

9. Encoding sales and order information

9.1 Introduction

New logistic encodings such as order barcodes are being introduced to support the effective management of ALDI business operations. These encodings will be introduced in stages over the next few years and will have a bearing on sales units (product packaging) as well as order units (display cases and transport packaging).

Together with the transition to 13-digit GTIN-encoded barcodes (commonly known as “**sales GTINs**”) for all sales units, order barcodes (commonly known as “**order GTINs**”) will form part of a strategic vision for the future of the company.

Sales units

A sales unit is defined as the particular variety of a product that is purchased by the customer, for example “fruit yoghurt, strawberry flavour” or “coffee machine, red”. Every sales unit must have at least two printed sales GTIN.

Order units

Every order unit is individually defined by ALDI and assigned a specific order GTIN. Typical order units are straight cases and mixed cases having a predefined set-up.

Moreover pre-defined pallet and layer configurations may be represented as order units. In exceptional cases even single sales units may require an additional order unit identifier. The type of order unit determines whether and how the order GTIN is applied.

Detailed information on order GTINs and on how to code identifiers on layers and pallets can be found in the “ALDI Logistics Guidelines”.

Variant PLUs

Variant PLUs have been introduced in addition to legacy PLUs (see page 113–114). Where a product that requires a PLU is available in at least one additional style, colour etc., every variation is also assigned an individual variant PLU. For the first style, the legacy PLU is identical to the variant PLU (see page 120).

9.2 Application of order GTINs

1. The order unit is different to the sales unit

Where an order unit consists of multiple sales units which can either be identical (e.g. a display case of 12 x milk 1L) or different (e.g. a display case of 6 x strawberry yoghurt and 6 x pineapple yoghurt) the following differentiation applies:

a. Physical order unit

(multiple sales units physically wrapped/combined, e.g. examples mentioned above)

The order GTIN is mainly used for inventory management. It is printed on the display case but never on the front. The preferred position is on the back of the case.

b. Logical order unit

(logical grouping of physically separate handling units)

An order unit could be a pallet layer consisting of multiple display cases (e.g. 10x case of yoghurt) or an entire pallet of multiple transport units (e.g. one pallet of 10 x coffee machines, red and 10 x coffee machines, white). In these instances the order GTIN is used only in the documentation (e.g. order sheet) and for logistics labelling (e.g. pallet label). Only the sales GTIN is applied to each individual sales unit.

2. The order unit is equivalent to the sales unit

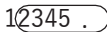
As a general rule, as long as an order GTIN differs from the sales GTIN it must be applied to the order unit. This is correct even if the sales unit and the order unit are identical (e.g. coffee machine). In this case both GTINs must be applied to the sales unit (= order unit).

In exceptional cases, for instance non-ALDI brand products, there will only be a sales GTIN assigned which is also used as order GTIN.

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9.3 Application rules

The general rules and specifications in these guidelines governing barcodes apply.

- Order and sales GTINs are communicated to suppliers in the contract document.
- Number ranges and prefixes are the same for order and sales GTINs. However, the full numeric code is generally different per product.
- For order and sales GTINs the same types of barcode symbol (EAN-8, EAN-13 or UPC-A) are used for printing (see chapter 1).
- Recommendations for sales GTINs sizes also apply to order GTINs (see chapter 1). For order GTINs the larger barcode sizes are preferred.
- Legacy PLU numbers follow the rules described in chapter 8 with regards to size, colour and font. Variant PLU numbers differ in that the oval colour is white .
- Sales GTINs are never printed on display cases.
- Order GTINs must not be printed on the front of display cases.
- All layouts require the approval of the National Buying Department prior to printing.

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9.4 Identifiers and their use

IDENTIFIER	USE
Article ID	Used in stores to identify products.
Variant ID	Used for stocktaking for specials buys, as this has to be conducted on variant level.
Description x quantity	Needed for different store processes eg. stocktaking or identifying products.
Order GTIN	For ordering, it only has to be assigned to the order unit of measure. Furthermore, it has to be on the packaging for the receiving process in the warehouse.
Sales GTIN	Used for sales and returns processes.
Variant PLU	Supports variant specific identification of products in case items will not be scanned.
Legacy PLU	Supports identification in stores not capable of variant handling.
Legacy ID	Supports identification in stores running legacy applications.
On sale date	In store warranty process.

Identifier	Article ID	Variant ID	Description x quantity	Order GTIN scanable code (barcode + human readable number)*	Sales GTIN scanable code (barcode + human readable number)	Variant PLU (only if it exists and is different to legacy PLU)	Legacy PLU	Legacy ID	On sale date MM/YYYY e.g. 08/2019
Core range, seasonals**									
Eaches (sales units)				X*, ***	X	X	X		
Cases	X		X	X*		X	X	X	
Layer				X*					
Pallet				X*					
Specials									
Eaches (sales units)		X		X*	X	X	X	x	X
Cases	X****		X	X*		X	X	X	
Layer				X*					
Pallet				X*					

*Always and only printed on the Order Unit of Measure (OuM). Please see following pages for exceptions.

