

FBA Small and Light



Amazon Seller University

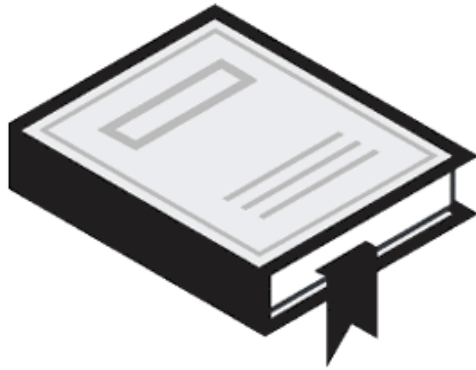
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FBA Small and Light is a shipping method used by Fulfillment by Amazon (FBA) for fast moving, small and light products that are priced JPY 1,000 or less. This course provides an overview of FBA Small and Light (hereinafter, "the program") regarding its benefits, fees, and eligibility conditions, and explains the program-specific operations and operational requirements.

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- 3 [How to create and update offers for the program](#)
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Overview of FBA Small and Light

> What is FBA Small and Light?

FBA Small and Light aims at enhancing the purchase flexibility of customers while buying 'small' and 'light' "low-priced products" listed under FBA, and improving the sales opportunities and profit margins of the sellers.

For customers

- With no restrictions of "Add-on items", customers can now buy products only in the desired quantity and when they want to buy. (For details on "Add-on items", see the next page.)
- Customers can avail "Expedited Shipping" as a shipping option. ("Same-day Delivery", "Scheduled Delivery", "COD" and "Convenience Store Pickup" shipping options are not available)

For sellers

- Sellers can avail FBA at rates lower than the standard fees.
- Similar to the standard FBA, products enrolled in the program are Amazon Prime-eligible.

We support the growth of businesses with 'small', 'light', and 'low-priced products' listed under FBA.

> Supplementary: What are Add-on items?

Add-on items can be purchased along with the products shipped by Amazon.co.jp (excluding Amazon gift cards) only if the total amount of the cart is JPY 2,000 (inclusive of tax) or more. Add-on items cannot be ordered separately.

The screenshot shows the Amazon.co.jp website interface. The top navigation bar includes the Amazon logo, a search bar, and various account and shopping options. The main content area displays a product page for a USB Flash Drive. The product name is 'Product name', and the price is ¥ 591. A red box highlights a 'Try Prime free for 30 days' button. Another red box highlights an 'Add-on Item' notification that states: 'This item becomes available when you purchase over ¥2,000 (tax included) worth of items shipped by Amazon.co.jp'. A yellow arrow points to this notification. A larger red box highlights a detailed 'Add-on Item' section that explains the program: 'The Add-on program allows Amazon to offer thousands of low-priced items that would be cost-prohibitive to ship on their own. These items ship with qualifying orders over ¥ 2,000. Amazon Marketplace items are not eligible for this program. Details'.

> Fee structure of FBA Small and Light

Inventory storage fees: Same as the standard FBA fees

Shipping charges: Different from standard FBA fees. Refer to the following table for the detailed fee rates and comparison.

Size of shipping package	Item weight	Selling price	FBA Small&Light Fulfillment fee	For reference: Standard FBA Fulfillment fee
25.0 cm x 18.0 cm x 2.0 cm	250 g or less	1,000円 JPY or less	193 JPY	290 JPY (+97 JPY)
35.0cm x 30.0cm x 3.3 cm	1 kg or less	1,000円 JPY or less	205 JPY	381 JPY (+176 JPY)

As of June 16, 2021

FBA Label Service fee: FBA Small & Light products are also eligible to the service. The fee charge is 10 JPY per item.

Miscellaneous fees: Same as the standard FBA fees

* For more information about standard FBA fees, click [here](#).

> Products eligible for FBA Small and Light

1. Eligible products

- a) Products with packaging dimensions equivalent or less than the size of mail delivery package size (Size of shipping package explained on the previous page)
- b) Products with packaging weight of 1,000 g or less
- c) Products with unit selling price of JPY 1,000 or less
- d) ASINs that have sold 25 units or more over the trailing 4 weeks (total sale including products sold via self-fulfillment, FBA, and other sellers)

* The new ASINs that have not been handled by Amazon before can be enrolled in the program if a total of 25 units or more are estimated to be sold in the next 4 weeks.

