

# LION – Wholesale Reports

January 9, 2019

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# LION – Wholesale Reports

## Report: Sales History

### Description

The report provides monthly shipment volumes from the SLGA Distribution Centre and Private Distributors (BDL, Minhas, Sleeman) to retail locations, broken down by category, SKU and sales channel (i.e.: SLGA Retail Stores vs Private Retail Stores).

In addition to the static report –available in PDF, DOC and RTF formats–, the report data can be downloaded in CSV format to use other reporting or analysis tools. The CSV data extract offers information at the daily level, to allow for more freedom in the manipulation and analysis process.

The image below illustrates the PDF report layout:

Saskatchewan Liquor and Gaming Authority - LION (Wholesale)							Page 1 of 1
Sales History							Martin Chaktoura
							2018-03-28 10:34:10AM
Measure:	Units						
Product Category:	Spirits						
SKU (Product ID):	4607, 4609						
Shipment Start Date:	2017-07-01						
Shipment EndDate:	2017-10-01						
Category:	Spirits						
SKU	Default UPC	Description	Alc %	Pack	Size	Country	Category Type
4607	048415382267	WISER'S SPECIAL BLEND	40.00	Bottle	750	Canada	Whisk(e)y
							Units
Year/Month	SLGA	Private	CP	Other	Total		
201707	3,768.00	7,572.00	0.00	0.00	11,340.00		
201708	3,668.00	9,720.00	0.00	0.00	13,388.00		
201709	3,624.00	6,072.00	0.00	0.00	9,696.00		
	11,060.00	23,364.00	0.00	0.00	34,424.00		
SKU	Default UPC	Description	Alc %	Pack	Size	Country	Category Type
4609	048415345286	WISER'S SPECIAL BLEND	40.00	PET	1750	Canada	Whisk(e)y
							Units
Year/Month	SLGA	Private	CP	Other	Total		
201707	8,646.00	3,690.00	0.00	0.00	12,336.00		
201708	9,450.00	7,188.00	0.00	0.00	16,638.00		
201709	8,118.00	4,368.00	0.00	0.00	12,486.00		
	26,214.00	15,246.00	0.00	0.00	41,460.00		
Total	Spirits		37,274.00	38,610.00	0.00	0.00	75,884.00

### Search Criteria

A wide range of runtime search parameters enable the user to filter and slice the data in multiple ways. Filters can be combined for greater flexibility. The complete set of search criteria is listed below.

- Measure: choice between Units, 9L Cases, Hectolitres and Actual Cases.
- Shipment Start and End Date: the user can select arbitrary start and end dates. The reporting is not tied to specific weeks or fiscal periods.
- Product Category: single and multiple selections are available.

# LION – Wholesale Reports

- SKU: SLGA Product ID. The interface provides search functionality to find items by name as well. Multiple selections are possible by providing a list of comma-separated values.
- UPC: Multiple selections are possible by providing a list of comma-separated values.
- Category Type: single and multiple selections are available. Examples of values in this field are:
  - *For beers*: Ale, Lager, Pilsner, Stout, etc.
  - *For liqueurs*: Cream, Coffee, Chocolate, Butter, etc.
  - *For refreshments*: Coolers, Ciders.
  - *For spirits*: Vodka, Tequila, Gin, Scotch, Rum, etc.
  - *For wines*: Table, Sparkling, Port, etc.
- Alcohol % Min & Max: retrieve products in a specific ABV range.
- Pack format: single and multiple selections are possible. Sample values in this field are: Bottle, Can, Bag-in-Box, PET, etc.
- Size (ml): retrieve products of a specific unit size in ml. Multiple selections are possible by providing a list of comma-separated values.
- Country of Origin: single and multiple selections are available.
- Wine Varietal: single and multiple selections are available. Applies only to wines. Sample values in this field are: Malbec, Merlot, Pinot Grigio, etc.
- Product Type: SLGA listing type, such as allocations, special orders and regular listings. Single and multiple selections are available.
- Agent ID: agent number. The interface also provides search functionality to find agencies by name. Multiple selections are possible by providing a list of comma-separated values.
- Vendor Number: supplier number. The interface also provides search functionality to find suppliers by name. Multiple selections are possible by providing a list of comma-separated values.

