

Reports Explained

Dissection Companion Sales by Period

The Dissection Companion Sales by Period report is a great way to show what products (or dissections) sell together with other products. For example, we can use this report to show what products sell most commonly with magazines. This can be a great tool to help with product placement and cross-promotions.

Viewing the Report

To view this report:

1. Open the “Cash Register” menu, then double-click on “Register Reports”
2. Expand the **Sales** reports, and double-click on “Dissection Companion Sales by Period”
3. On the ‘Report Criteria’ tab, enter a date range (for example, Last Month), and a Dissection to focus on (for example, Magazines)
4. Make sure that the “Show Top Comparison Products Only” option is ticked, and click VIEW REPORT.
5. You will now see the report on the screen. See below for an example of the report.

Note: Before clicking VIEW REPORT, you can tick the “Group by Dissection” option to show the Dissections that sell with the selected Dissection, rather than individual products.

Example of Report

Sales: Dissection Companion Sales

For Period From: 1/01/2009 Sales Aggregated POS Demo Newsagency
 To And Including: 31/12/2009 For Store(s):
 For Dissection: MAGAZINES

Description		Qty	Cost	Total	Profit
LOTTO	LOTTO	3,552	0.00	51742.50	51742.50
\$1.10 Scratchie	INSTANT SCRATCHIES	1,477	0.00	1624.70	1624.70
\$2.00 Scratchie	INSTANT SCRATCHIES	1,031	0.00	2062.00	2062.00
\$3.00 Scratchie	INSTANT SCRATCHIES	854	0.00	2562.00	2562.00
Newcastle Herald - Saturday	NEWSPAPERS	676	0.00	1352.00	1352.00
Newcastle Herald - Friday	NEWSPAPERS	506	0.00	626.20	626.20
Newcastle Herald - Wednesday	NEWSPAPERS	477	0.00	590.60	590.60
Newcastle Herald - Monday	NEWSPAPERS	466	0.00	573.30	573.30
INSTANT PAYOUT	INSTANT PAYOUTS	422	0.00	(3209.70)	(3209.70)
\$5.00 Scratchie	INSTANT SCRATCHIES	412	0.00	2060.00	2060.00
Newcastle Herald - Thursday	NEWSPAPERS	389	0.00	479.50	479.50
Telegraph - Thursday	NEWSPAPERS	364	0.00	460.27	460.27
PHOTOCOPY / FAX	PHOTOCOPY / FAX	322	0.00	159.62	159.62
Telegraph - Sunday	NEWSPAPERS	315	0.00	563.00	563.00
LOTTO PAYOUT	LOTTO PAYOUTS	298	0.00	(8275.45)	(8275.45)
Telegraph - Friday	NEWSPAPERS	283	0.00	284.05	284.05
Telegraph - Wednesday	NEWSPAPERS	241	0.00	243.00	243.00
Telegraph - Monday	NEWSPAPERS	239	0.00	250.00	250.00
OTHER STATIONERY	STATIONERY	223	0.00	180.84	180.84
STAMP	POST OFFICE PRODUCTS	191	0.00	105.05	105.05
Sun Herald	NEWSPAPERS	185	0.00	372.40	372.40
Newcastle Herald - Tuesday	NEWSPAPERS	182	0.00	223.90	223.90
Telegraph - Saturday	NEWSPAPERS	177	0.00	282.80	282.80
TOYS & GAMES	TOYS & GAMES	149	0.00	1066.55	1066.55
Telegraph - Tuesday	NEWSPAPERS	140	0.00	140.00	140.00
LOTTO LUCKY DIP	LUCKY DIP	107	0.00	197.95	197.95
Sydney Morning Herald - Saturday	NEWSPAPERS	106	0.00	252.70	252.70
CARDBOARD QUILL 210GSM A4 XL CREAM	STATIONERY	106	11.73	26.64	14.91
SATURDAY LOTTO LUCKY DIP	LUCKY DIP	95	0.00	232.75	232.75
POWERBALL LUCKY DIP	LUCKY DIP	95	0.00	123.50	123.50
OZ LOTTO LUCKY DIP	LUCKY DIP	89	0.00	97.90	97.90

As you can see above, this report shows the companion sales for Magazines for the year 2009. Please note that because this is only a demonstration system, cost prices, etc. are not accurate.

We can see from the above report, that Lotto products are the most popular sold with a magazine, followed by the Newcastle Herald, a newspaper. We can also see that Photocopies and Faxes are quite commonly sold with magazines. It might be wise to put some current magazine posters on and around the photocopier!