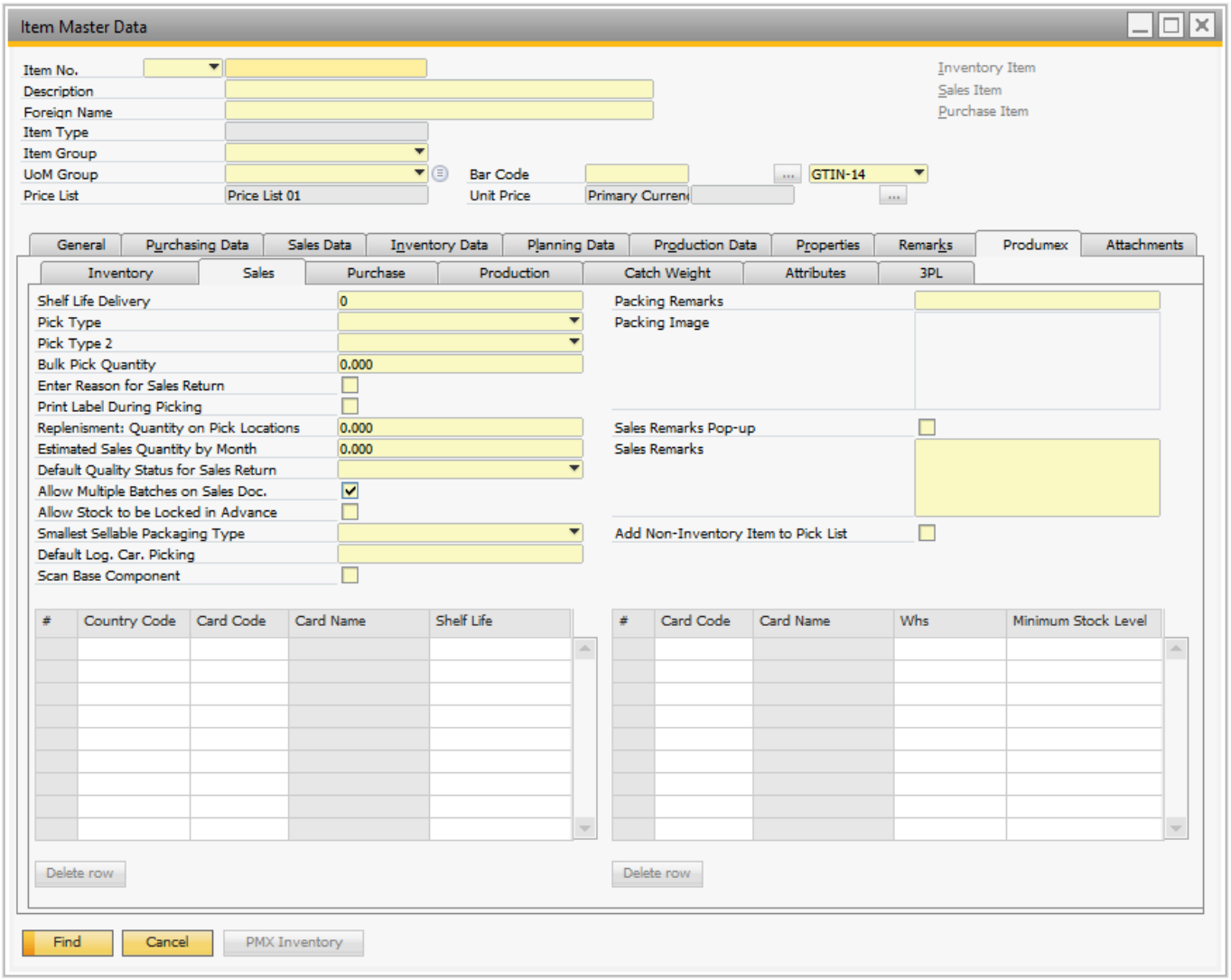
# 1.3.2. Sales




### *Shelf life delivery*

This field specifies the minimum remaining shelf life in days of an item (article) from the moment it is outside the responsibility of the manufacturer/distributor (external shelf life), i.e. the actual period that the product is physically present at the customer and can be sold to the end customer. The external shelf life is defined by the Best Before Date and means that the product will need to stay good at the retailer for at least a specified number of days before the “Best Before Date”. To guarantee that a product can be sold long enough, the retailer usually requires a minimal external shelf life from the manufacturer/distributor of the product.

### *Pick type*

Will define how an item will be handled during pick list generation and picking. The list of item pick types is defined on the User Defined table “PMX_IPIT”. If an item is a of a certain pick type (e.g. ’Handle with care’) and it is indicated on the Produmex Pick List Type (User Defined Table “PMX_PITY”) that a pick list should be split based on the item pick type, this item will not be added to pick list with items of another pick type (e.g. slow mover). In this case two pick lists will be generated. On the UDT “PMX_UIPT” users can be linked to certain item pick types. If such a configuration exists, the system will only allow the user to pick items that he is allowed to pick. This option is used in the ‘Zone picking’ option on the scanner.