2. Non-eligible products

- a) Used products
- b) Adult products
- c) FBA Prohibited Products (for Help page, click [here](#).)
- d) Hazmat (including lithium batteries and products that ship with lithium batteries) (for Help page, click [here](#).)
- e) Alcohol products
- f) Temperature-sensitive products

> Products eligible for FBA Small and Light (Reference)

As per the aforementioned eligibility criterion 1-d), ASINs that can be enrolled in the program change daily. Because the total sale also includes the sales from other sellers, sometimes, the sellers may not understand which ASIN can be enrolled to the program.

To remedy this confusion, use of any of the following measures is recommended.

1. Enroll in the program on a continuous or regular basis the SKUs for which an error was given during enrollment.
2. Enroll the SKUs by referring to the following list of enrollment-eligible ASINs, and then enroll the ASINs in the program.

http://s3.amazonaws.com/JP_AM/doc/FBA/SnL/SellerManual/SnL_Eligible_ASIN_List.xlsx

- * You are responsible for ensuring that the products you enroll meet the eligibility requirements.
- * The conditions of ASINs on this list are as follows
 - ASINs eligible for Small and Light
 - ASINs eligible for Small and Light if the product price is below 1,000 yen
 - ASINs eligible for Small and Light if the product size/weights meet our conditions
- * Self-fulfilled ASINs are updated on weekly basis.

> FBA Small and Light-specific rules

Note that the following two rules are specific to the program and are different from the standard FBA rules.

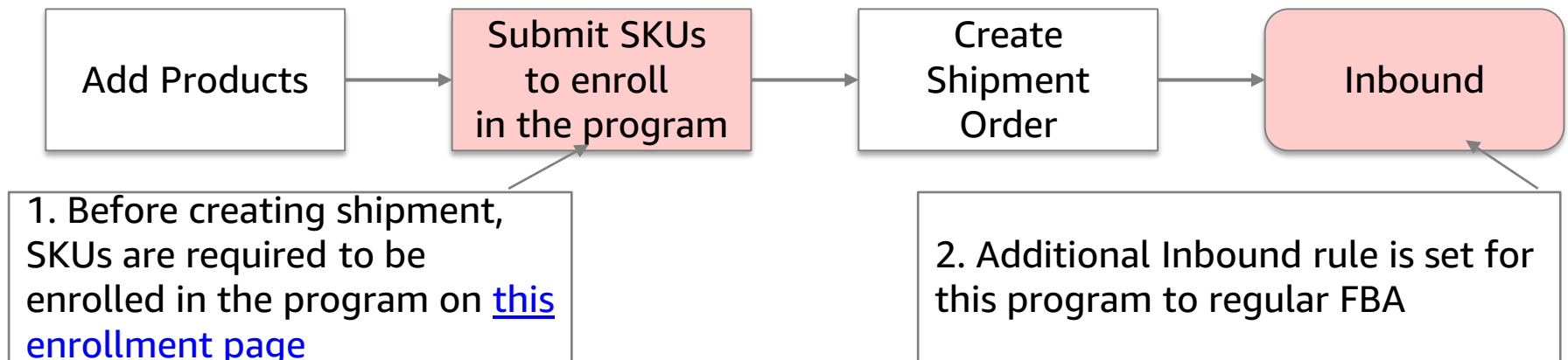
1. Enrollment in the program on Seller Central

* For more details, see "[How to enroll in the program](#)" explained later.

2. Shipment rules (minimum number of shipments)

* For more details, see "[Program-specific prep requirements](#)" explained later.

[Operation Process to Inbound]



> **FBA Small and Light-specific restrictions (1/2)**

Note that the following three restrictions are specific to the program and are different from the standard FBA restrictions.

