0.2 not used; V5.3 Optional
 - SpecialInstructions - V2.0.2 not used; V5.3 Optional
 - ShipNoticeStatus - V2.0.2 did not exist; V5.3 Optional
 - ShipNoticePartners
 - OtherPartner – UnloadingPoint – V2.0.2 Optional; V5.3 not used
 - ShipNoticeDetails
 - EquipmentDetails structure - V2.0.2 not used; V5.3 Optional
 - ShipNoticeProductLineItem
 - ShipMethodOfPayment - V2.0.2 not used; V5.3 Optional
 - DeliveryTerms - V2.0.2 not used; V5.3 Optional
 - ReferenceInformation - V2.0.2 not used; V5.3 Optional
 - ShipmentIndicatorCode - V2.0.2 not used; V5.3 Optional
 - ProductSubLineItems Structure
 - ManufactureingIdentification - V2.0.2 not used; V5.3 Optional
 - BatchExpirationDate - V2.0.2 not used; V5.3 Optional
 - SeedCountPerPound - V2.0.2 not used; V5.3 Optional
 - LotQuantity - V2.0.2 not used; V5.3 Optional
 - ShipmentPackaging structure
 - Most of this structure - V2.0.2 not used; V5.3 Optional

- ShipDate structure - V2.0.2 required; V5.3 Conditional (This structure is conditional, but required when invoice contains product shipped or pricing shipment date (most invoices). Some Debit or Credit invoices may not have a shipping date if they are end of seasons or miscellaneous invoices so they would be optional.)
 - PrimaryCurrency structure - V2.0.2 not used; V5.3 Optional
 - SecondaryCurrency structure - V2.0.2 not used; V5.3 Optional
 - CurrencyRate structure - V2.0.2 not used; V5.3 Optional
 - OtherPartner structure - V2.0.2 Required; V5.3 Not used
 - InvoiceTotals structure
 - TotalLineItems - V2.0.2 Required; V5.3 Optional
 - LineItemTotalAmount - V2.0.2 not used; V5.3 Optional
 - TaxOrDuty - V2.0.2 not used; V5.3 Optional
 - Allowances structure - V2.0.2 not used; V5.3 Optional
 - TaxOrDutyTotals - V2.0.2 not used; V5.3 Optional
 - PaymentTerms – new elements in V5.3 that weren't in V2.0.2 – optional
 - Discounts - V2.0.2 Required; V5.3 Conditional (Must be used if any discount payments are applied to the entire invoice)
 - DeliveryTerms structure - V2.0.2 not used; V5.3 Optional
- Invoice
 - InvoiceProperties
 - InvoiceQualifier InvoicePartners
 - OtherPartner structure
 - AddressInformation - V2.0.2 Required; V5.3 Optional
 - InvoiceDetails
 - InvoiceLineItem
 - ProductIdentification structure - V2.0.2 not used; V5.3 Optional
 - Pricing
 - PriceReason - V2.0.2 not used; V5.3 Optional

- Allowances structure - V2.0.2 Required; V5.3 Conditional (If any allowances or charges for the products or services are applied to this line item, they need to be captured in this structure. Examples of some: seed treatment charges, volume discounts, pick-up allowance, early shipment/delivery, etc.)
 - DeliveryTerms - V2.0.2 not used; V5.3 Optional
 - ShipmentMethodOfPayment - V2.0.2 not used; V5.3 Optional
 - FreightIncludedFlag - V2.0.2 not used; V5.3 Optional
 - Shipping Structure - V2.0.2 not used; V5.3 Optional
 - TransportMethodCode - V2.0.2 not used; V5.3 Optional
 - PackagingQuantity - V2.0.2 not used; V5.3 Optional
 - ProductSubLineItems structure - V2.0.2 did not exist; V5.3 Optional
 - ProductFamilyName - V2.0.2 not used; V5.3 Optional

2. Discuss some areas of questions as to how the AEC companies are implementing certain elements

- Orders:
 - If an order needs to be changed, how is that handled without the OrderChange?
 - Order cancelled in both business systems and a new OC sent by Buyer?
 - Seller changes in their Business System and sends an unsolicited OR?
 - Within the LineStatus show “Changed”?
 - Buyer interrogates
 - How do the Sellers and Buyers handle “Rejects” in their business systems?
 - Initially in the AEC if the manufacturer couldn’t fulfill they would contact the Buyer – send a reject would be sent – the Buyer would cancel in their system then resend;
 - Orders after accepted – phone calls and each trading partner changes their business system but handled outside the electronic
 - AEC – if you can’t meet the date and quantity would REJECT; doesn’t seem to appear to be happening currently
 - Delete that line item within the same order
 - Add new line item
 - Didn’t know if they are sending a new PO
 - Order goes to Pending – Customer Services gives them a call