***Pick type 2***
Apart from the primary pick type, an item can also have a second pick type. The list of item pick types is defined on the User Defined table “PMX_IPIT”. If it is indicated on the Produmex Pick List Type (User Defined Table “PMX_PITY”) that a pick list should be split based on item “pick type 2” the system will generate separate pick lists based on this criterion, if applicable in combination with the first pick type. The configuration for linking it to a user is also available for item pick type 2.

***Bulk pick quantity***
The quantity (lower or equal than a full logistic unit) for which the system will also allow to pick from a bulk location. This is used on stock allocation to a pick list, when it is selected on the scanner. Configuration on the Picklist Controller needs to allow picking from bulk, see description of Can the user pick bulk quantity from bulk location? setting. Example: If bulk quantity = 10 and on the sales order you need 24 items, 20 pieces can be picked from bulk, and 4 from pick location.

***Enter reason for sales return***
Indicates whether a reason has to be specified when a sold item is returned.

***Print label during picking***
Set whether item labels need to be printed during picking for this item.

***Replenishment: quantity on pick locations***
The quantity of that item that should be available on pick locations. Based on the parameters that are set in the “Item-based replenishment generator” the system will check whether there are pick locations with this item where there is a lower quantity than the needed quantity and will replenish these. In the “item-based replenishment generator” it can be specified whether or not the system has to take into account open pick lists, pick lists for a specific due date range, or required quantities for a specific stock coverage period (based on the estimated sales quantity by month)

***Estimated sales quantity by month***
Estimated sales quantity to be sold by month *(1 month = 30 days)*, to be used for stock coverage calculations. Used by the “Item-based replenishment generator”.

***Default quality status for sales return***
Indicates the default quality status of a sold item that is returned. The standard possibilities are: blocked, quarantine, released, rejected, returned. This overrides the general definition of the quality status for sales return.

***Allow multiple batches on sales doc.***
Indicates whether it is allowed on a sales document to have multiple batches of an item in one line (e.g. ordered quantity cannot be fulfilled by a single batch of a product). This is for information only.

***Allow stock to be locked in advance***
When this option is set to true, this item can be used for locking in advance. This means it will be possible to lock the stock for certain customer(s) at the moment the stock is received. *(Purchase/production/inventory receipt, warehouse transfer)*

***Smallest sellable packaging type***
Indicates the smallest packaging type of the item that can be sold. This is for information only.

***Default log. car. picking***
The default logistic carrier that is used for the product (e.g. a CHEP or a EURO pallet, …) on the picking process. This is for information only.

***Scan base component***
In case items are shipped in a special container *(e.g. a crate)*, it can be indicated that the base component needs to be scanned, instead of scanning the container with the items *(the crate as a whole)*. So a single item in the crate has to be scanned to make sure that the crate is sent containing the right items.
This is used in the Picking flow on the scanner. It uses a BOM to check the base component.

***Packing remarks***
Specific remarks for packing the item in question which is shown on the RF terminal or touchscreen when handling the item.

***Packing image***
Image of the specific packing of the item in question (e.g. picture of the kit). This image is shown during Packing and Consolidated packing flow.

***Sales remarks pop-up***
If checked, the system will show the sales remarks that are specified for the product when selecting the product on a sales document.

***Sales remarks***
Specific remarks that are shown in SAP Business One when creating a sales order for this item.

***Add non-inventory item to pick list***
If some non-inventory items need to be on the pick list, this option can be checked. When creating a pick list/proposal, the system will add this item to the pick list/proposal.
This option can only be set for items that are configured to be non-inventory items.
This item can be picked/packed on the scanner/touchscreen. Only the quantity will be asked as this is a non-inventory item.
When the pick list has 10 pieces to pick, and the user only enters 8, the system will register this 8 pieces, but the 2 additional pieces will automatically be skipped, so they will not be picked.

***Grid 1: Shelf life by customer and country***
Produmex also offers the possibility to define a shelf life per individual customer and/or countries, apart from the general shelf life. This is then taken into account when picking goods *(i.e. some goods may still be picked for certain customers or countries, but not for others)*.
You can enter a shelf life for either just a customer, or just a country, or a combination of both a customer and a country.

***Grid 2: Minimum reserved stock per customer***
This function makes it possible to reserve a minimum stock quantity of an item for customers.

The following pieces of information are mandatory in the grid:

1. Column *Card code*: The card code of the customer for whom you want to reserve a minimum stock quantity. It can be added manually or selected from the list of Business Partners.
2. Column *Card name*: The field cannot be edited, it is automatically filled in after providing the card code.
3. Column *Whs*: The warehouse where the item is located. it can be added manually or selected from the list of Warehouses.
4. Column *Minimum stock level*: The minimum stock quantity of the given item to be reserved for the customer. Its value can only be numeric and can be added manually or entered with the on-screen keyboard.

- If the item is managed in batch, the locking level is in batch.
- If the item is managed in item, the locking level is *item*.

When the necessary data is provided, the stock quantity is reserved for the given customer and picklist proposals cannot be created from the reserved stock for a different customer.

The reservation is based on the item/quality level, that is, this functionality does not block a batch from being used. When a proposal is being created, a batch gets locked.

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