

Product Sales by Item (Category)

The Product Sales by Item (Category) reports lists products sorted by item number and grouped by category for products sold within the date range and item number range entered. It displays the product code, product name, ticket quantity, product quantity, cost and net sales for each category. It also gives subtotals for each category and a grand total at the end of the report. To rank all the products sold within the period, 000 (zero) should be entered for the starting product code and zzz should be entered for the ending product code.

When to create the report

We recommend reviewing this report weekly and monthly.

How to create the report

1. From the SalonBiz/SpaBiz menu bar, click on the Reports icon.
2. Double click on Product Sales by Item (Category) from the report side navigation. You will find it under the Products category.
3. Enter the beginning date and ending date for the report and the product codes requested.

What it tells you

- Product Category Name-The name of the category assigned to the product.
- Product Code-the unique code assigned to a product in SalonBiz/SpaBiz
- Product Name-The name of the product.
- Distinct Ticket Quantity-The distinct number of tickets for each product
- Product Sales Quantity-The quantity of products sold on tickets processed in the date range.
- Product Extended Cost-The cost of the product at the time that it was sold.
- Product Net Sales-the dollar amount of new sales for products sold on tickets processed in the date range.

How it's used

This report will assist in tracking the sell-through of products in the location. You can also use this as a tracking tool for specific products, for an example a new product launch.



Product Sales by Item (Category) from 6/1/2009 to 7/15/2009

For Product Codes from 000 to zzz

AVEDA

Product Code	Product Name	Ticket Qty	Qty	Cost	Net Sales
018084221953	LAVANDOU CANDLE	1	1	\$0.00	\$11.40
018084507216	Paddle Brush	4	6	\$64.72	\$91.20
018084511510	Shammy Cloth	3	3	\$15.69	\$24.88
018084713044	AFTER SHAVE BALM 3.4 OZ	5	5	\$37.50	\$62.62
018084713068	SHAMPOO BODY BAR	3	3	\$21.00	\$42.00
018084713082	SHAVE CREAM 8.5OZ	7	7	\$45.50	\$85.80
018084822579	JUMBO ROUND BRUSH	1	1	\$13.80	\$23.00
018084836200	CHAKRA 2 BALANCING BODY MIST	2	0	\$14.66	(\$13.93)
018084836217	CHAKRA 3 BALANCING BODY MIST	1	1	\$14.08	\$30.00
018084836232	CHAKRA 5 BALANCING BODY MIST	1	1	\$14.25	\$23.24
018084836248	CHAKRA 6 BALANCING BODY MIST	1	1	\$14.20	\$23.24
018084836255	CHAKRA 7 BALANCING BODY MIST	1	1	\$15.00	\$30.00
018084837214	SHAMPURE CANDLE	3	3	\$45.00	\$90.00
018084837221	SHAMPURE CANDLE REFILL	1	1	\$9.50	\$19.00
018084840245	EARTH MONTH CANDLE	3	7	\$70.00	\$70.00
018084854068	FILLABLES	1	1	\$9.60	\$16.00
018084854105	MENS PURE-FORMANCE AROMA SPRAY	1	1	\$32.50	\$52.00
018084857489	MENS FIRM HOLD GEL	13	14	\$140.00	\$280.00
SubTotal			57	\$577.00	\$960.45

AVEDA DISCONTINUED

Product Code	Product Name	Ticket Qty	Qty	Cost	Net Sales
018084713242	PURE-FUME TONIC 2.5 OZ	1	1	\$17.00	\$34.00
018084812143	PB BODY CLEANSING FORMULA 7OZ	2	2	\$2.00	\$20.00
018084813423	DETOXIFIER 250ML	1	1	\$4.75	\$9.50
018084815830	LE FINISHING SOLUTION 200ML	1	-1	(\$9.25)	(\$20.00)
018084821206	COLOR CONS. FOAM LEAVE-IN 8OZ	3	3	\$21.00	\$42.00
018084821602	PB AQUA THERAPY FORMULA 7 OZ	2	2	\$3.12	\$42.00
018084824757	LE DETAILING WAX 200ML	3	3	\$31.17	\$63.00
018084832066	TRIPLE ACCENT ALMANDINE/SASSAFRASS	1	1	\$9.00	\$14.40
018084841334	LIP GLAZE TANGERINE TEA	1	1	\$7.50	\$9.00
018084841419	LIP GLAZE ELESTIAL QUARTZ	1	1	\$7.50	\$15.00
018084849859	LIP GLAZE PAPAYE	2	2	\$15.00	\$30.00
018084850572	LIP GLAZE JAMBERRY	1	1	\$7.50	\$9.00
018084853207	LIP SHINE NIGHT IRIS	2	2	\$13.84	\$27.00
018084856406	LIP GLAZE POPPY	4	4	\$30.00	\$42.00
018084864395	MENS SHAMPOO TRVL	1	1	\$0.00	\$6.00
018084864401	MENS CONDITIONER TRVL	1	1	\$0.00	\$6.00
471/2	ILLUMINATION TEALIGHT CANDLE	1	1	\$0.00	\$3.00