1. FBA features and services
 - The following FBA features and services cannot be used under the program:
 1. FBA Prep Service

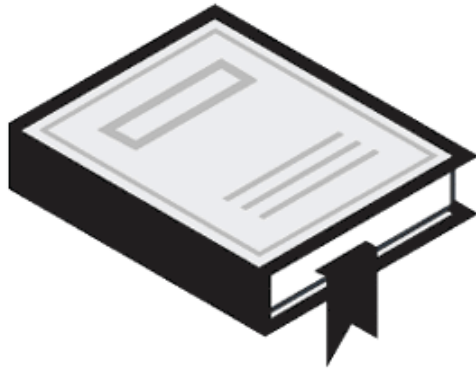
> FBA Small and Light-specific restrictions (2/2)

3. Fulfillment fees confirmation and simulation

- Currently, all Seller Central screens and reports* display the standard fulfillment fees, and do not show the fees specific to the program. Refer to page 6 and confirm the applicable fees based on the size and the selling price.
- Similar to the standard FBA, the actual fees charged can be confirmed by looking at the tax-excluded prices per SKU displayed by clicking the 'Total' column of 'Order payment' from Reports → Payment → Transaction.
- We are further improving the system to enable sellers to confirm the applicable fees on Seller Central, but the completion time is yet to be determined.

* Examples of Seller Central screens and reports

Estimated fees of Manage Inventory page, Estimated fees reports of Fulfillment reports, FBA Revenue Calculator



How to enroll in the program

> Preparing eligible SKUs for enrollment

Use any of the following options to enroll the Merchant SKUs in the program.

ASIN Type	SKU Enrollment Method	Recommendation	Reason
Enrolling Merchant-fulfilled ASINs	Use existing SKU	<input type="radio"/>	-
	Create a new SKU*2	<input checked="" type="radio"/>	A product cannot be listed under both program between self-fulfilled and FBA (including this program). However, we recommend having a separate SKU in case if you wish to continue selling via self-fulfillment when the FBA listings are out of stock.
FBA active ASINs*1	Use existing SKU	<input type="radio"/>	-
	Create a new SKU*2	<input checked="" type="radio"/>	Enrolling ASINs under this program as well as the standard FBA is possible. This method is recommended to all the sellers in order to expand the shipping options and sales opportunities.
ASINs not yet listed in Amazon	Create a new SKU*2	<input checked="" type="radio"/>	An ASIN that has never been handled at Amazon in the past, can be enrolled in this program as long as there is an estimation sales of 25 units or more will be sold within the next 4 weeks.

*1. The program cannot be used for ASINs and SKUs registered as commingle.

*2. When enrolling a new SKU, setting the rules in the code system is recommended in order to make it easy to understand that the SKU is specific to the program.

(For more details about how to enroll and update the eligible SKUs for listing, see the topic "[How to create and update offers for the program](#)".)

> Screen operation flow (1/3)

1. After logging in on Seller Central, access the following link (screen shown on the right is displayed)
<https://sellercentral.amazon.co.jp/gp/ssof/workflow/upload/upload-uno-offer-enrollment.html>
2. Click the "Download Template" button under "1. Download and Fill out Template".
 - Excel file will start downloading. Save the file at a location of your choice.
3. Open the Excel file saved in Step 2.
 - Use only the sheet named "Upload" from the file.
 - In MSKU column, enter the Merchant SKU to be enrolled in the program.
 - The COUNTRY column cannot be changed (fixed to JP).
 - No need to update other sheets.

1 Submit products for enrollment into Small and Light

Add products to Small and Light | [Remove products from Small and Light](#) | [Small and Light Inventory Report](#)

1. Download and Fill out Template
To submit products for enrollment into the Small and Light program, download and fill out the template file. [Learn more](#)
Note: Your use of the Small and Light program is subject to the Program Policies, which you can view here.