- SSC - In Crop Nutrition – if there are any changes, it normally is tied to the contract so it will typically be Reject. Have the ability – but in practice don't see it happening.
- When TKI can't fulfill – put on hold – error codes are sent – Customer Service to work out details.
- Syngenta – they may change a delivery date – Customer Service will contact
- DuPont – Order comes in, be managed by the C/S group – modify the order manually in the Seller and Buyer's system.
- In V5.3 – Customer Pick-up will be required to send "ShipFrom" information in the OtherPartner at the OrderCreatePartners structure and designate with "RequestedPickup" in the ScheduleType – Xpath:
`/OrderCreate/OrderCreateBody/OrderCreateDetails/OrderCreateProductLineItem/ScheduleDateT
imeInformation/@ScheduleType`
 - The order would be Rejected – C/S to call with options to either ship or pickup at another location
- ShipNotice:
 - Why is OtherPartner structure required at the line level?
 - Conditional – for Customer Pickup may pickup the different products from different location
- Invoice
 - At the properties level, the TotalLineItems are required, and the LineItemTotalAmounts are not used – rationale?
 - It might be confusing at the properties level – as the InvoiceTotals structure is required and provides that amount of the total invoice.
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3. Lessons Learned:

- Managing Product information – lessons learned
 - UOM – utilizing the same UOM for buying, shipping, selling and reporting
 - Still struggle with the UOM – order want to purchase jugs – fails and it is Rejected – contact the buyer
 - Buyers also struggles – mini bulk – the product was traditionally stocked in drums/totes but receive and sold in gallons; conversion isn't the issue – training issue; they have to receive in the pricing UOM; worked with Seller to obtain both UOM (GLL and ??(tote UOM))
 - Buyer struggling with the UOM – may create their own UOM - fair amount of conversion on the Buyer and convert back for the reporting side to convert back to the Seller's UOM.
 - Jugs – mini bulk – there is an UN Rec 20 UOM – and that bounces off the material master – validates and creates the order; if the UOM is not in their conversation (such as a ½ GLL). Will Reject – C/S would contact Buyer and would update with either new order or C/S would update order

- Bag of seed split – between 2 growers – ½ bag creates an error – internally they round up and their redemption group work with that issue
 - Discussion on issue with not using the GTIN for product identification
 - Descriptions might use them different when they loaded their products
 - Some things that companies couldn't come to consensus – but was noted in the Seed segment
 - Companies need to speak up if you are a Buyer and your Sellers are populating differently
 - Seed created some tables – to explain the codes
- Managing the data synchronization
 - SSC – was in a good position with their data and was familiar with the basic process. Comfort level was fairly high – biggest hurdle – not just going to the center location, but need to continue to review those lists with trading partners (annually) – you don't want to find out during season that something has changed
 - Syngenta – duplicates where a location may have multiple GLNs – if there is a reason for the GLNs or if they are truly duplicates. Some ERPs can use multiple and roll up, but not all ERPs can do that; duplicates can cause issues – it's easier if they can roll up to the parent.
 - Ag Retail Council – how to standardize PMR (ProductMovementReport)
 - AGIIS updates – have a manual review prior to updating the master database.
 - Can be done early – be sure to get the business people involved – both locations and products
- Any insight to lessons learned in the US?
 - Make sure both companies are fully invested in the project – timeline slide due to other projects; make sure someone is backing the project
 - Very difficult an “end” date for implementation – are the resources there? Have a “check-in” every week – helps to keep on track – make the team accountable each week to stay engaged; changing resources can create delays.
 - Test, test, test – data synchronization. The type of data – you need to send lots of examples so that both parties know – test as many scenarios;
 - Trading partners – changed from AGIIS GLNs to Subscriber GLNs – give plenty of “lead time” for partners to make change
 - Corner test – and changes – O-T-I may change the elements and could impact your projects; if a change goes into place if you don't test
 - Changing the business processes – triggers and alert well documented so that the logic is clear and who and what is done and how are things escalation process
 - Buyers – don't underestimate how difficult it is to change your business process – you will get a lot of benefits from this project. Not everything will run the same as CP.