The image below illustrates the layout of the Report Criteria screen:

# LION – Wholesale Reports

## Sales History

### Report Criteria:

Measure: *	9L Case Volume	Wine Varietal:	Airen Albarino Aleatico Alicante Aligote Alvarinho Aramon Auxerrois
Product Category:	Allied Products Cocktails Liqueurs Privately Distributed Refresh Privately Distributed Beer	Product Type:	Allocation Commercial Permittee Conditional Core
SKU (Product ID):	<input type="text"/> Find	Shipment Start Date: *	<input type="text"/>
UPC:	<input type="text"/>	Shipment End Date: *	<input type="text"/>
Category Type:	Beer - Ale Beer - Flavoured Beer - Gift Packages Beer - Lager Beer - Other Beer - Pilsner Beer - Stout Liqueur - Butter	Agent ID:	<input type="text"/> Find
Alcohol % Min:	<input type="text"/>	Vendor Number:	<input type="text"/> Find
Alcohol % Max:	<input type="text"/>	<b>Submission Options:</b>	
Pack Format:	<Not Applicable> Bag-in-Box Bottle Bulk Container Cans Carafe Co-Pack Cradle	Display Report Online:	<input checked="" type="radio"/>
Size (ml):	<input type="text"/>	Download Report:	<input type="radio"/>
Country of Origin:	Afghanistan Åland Islands Albania Algeria American Samoa Andorra Angola Anguilla	Email Report:	<input type="radio"/>
		<input type="button" value="Run Report"/>	<input type="button" value="Reset"/>

## Security Settings

This report is equally visible to all users. The information is not restricted based on agency ID.

## Report: Comparative Sales and Rankings

### Description

The report provides a sales performance comparison at individual SKU level, by comparing shipments (from the SLGA Distribution Centre and Private Distributors) to stores in each month of the selected time period to the same month in the previous year. An overall performance comparison for the selected timeframe is also available at the SKU and category levels. The report also ranks products based on their sales performance, both overall and within each category.

# LION – Wholesale Reports

In addition to the static report –available in PDF, DOC and RTF formats–, the report data can be downloaded in CSV format to use other reporting or analysis tools. The CSV data extract offers information at the daily level, to allow for more freedom in the manipulation and analysis process.

The image below illustrates the PDF report layout:

		<b>Saskatchewan Liquor and Gaming Authority - LION (Wholesale)</b>						Page 1 of 1		
		<b>Comparative Sales/Rankings</b>						Martin Chaktoura		
								2018-03-28 10:30:48AM		
Measure:	9L Case Volume									
Product Category:	Wines									
Shipment Start Date:	2016-07-01									
Shipment End Date:	2016-10-01									
Top:	2									
Category:	Wines									
SKU	Default UPC	Description	Alc %	Pack	Size	Country	Category Type	Rank All	Rank Categ	
3890	058976053100	CALONA ROYAL RED	12.50	PET	2000	Canada	Table	81	1	
							9L Case Volume			
			Year/Month	Current	Previous	% Change	Abs Change			
			201607	1,696.00	1,597.33	6.18	98.67			
			201608	1,833.34	1,565.33	17.12	268.00			
			201609	1,734.67	1,648.00	5.26	86.67			
				5,264.01	4,810.66	9.42	453.34			
SKU	Default UPC	Description	Alc %	Pack	Size	Country	Category Type	Rank All	Rank Categ	
3891	058976055104	CALONA ROYAL RED	11.00	Bag-in-Box	4000	Canada	Table	124	2	
							9L Case Volume			
			Year/Month	Current	Previous	% Change	Abs Change			
			201607	1,153.78	986.67	16.94	167.11			
			201608	1,386.67	1,050.67	31.98	336.00			
			201609	1,195.11	1,120.00	6.71	75.11			
				3,735.56	3,157.33	18.31	578.22			
				8,999.56	7,968.00	12.95	1,031.57			
Total	Wines									

## Search Criteria

Same search parameters as the Sales History report, in addition to:

- **Top:** enter a number in this text box to retrieve only the top products that meet the other criteria. If no value is specified, the report retrieves all products by default. The ranking is based on the selected measure.