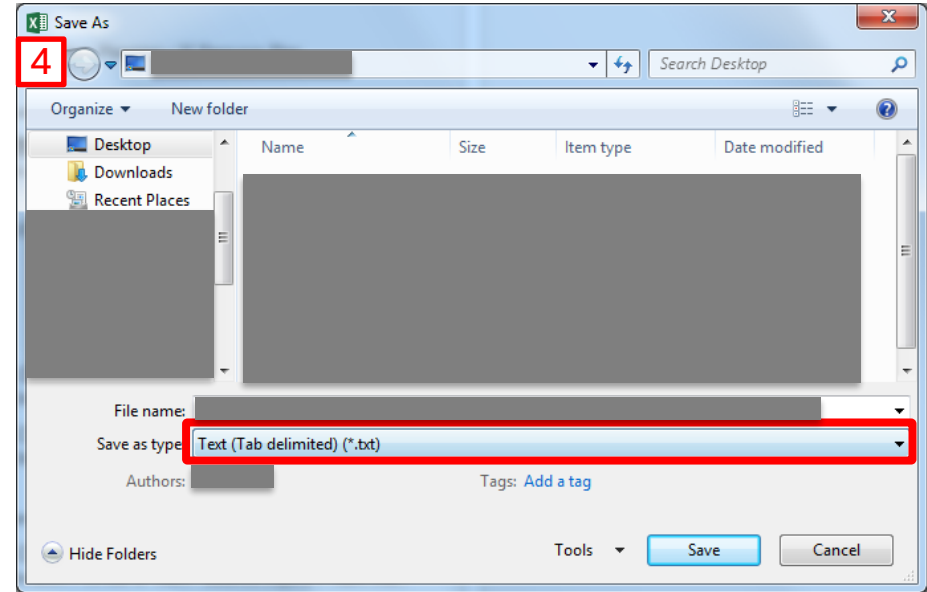
2. Upload Your Small and Light Enrollment File
Upload the tab-delimited Small and Light Enrollment File you created from your Small and Light Enrollment File Template.
Locate File to Upload:
 Check this box to confirm you are enrolling products with package dimensions of 15.24 cm or less on any one side and a weight of 500 grams or less. (Maximum dimensions: 2.3 x 23.5 x 30.0 cm or 3.3 x 17.0 x 20.0 cm)

3. Review File Status and History
View the status of your Small and Light Enrollment File uploads.

	A	B	C	D
1	COUNTRY	JP		
2				
3	MSKU			
4				
5				
6				
7				
8				
9				
10				
11				

> Screen operation flow (2/3)

4. Save the file with updated Merchant SKUs in "Text (tab delimited)" format.
 - File -> Save As -> Specify any location to save such as Desktop.
 - On the screen shown on the right, select the file type "Text (tab delimited) (*.txt)" and save the file.
5. On the Upload page, click the "Browse" button under "Upload Your Small and Light Enrollment File", and select the text file saved in Step 4.
6. Select the checkbox and click the "Upload Now" button.
 - Small files may load in a few minutes.
 - However, note that it may take up to eight hours or more if the file size exceeds 5 MB.



1. Download and Fill out Template

To submit products for enrollment into the Small and Light program, download and fill out the template file. [Learn more](#)

Note: Your use of the Small and Light program is subject to the Program Policies, which you can [view here](#).

[Download Template](#)

2. Upload Your Small and Light Enrollment File

Upload the tab-delimited Small and Light Enrollment File you created from your Small and Light Enrollment File Temp

Locate File to Upload [5 Choose File](#) No file chosen

Check this box to confirm you are enrolling products with package dimensions less than or equal to 2.3 less than or equal to 950 gram.

[6 Upload now](#)

> Screen operation flow (3/3)

7. Under "3. Review File Status and History", confirm whether the uploaded merchant SKUs are successfully enrolled in the program.

7 **3. Review File Status and History** Refresh

View the status of your last 10 uploads. If the processing report indicates any errors, modify your Small and Light Enrollment File and return to step 2 above. [Learn more](#)

Date & Time	Batch ID	Status/Results	Actions
11/10/17 11:31:40 AM JST	50025017480	Status: Done Number of records processed from this upload: 0 Number of records that were activated: 0 Number of records with errors: 0	View Processing Report

8. You will receive an auto-generated e-mail notifying whether the merchant SKUs are successfully enrolled or an error has occurred during the processing.

9. From the Manage Inventory page, switch to "Change to Fulfilled by Amazon" and proceed to the shipment creation workflow.

* Procedure to generate shipping plan (for the Help page, click [here](#)) is the same as that of the standard FBA.

* For program-specific shipment, packaging, and prep requirements, see other related topics [here](#).