** Seasonals will be handled as core range unless explicitly being ordered as a special buy.

*** As core range is only ordered in eaches in exceptional cases (e.g. coffee machine) this is only mentioned to be exhaustive.

**** For specials the article ID and the legacy ID have to be printed on the display case and the transport carton.

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9.5 Identifiers to be coded on an EACH (sales unit)

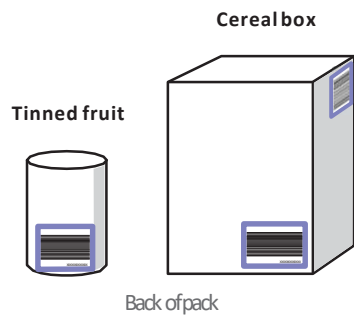
Identifier	Article ID	Variant ID	Description x quantity	Order GTIN scanable code (barcode + human readable number)*	Sales GTIN scanable code (barcode + human readable number)	Variant PLU (only if it exists and is different to legacy PLU)	Legacy PLU	Legacy ID	On sale date MM/YYYY e.g. 08/2019
Core range, seasonals**									
Eaches (sales units)				X*, ***	X	X	X		
Specials									
Eaches (sales units)		X		X*	X	X	X	X	X

* Always and only printed on the Order Unit of Measure (OuM). Please see exception example washing machine below.

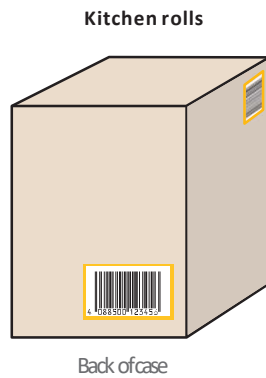
** Seasonal will be handled as core range unless explicitly being ordered as a special buy.

*** As core range is only ordered in eaches in exceptional cases (e.g. coffee machine) this is only mentioned to be exhaustive.

Core range, seasonals

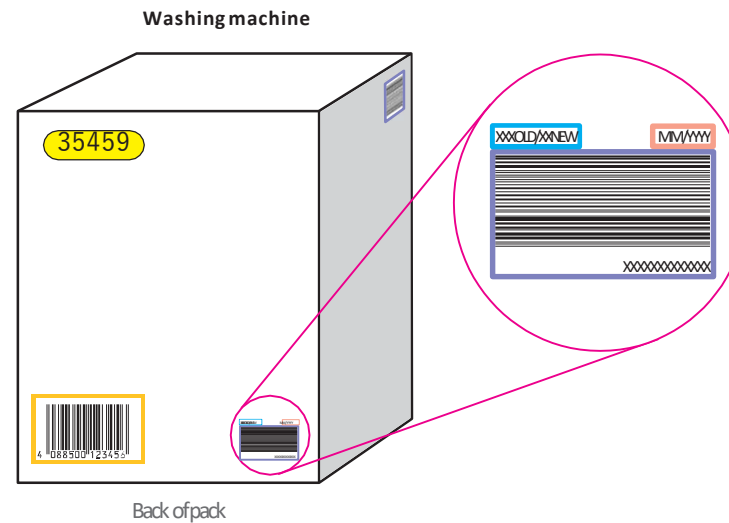


The order GTIN is placed on the display case (not shown here)



The product is merchandised without display case. The order GTIN is placed on the brown transport case

Specials



Exception: The order GTIN is placed directly on the packaging as the order unit is identical to the sales unit (= 1 unit) and there is no separate transport case.

- Legend:
- Article ID
 - Order GTIN
 - Sales GTIN
 - On sale date
 - Legacy PLU

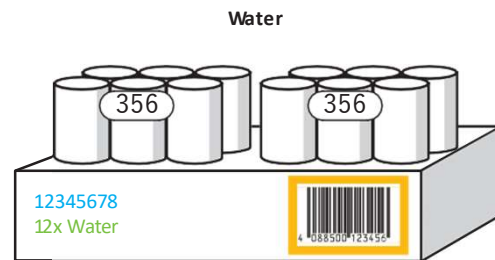
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9.6 Identifiers to be coded on a CASE

Identifier	Article ID	Variant ID	Description x quantity	Order GTIN scanable code (barcode + human readable number)	Sales GTIN scanable code (barcode + human readable number)	Variant PLU (only if it exists and is different to legacy PLU)	Legacy PLU	Legacy ID	On sale date MM/YYYY e.g. 08/2019
Core range, seasonals*									
Cases	X		X	X	X	X	X	X	
Specials									
Cases	X		X	X		X	X	X	

*Seasonals will be handled as core range unless explicitly being ordered as a special buy.

