

The Product & Price Information Format (PPIF): A Common Format for Data Exchange in the Fluid Power Industry

Traditionally, product and price information was communicated from manufacturer to distributor in many different formats. Each manufacturer used its own format, sometimes making periodic format changes, and distributors had to find ways to quickly and accurately enter data received from multiple manufacturers into their systems as quickly and accurately as possible.

The many formats and changes in formats made it very difficult for distributors to automate transfer of the data into their systems. The resulting manual entry requires considerable staff time and creates added potential for error when done under time pressure. The result is unnecessary supply chain inefficiency and cost, as well as lost of profit if price increases are not handled quickly or accurately.

The PPIF is intended as a common format that will replace the multitude of manufacturer-specific formats, reduce the frequency and unpredictability of format changes that distributors have to wrestle with, and make it possible to automate the data transfer process.

As more manufacturers use the PPIF, distributors are able to automate the process of transferring data into their systems, saving staff time and reducing error rates. Fluid power manufacturers, large and small have been using the PPIF successfully for several years, to the benefit of their distributors and their own operations.

The PPIF has been endorsed by the NFPA Board of Directors and the NFPA Distributor Council. The PPIF is also widely used in the power transmission industry, where it was developed ten years ago.

Designed to drive cost from the fluid power supply chain by replacing the multitude of manufacturer-specific data formats with a common format for communication

The Product & Price Information Format is a common

The NFPA Distributor Council has launched a major project, endorsed by the NFPA Board of Directors, to establish a standard format for exchange of product and price information among fluid power manufacturers and distributors. While the benefits of efficient and accurate data exchange are many, underlying this project are...

Two important goals:

- Drive cost from the supply chain...direct, indirect and opportunity costs.
- Serve customers more efficiently and effectively.

The problem being solved is more significant than often realized.

Distributors market the products of multiple manufacturers, and often receive product and price information from each manufacturer in a different format.

This resulting confusion keeps supply chain costs unnecessarily high as business partners have to develop programming for multiple data formats or accommodate them with manual data entry.

When distributors are late implementing a price increase, they need to sell significantly more to make up for the lost revenue and profitability. And customer interests aren't adequately served when the multitude of formats makes timely and accurate processing impossible.

Other industries are addressing these issues, putting fluid power at a competitive disadvantage if we choose inaction.

A step in the right direction...speak the same language by using a time- and business-tested standard format for transmission of product and price information.