Manage Invento

- Change to Fulfilled by Amazon
- Change to Fulfilled by Merchant
- Send/replenish inventory
- Set replenishment alerts



Currently Fulfilled By	Mark for Removal
Merchant	<input type="checkbox"/>

Convert Only **Convert & Send Inventory**

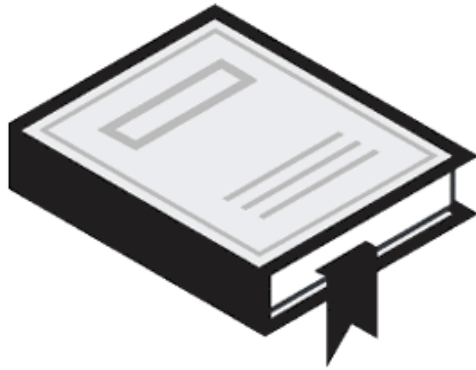
> **Common Small and Light error messages during registration and its Countermeasures**

Please see the link below to look at the list of common error messages that you may encounter when registering for the Small and Light program.

<https://sellercentral.amazon.co.jp/gp/help/help.html?itemID=NPD9AY5D63R4W66>

> How to batch search the enrolled SKUs

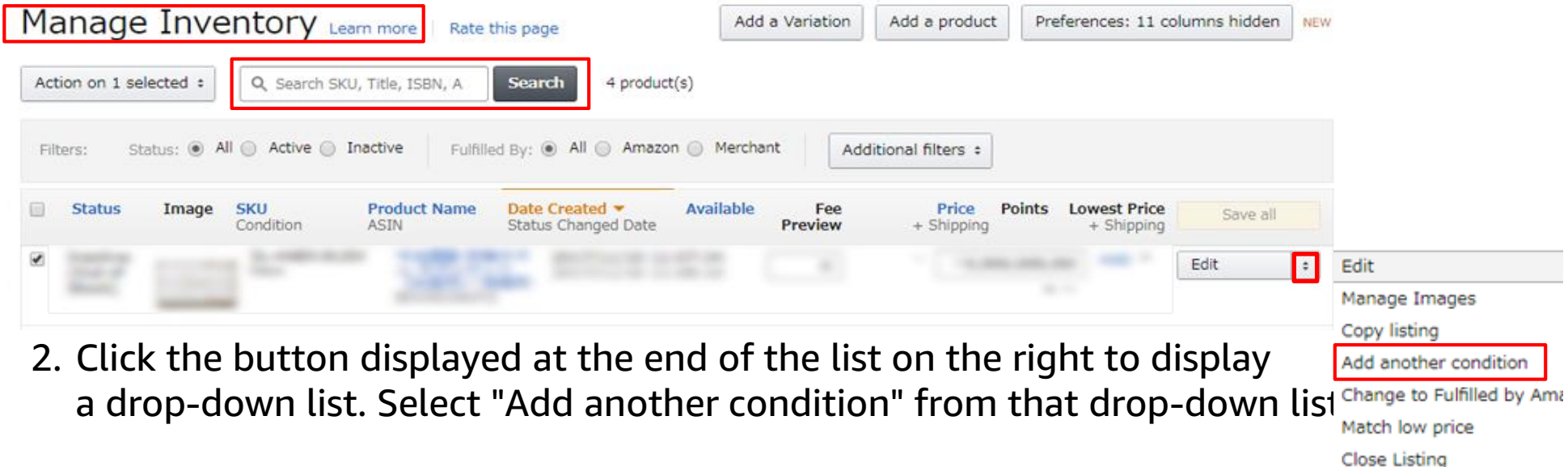
- ✓ The enrolled SKUs can be searched from their respective enrollment history on the Upload page (and the excel file attached with the enrollment notification e-mail).
- ✓ As an easier search option, use the Small & Light Inventory Report.
 - From Seller Central menu, select "Reports -> Fulfillment -> Small and Light Inventory" (for Help page, click [here](#))
 - Downloading the text file will download all the active and inactive SKUs (including the enrolled but unlisted/undelivered SKUs).
 - SKUs which are enrolled but not yet inbounded will display as "unsellable" on 'Your SnL Price'.



How to create and update offers for the program

➤ Guide for additionally enrolling SKUs and updating listing information (1/2)

1. Open the Manage Inventory page (from menu: Inventory -> Inventory Management) and search the ASIN to which you wish to add the SKU.



The screenshot shows the Amazon Manage Inventory interface. At the top, there is a search bar with the text "Search SKU, Title, ISBN, A" and a "Search" button. Below the search bar, there are filters for "Status" (All, Active, Inactive) and "Fulfilled By" (All, Amazon, Merchant). A table of products is displayed with columns for Status, Image, SKU Condition, Product Name ASIN, Date Created Status Changed Date, Available, Fee Preview, Price + Shipping, Points, and Lowest Price + Shipping. A dropdown menu is open for the first product, showing options like "Edit", "Manage Images", "Copy listing", "Add another condition", "Change to Fulfilled by Am", "Match low price", and "Close Listing".