The image below illustrates the layout of the Report Criteria screen:

# LION – Wholesale Reports

## Comparative Sales/Rankings

### Report Criteria:

Measure: \*

Product Category:   
Cocktails  
Liqueurs  
Privately Distributed Refresh  
Privately Distributed Beer

SKU (Product ID):

UPC:

Category Type:   
Beer - Flavoured  
Beer - Gift Packages  
Beer - Lager  
Beer - Other  
Beer - Pilsner  
Beer - Stout  
Liqueur - Butter

Alcohol % Min:

Alcohol % Max:

Pack Format:   
Bag-in-Box  
Bottle  
Bulk Container  
Cans  
Carafe  
Co-Pack  
Cradle

Size (ml):

Country of Origin:   
Åland Islands  
Albania  
Algeria  
American Samoa  
Andorra  
Angola  
Anguilla

Wine Varietal:   
Albarino  
Aleatico  
Alicante  
Aligote  
Alvarinho  
Aramon  
Auxerrois

Product Type:   
Commercial Permittee  
Conditional  
Core

Shipment Start Date: \*

Shipment End Date: \*

Agent ID:

Top:

Vendor Number:

### Submission Options:

Display Report Online:

Download Report:

Email Report:

## Security Settings

This report is equally visible to all users. The information is not restricted based on agency ID.

## Report: Sales to RSP

### Description

The report provides monthly order and shipment volumes from the SLGA Distribution Centre and Private Distributors (BDL, Minhas, Sleeman) to retail locations, broken down by category, SKU and Retail Store Permittee (RSP). Account level data is provided only on those RSPs that provided information sharing consent to the SLGA. Sales to RSPs that did not sign the data sharing waiver are grouped together in the “Other” category. The number of retailers in the “Other” group is displayed. Arbitrary start and end dates can be requested by the user.

In addition to the static report –available in PDF, DOC and RTF formats–, the report data can be downloaded in CSV format to use other reporting or analysis tools.

# LION – Wholesale Reports

## Search Criteria

The search parameters are identical to those available in the Sales History report.

## Security Settings

The report is agent-specific, meaning that agents can access data only on the products they represent.

## Report: Price Report

### Description

The report provides the complete list of current and historical wholesale prices of products available through the SLGA Distribution Centre and Private Distributors (BDL, Minhas, Sleeman).

In addition to the static report –available in PDF, DOC and RTF formats–, the report data can be downloaded in CSV format.

The image below illustrates the PDF report layout:

Saskatchewan Liquor and Gaming Authority - LION (Wholesale)											Page 1 of 1	
Price Report											Martin Chaktoura	
											2018-06-13 1:51:06PM	
Product Category:		Privately Distributed Beer										
Category Type:		Beer - Stout										
Start Date:		2017-01-01										
End Date:		2017-02-01										
Category:		Privately Distributed Beer										
SKU	Default UPC	Description	Pack	Size	Units Per case	Effective Date	Expiry Date	Wholesale Base Price	GST	Deposit	Total	On WPP
5088	5000213101025	8C GUINNESS PUB DRAUGHT	Cans	3520	1	2016-12-04	2017-01-29	18.93	0.95	0.80	20.68	N
						2017-01-29	2017-02-26	16.31	0.82	0.80	17.93	N
5277	622153535439	6B GUINNESS PUB DRAUGHT	Bottle	1980	1	2016-12-04	2017-04-01	11.21	0.56	1.20	12.97	N
8514	5000213013670	3G GUINNESS PROMOTIONAL CUBE	Gift Pack	1320	6	2011-06-19	9999-12-31	12.83	0.64	0.30	15.05	N
10229	084173490080	1B LAZY MUTT CHOCOLATE CHERRY	Bottle	650	12	2016-08-14	9999-12-31	4.40	0.22	0.20	5.26	N
11186	855315001163	1K COBBLESTONE STOUT - LABATT	Half Keg	50000	1	2016-12-04	2017-04-01	211.29	10.56	20.00	241.85	N

## Search Criteria

A wide range of runtime search parameters enable the user to filter and slice the data in multiple ways. Filters can be combined for greater flexibility. The complete set of search criteria is listed below.

- Start and End Date: the user can select arbitrary start and end dates. The report will display any prices active during the selected time interval. If no selection is made, current prices will be displayed by default.
- Product Category: single and multiple selections are available.

