**1. ItemMaster**

| **Column Name** | **Description** |
| --- | --- |
| **material** | Unique identifier (ID) for each product/material. |
| **material\_description** | Name or description of the product (e.g., "400ML Fanta Orange"). |
| **brand\_description** | Brand name associated with the product (e.g., CocaCola, Sprite). |
| **base\_unit\_of\_measure** | Standard unit of measurement for the product (e.g., CS = Case). |
| **prod\_flavour\_description** | Flavor or variant of the product (e.g., Mango, Orange). |

**2. OrderDetail**

| **Column Name** | **Description** |
| --- | --- |
| **order\_number** | Unique identifier for the order, used to link with OrderHeader. |
| **material** | Product ID, used to link with ItemMaster. |
| **order\_quantity** | Number of units of the product ordered. |

**3. OrderHeader**

| **Column Name** | **Description** |
| --- | --- |
| **order\_number** | Unique order ID (primary key for order). |
| **order\_date** | Date when the order was placed. |
| **outlet\_id** | Unique identifier for the outlet that placed the order. Links to OutletMaster. |

**4. OutletMaster**

| **Column Name** | **Description** |
| --- | --- |
| **outlet\_id** | Unique ID of the outlet or store. |
| **outlet\_name** | Name of the outlet (e.g., Modern Retail Store). |
| **region** | Region or geographical area of the outlet (e.g., East, North). |
| **channel** | Sales channel type (e.g., Modern Trade, General Trade). |
| **outlet\_type** | Category of the outlet (e.g., Retail, Wholesale). |

**5. Sellout**

| **Column Name** | **Description** |
| --- | --- |
| **material** | Product ID, refers to the product being sold (linked to ItemMaster). |
| **outlet\_id** | Outlet ID where the product was sold (linked to OutletMaster). |
| **so\_date** | Date of the sellout transaction. |
| **so\_qty** | Quantity of product sold at the outlet on the given date. |