The formats below are a guideline only. If data for 24 months is not available, or if another format would be easier to produce, or if some of the fields cannot be provided or are defined differently, let Above the Treeline know your preferred specifications.

Generic Baseline Sales Format

Filename: "BaselineSales" or something similar
Delimiter: Pipe "|"
Extension: .txt
Filter: Include any item sold in the last 12 months
Group By: ISBN, Author, Category, Retail Price. So each record should be unique in all these fields. (for example, if there is one item with 2 categories, there should be two records)

Loc	Name	Type
0	Item code. 13-digit EAN for books, 12-digit UPC for non-book products. For items with neither, include whatever code is the main SKU. Exclude dashes if possible.	
1	Title or description of the item in your system	
2	Main author, artist, or other contributor for item, if applicable	
3	Publisher, manufacturer or supplier of the item, from the store system	
4	Publication or release date for the item, if applicable	mm/dd/yy
5	Code for shelf location or section – lowest level – that is assigned to this item. Can be numeric or any type of or length of code your POS system uses.	
6	Full description of the same shelf location as above (E.g., Fiction – Mysteries)	
7	Full non-discounted retail price of the item	##.00
8	Last Received Date	mm/dd/yy
9	Last Sold Date	mm/dd/yy
10	Most Recent Month Unit Sales (not current month)	
11	Most Recent Month -1 Unit Sales	
12	Most Recent Month -2 Unit Sales	
13	Most Recent Month -3 Unit Sales	
14	Most Recent Month -4 Unit Sales	
15	Most Recent Month -5 Unit Sales	
16	Most Recent Month -6 Unit Sales	
17	Most Recent Month -7 Unit Sales	
18	Most Recent Month -8 Unit Sales	
19	Most Recent Month -9 Unit Sales	
20	Most Recent Month -10 Unit Sales	
21	Most Recent Month -11 Unit Sales	
22	Most Recent Month -12 Unit Sales	
23	Most Recent Month -13 Unit Sales	
24	Most Recent Month -14 Unit Sales	
25	Most Recent Month -15 Unit Sales	
26	Most Recent Month -16 Unit Sales	
27	Most Recent Month -17 Unit Sales	
28	Most Recent Month -18 Unit Sales	

29	Most Recent Month -19 Unit Sales	
30	Most Recent Month -20 Unit Sales	
31	Most Recent Month -21 Unit Sales	
32	Most Recent Month -22 Unit Sales	
33	Most Recent Month -23 Unit Sales	

Generic Baseline Format for Inventory by Category

Filename: "CategoryBaseline" or something like it
Delimiter: Pipe "|"
Extension: .txt

Loc	Name	Type
0	Category Code	
1	Most Recent Month Unit Average Inventory (not current month)	
2	Most Recent Month -1 Unit Average Inventory	
3	Most Recent Month -2 Unit Average Inventory	
4	Most Recent Month -3 Unit Average Inventory	
5	Most Recent Month -4 Unit Average Inventory	
6	Most Recent Month -5 Unit Average Inventory	
7	Most Recent Month -6 Unit Average Inventory	
8	Most Recent Month -7 Unit Average Inventory	
9	Most Recent Month -8 Unit Average Inventory	
10	Most Recent Month -9 Unit Average Inventory	
11	Most Recent Month -10 Unit Average Inventory	
12	Most Recent Month -11 Unit Average Inventory	
13	Most Recent Month -12 Unit Average Inventory	
14	Most Recent Month -13 Unit Average Inventory	
15	Most Recent Month -14 Unit Average Inventory	
16	Most Recent Month -15 Unit Average Inventory	
17	Most Recent Month -16 Unit Average Inventory	
18	Most Recent Month -17 Unit Average Inventory	
19	Most Recent Month -18 Unit Average Inventory	
20	Most Recent Month -19 Unit Average Inventory	
21	Most Recent Month -20 Unit Average Inventory	
22	Most Recent Month -21 Unit Average Inventory	
23	Most Recent Month -22 Unit Average Inventory	
24	Most Recent Month -23 Unit Average Inventory	