Core range, seasonals

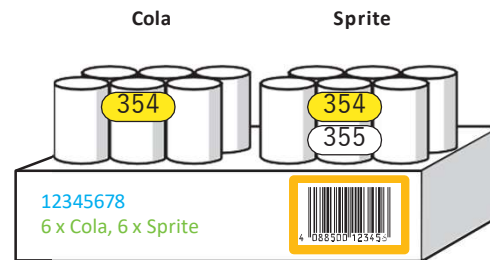


Article ID
Quantity and description

Variant PLU

Order GTIN
Always and only printed on the Order Unit of Measure (OUM). Please see previous page for an exception.

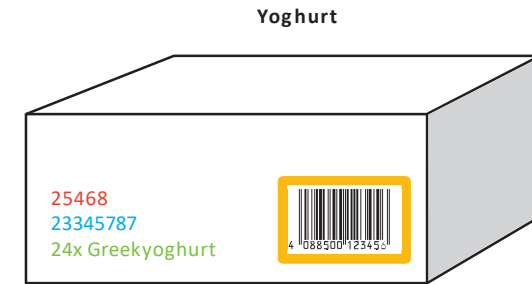
Sales GTIN
are never printed on display cases. Where eaches and multi packs are sold, e.g. cigarettes, there will be two sales GTINs (EA and CA).



Legacy PLU Variant PLU

For old equipment there will be no issue as the legacy PLU will be identical to the first variant PLU.

Specials



Legacy ID
Article ID

For specials, article ID and legacy ID have to be printed on the display case and the transport case (brown case).

Please note

Variant-specific sales GTINs are required for each can/yoghurt.

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9.7 PLU interim phase

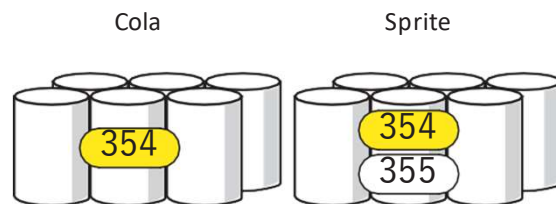
For every product which is available in more than one variation, additional variant PLUs have to be assigned.

Where the legacy PLU equals the variant PLU only the yellow highlighted legacy PLU needs to be printed on the product.

Core range, seasonals

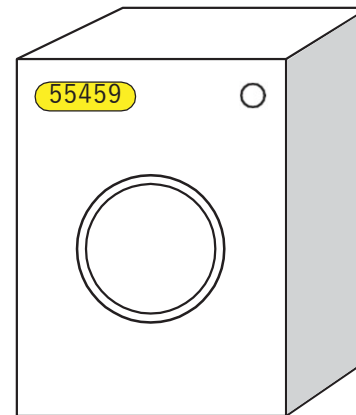
Example: A mixed pallet of Cola and Sprite requires an individual variant PLU per flavour.

The legacy PLU is identical to the first variant PLU (here cola), therefore only the legacy PLU is printed.



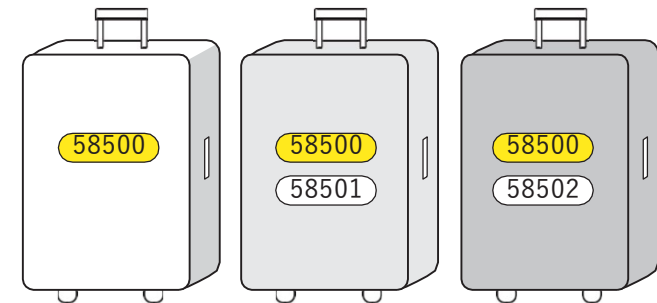
Specials

Example: A washing machine without variant only has a legacy PLU.



Example: Suitcases sold in different colours require an individual variant PLU per colour.

The legacy PLU is identical to the first variant PLU, therefore only the legacy PLU is printed.



Legacy PLU

Variant PLU

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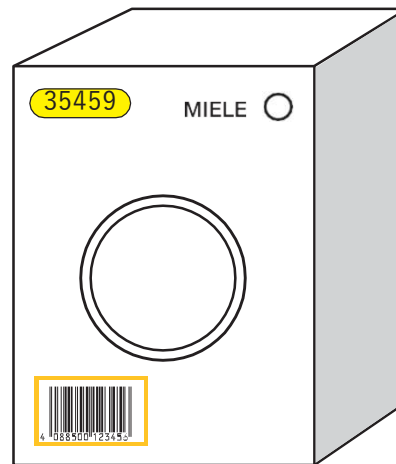
9.8 GTIN for branded single items (unit of measure = 1)

GTIN for branded items will be provided by the supplier and has to be requested directly from them.

For branded single items the supplier will only be able to provide one GTIN. The provided GTIN will be the order and the sales GTIN at the same time, therefore the same GTIN has to be assigned to the display and to the single.

For all other use cases in regards to branded products, order GTIN and sales GTIN will be different and the same rules will apply as for own branded products outlined in this guide.

Branded washing machine



Exception: For branded single items the GTIN provided by the supplier functions as both order and sales GTIN.

Legend:

Order and sales GTIN

Legacy PLU