

# Hot and Cold List by Sales Report Guide

The Hot and Cold List by Sales report displays your top and bottom 25 products sold by dollar amount.

## When to create the report

We recommend reviewing this report monthly.

## How to create the report

1. From the SalonBiz/SpaBiz menu bar, click on the Report icon.
2. Double click on the Hot and Cold List by Sales from the report side navigation. You will find it under the Inventory category.
3. Enter the beginning date and ending date for the report.
4. Enter 000 (zeros) for the starting code and zzz for the ending code.

## What it tells you

The report is separated into two main sections: top selling products and low selling products by dollar amount. The quantity of products sold does not play a factor in generating this report; therefore a high priced item has the potential to skew the ranking.

- Rank - highest to lowest rank of products sold by dollar amount
- Product Name - name of the product
- Product Code - product item sku number
- On Hand - displays the quantity of the product currently in stock
- Qty Sold - displays the quantity of the product that was sold for the date range entered
- Net Sales - displays the total dollar amount sold of that product

## How it's used

This report is used to identify your top selling products and slow movers by sales generated.

- Identify top selling products to ensure proper inventory levels are stocked.
- Recognize the products with low sales and create special promotions or discounts on them.



# Hot & Cold List by Sales From 6/1/2008 to 6/30/2008

For Products from 00000000 to zzzzzzzz

## Top 25 Products in Sales

Rank	Product Name	Product Code	On Hand	Qty Sold	Net Sales
1	Styling - Style Prep Smoother	018084854204	34	70	\$1,584.00
2	Iron Croc Titanium Wet To Dry	8809217890020	4	9	\$1,275.00
3	Color Conserve Shampoo 250MI	018084807132	34	83	\$1,134.00
4	Air Control Hairspray 300MI	018084815434	47	50	\$977.50
5	Smooth Infusion Conditioner 200MI	018084846841	31	43	\$830.00
6	Styling - Le Smoothing Fluid 100MI	018084815779	32	37	\$782.00
7	Damage Remedy Conditioner 200MI	018084823941	19	32	\$756.00
8	Color Conserve Shampoo 1000MI	018084807361	11	17	\$663.00
9	Smooth Infusion Shampoo 250MI	018084846803	32	30	\$580.00
10	Styling - Be Curly 200MI	018084803479	22	32	\$533.75
11	Color Conserve Conditioner 200MI	018084807149	25	38	\$518.00
12	Control Paste 50MI	018084810712	27	22	\$462.00
13	Styling - Confixor 250MI	018084813102	20	28	\$416.00
14	Brilliant Conditioner 200MI	018084811092	18	23	\$405.00
15	Color Conserve Conditioner 1000MI	018084807378	13	8	\$392.00
16	Shampure Shampoo 1000MI	018084813386	17	17	\$387.50
17	Smooth Infusion Conditioner 1000MI	018084846858	12	6	\$385.00
18	Fhi - Technique Ceramic Styling Iron 1"	899928000403	3	3	\$375.00
19	Rosemary Mint Equalizer 250MI	018084813850	16	38	\$337.50
20	Smooth Infusion Shampoo 1000MI	018084846810	14	7	\$336.00
21	Elchim Dryer 2001	836793002118	6	2	\$300.00
22	Styling - Phomollient 7Oz	018084340295	26	23	\$299.00
23	Blue Malva Shampoo 1000MI	018084813492	7	11	\$275.00
24	Damage Remedy Intensive Trmt 125MI	018084823996	11	11	\$260.00
25	Styling - Phomollient Replacement Bottle	018084807606	10	20	\$240.00
<b>Totals:</b>			<b>491</b>	<b>660</b>	<b>\$14,503.25</b>

## Bottom 25 Products in Sales

Rank	Product Name	Product Code	On Hand	Qty Sold	Net Sales
1	Makeup - Pencil Sharpener	018084514719	6	1	\$2.50
2	Makeup - Uruku Refillable Lip Pigment	018084819067	2	1	\$3.00
3	Essie - Nude Attitude	080557	-2	1	\$3.50
4	Body - Cuticle Control 15MI	018084511626	3	1	\$5.00
5	Single - Spark Eye Color	018084831304	3	1	\$5.50
6	Single - Illumination Eye Color	018084831328	3	1	\$5.50
7	Single - Khaki Cloud Eye Color	018084841242	3	1	\$5.50
8	Body - Caribbean Therapy Bath Soak 8.	018084826478	13	1	\$6.00
9	Body - Caribbean Therapy Flower Wate	018084833209	23	1	\$6.00
10	Lip Liner - Terra Cotta -- New	018084858349	5	1	\$6.00
11	Lip Liner - Foxglove -- New	018084861349	10	1	\$6.00
12	Sensitive Moisturizer 1Oz	018084818299	15	1	\$6.25
13	Travel - Smoothing Body Polish 40MI	018084812037	10	2	\$6.75
14	Mosscara - Black Forest	018084803981	4	1	\$7.00
15	Lip Color - Blushed Honey	018084852903	2	1	\$7.00
16	Lip Color - Cerise -- New	018084853009	4	1	\$7.00

17	Lip Color - Poppy	018084853016	4	1	\$7.00
18	Essie - Who'S She Red	627-E	-1	1	\$7.00
19	Essie - Garnet	800427	0	1	\$7.00
20	Essie - Really Red	801917	2	1	\$7.00
21	Essie - Wicked	802497	2	1	\$7.00
22	Essie - Very Cranberry	802627	0	1	\$7.00
23	Essie - Baby Cakes	803757	0	1	\$7.00
24	Essie - Allure	804237	1	1	\$7.00
25	Essie - Jewel	805157	0	1	\$7.00
<b>Totals:</b>			<b>112</b>	<b>26</b>	<b>\$151.50</b>