**ORIGINAL\_ORDER:** This is the original order number.

**ORIGINAL\_ORDER\_LINE:** This is the specific identifier for each order, each

Original\_Order can have many Original\_Order\_Line number.

**SALES\_ORDER:** This is the sales order number.

**SALES\_ORDER\_LINE:** This is the specific identifier for each order, each

Sales\_Order can have many Sales\_Order\_Line number. Each line number means the component for each sales order.

**PRODUCT\_CATEGORY:** The product name made by Hunter Douglas Inc

**ORIGINAL\_PLANT:** Where the order comes from

**ALLIANCE\_LEVEL\_ID:** This is the relationship level with Dealers, don't have specific meaning.

**REGION\_SALES\_MGR\_ID:** This is the sales manager id for each order.

**REGION\_STATE\_ID:** This is the sales area of the orders:

**NET\_SALES\_UNITS:**  Sale Units of the Order

**REMAKE\_UNITS:** Remake Units of the Order

**WIDTH:** Width of the order

**HEIGHT:** Height of the order

**FABRIC\_ID:** Each different ID represents different fabric

**SLAT\_SIZE:** The slat size of the order

**ORDER\_REASON\_ID:** The reason why we make the order, STD means the standard

order, PAR means the parts order. CON means the contract order, CRR means

customer request remake order, REP means repairs order, REM means remake

orders.

**ORIGINAL\_MATERIAL\_ID:** This is the original material we used to make the order

**OPERATING\_SYSTEM\_ID:** This is the operating system we used in the orders

**OPERATING\_SYS\_OPT\_ID:** This is also the operating system we used in the orders

**RESPONSIBILITY\_CODE\_ID:** This column is about what reason caused the failure orders. **AC** means Accommodation, **IM** means Installer Mistake, **FR** means Shipping Damage, **CR** meanscustomer request remake or repair, for example, customers received the wrong orders whichare not what they expected, **ME** means Manufacturing Error, **WA** means Warranty, orders failedin the warranty, **RC** means Right Choice which means that the customer change their mind ofthe configuration of the orders, or dealers shipped the wrong order to the customer. **ED** meansElectronic Order Processing Error; Customers received the wrong configuration of the orders.

**OE** means order entry error, the dealer entry the wrong the configuration of the orders. **NF** means NO FAILT REPAIR, which means Hunter Douglas has no responsibility to cover the costof the remake and repair. **BE** means wrong price or wrong discount**.**

**Reason Code ID & Reason Code:** The specific reason why the orders failed.

**SOLD\_TO\_ID**: It’s also called dealers ID, which are the customers of Hunter Douglas Inc.

.

**SO\_CREATED\_DATE:** The manufactured date of the orders