2. Click the button displayed at the end of the list on the right to display a drop-down list. Select "Add another condition" from that drop-down list.
 3. Enter the new SKU number and save the fulfillment channel to "MFN Listing".
 - You can also save the fulfillment channel to "FBA inventory". However, because the enrollment in the program is not yet complete at this stage, do not generate the shipping plan.
- * Update the SKUs only after confirming the [eligibility conditions](#) of the products for the program.

> Guide for additionally enrolling SKUs and updating listing information (2/2)

4. From the Manage Inventory page, click the "Edit" button for the enrolled SKU.

Manage Inventory [Learn more](#) [Rate this page](#) [Add a Variation](#) [Add a product](#) [Preferences: 11 columns hidden](#) NEW

Action on 1 selected : [Search](#) 4 product(s)

Filters: Status: All Active Inactive | Fulfilled By: All Amazon Merchant | [Additional filters](#) :

<input type="checkbox"/>	Status	Image	SKU Condition	Product Name ASIN	Date Created Status Changed Date	Available	Fee Preview	Price + Shipping	Points	Lowest Price + Shipping	Save all
<input checked="" type="checkbox"/>											Edit

5. Click the "More Details" tab.

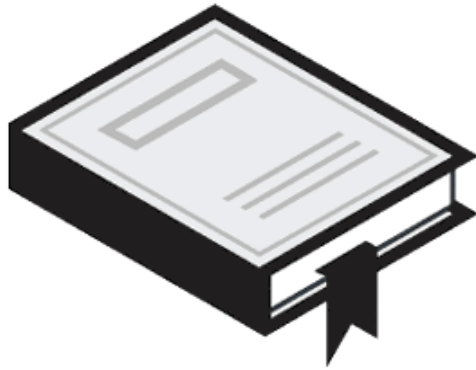
[Vital Info](#) [Variations](#) [Offer](#) [Compliance](#) [Images](#) [Description](#) [Keywords](#) [More Details](#)

6. Update the "Package Dimensions" field and the "Shipping Weight" field displayed below with relevant values.

- Compliance with the standards of the program for size and weight is checked by using the values entered on this page.

[Shipping Weight](#) [Grams](#)

[Package Dimensions](#) Length Width Height [Centimeters](#)



Program-specific prep requirements

> Overview

There is a requirement specific to this program.

1) Minimum shipment quantity

- A minimum of 24 units per ASIN must be shipped in each shipment.

2) Other

- When packing small items, please be careful not to get them in the creases of the shipping box.
- Other packaging requirements comply with the normal FBA requirements below.

*Packaging Requirements:

<https://sellercentral.amazon.co.jp/gp/help/G200141500>

*Date-and temperature-sensitive products:

<https://sellercentral.amazon.co.jp/gp/help/G201003420>

➤ Supplementary note: Product labeling method

The rules are the same as that in the standard FBA, but the small size of the product makes the labels hard to paste and easy to detach. Ensure that the barcode is scannable and attached properly, regardless of the shape or size of the product.

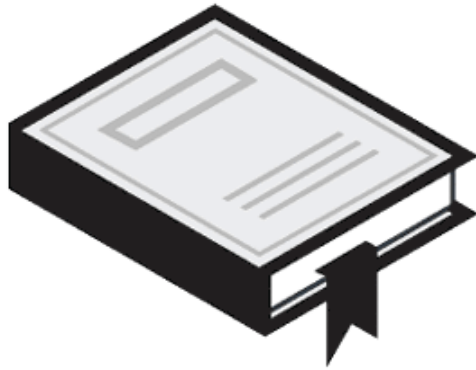


Incorrect!!!
Amazon barcode is detached and sticking to another barcode.



Correct!
Amazon barcode is firmly attached, is easily scannable, and will not stick to other products.

* For Amazon barcode labeling help page, click [here](#).



FAQ

> FAQ

FAQs and their answers are available on the Help page for the program.

Also, see the following link:

<https://sellercentral-japan.amazon.com/gp/help/201706140>

amazonservices