# LION – Wholesale Reports

- SKU: SLGA Product ID. The interface provides search functionality to find items by name as well. Multiple selections are possible by providing a list of comma-separated values.
- UPC: Multiple selections are possible by providing a list of comma-separated values.
- Category Type: single and multiple selections are available. Examples of values in this field are:
  - *For beers*: Ale, Lager, Pilsner, Stout, etc.
  - *For liqueurs*: Cream, Coffee, Chocolate, Butter, etc.
  - *For refreshments*: Coolers, Ciders.
  - *For spirits*: Vodka, Tequila, Gin, Scotch, Rum, etc.
  - *For wines*: Table, Sparkling, Port, etc.
- Alcohol % Min & Max: retrieve products in a specific ABV range.
- Pack format: single and multiple selections are possible. Sample values in this field are: Bottle, Can, Bag-in-Box, PET, etc.
- Size (ml): retrieve products of a specific unit size in ml. Multiple selections are possible by providing a list of comma-separated values.
- Country of Origin: single and multiple selections are available.
- Wine Varietal: single and multiple selections are available. Applies only to wines. Sample values in this field are: Malbec, Merlot, Pinot Grigio, etc.
- Product Type: SLGA listing type, such as allocations, special orders and regular listings. Single and multiple selections are available.
- Agent ID: agent number. The interface also provides search functionality to find agencies by name. Multiple selections are possible by providing a list of comma-separated values.
- Vendor Number: supplier number. The interface also provides search functionality to find suppliers by name. Multiple selections are possible by providing a list of comma-separated values.

The image below illustrates the layout of the Report Criteria screen:

# LION – Wholesale Reports

## Price Report

### Report Criteria:

Product Category:

SKU (Product ID):

UPC:

Category Type:

Alcohol % Min:

Alcohol % Max:

Pack Format:

Size (ml):

Country of Origin:

Wine Varietal:

Product Type:

Start Date:

End Date:

Agent ID:

Vendor Number:

### Submission Options:

Display Report Online:

Download Report:

Email Report:

## Security Settings

This report is equally visible to all agents and suppliers. The information is not restricted based on the agency ID.

## Report: Wholesale Price Promotions

### Description

The report provides data on current and historical wholesale price promotions at the individual SKU level.

In addition to the static report –available in PDF, DOC and RTF formats–, the report data can be downloaded in CSV format.

The image below illustrates the PDF report layout:

# LION – Wholesale Reports

## Saskatchewan Liquor and Gaming Authority - LION (Wholesale)

### Wholesale Price Promotions

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Martin Chaktoura

2018-06-13 1:53:39PM

Product Category: Wines  
Start Date: 2017-06-01  
End Date: 2017-07-01

Category: Wines

SKU	Default UPC	Description	Pack	Size	Units /Case	Start Date	End Date	Wholesale Base Price	WPP Price	Discount	% Discount
1026	089419007114	SANTA RITA 120 CABERNET SAUVIGNON	Bottle	750	12	2017-06-25	2017-07-22	9.69	8.69	1.00	10.32
1029	089419007091	SANTA RITA 120 SAUVIGNON BLANC	Bottle	750	12	2017-06-25	2017-07-22	9.69	8.69	1.00	10.32
1133	082100179237	ARBOR MIST BLACKBERRY MERLOT	Bottle	750	12	2017-05-28	2017-06-24	6.97	6.47	0.50	7.17
1137	082100179060	ARBOR MIST EXOTIC FRUIT WH ZIN	Bottle	1,500	6	2017-05-28	2017-06-24	12.99	11.99	1.00	7.70
1141	082100179039	ARBOR MIST STRAWBERRY WH ZIN	Bottle	750	12	2017-05-28	2017-06-24	6.97	6.47	0.50	7.17
1359	785859701024	BLACK TOWER WHITE	Bottle	750	12	2017-05-28	2017-06-24	8.18	7.18	1.00	12.22
1553	012354087705	LINDEMANS BIN 45 CABERNET SAUVIGNON	Bottle	750	12	2017-05-28	2017-06-24	9.93	8.43	1.50	15.11
1840	00012354105621	LINDEMANS CAWARRA SHIRAZ CABERNET	Bottle	1,500	6	2017-05-28	2017-06-24	15.95	13.95	2.00	12.54

## Search Criteria

The search parameters are identical to those available in the wholesale price report.

## Security Settings

This report is equally visible to all users. The information is not restricted based on agency ID.

## Report: On-hand Inventory

### Description

The report provides current inventory levels at the SLGA Distribution Centre. The data is updated on a daily basis and the timestamp of the last data refresh is explicitly stated on the report.

In addition to the static report –available in PDF, DOC and RTF formats–, the report data can be downloaded in CSV format.

### Search Criteria

A wide range of runtime search parameters enable the user to filter and slice the data in multiple ways. Filters can be combined for greater flexibility. The complete set of search criteria is listed below.

- **Product Category:** single and multiple selections are available.
- **SKU:** SLGA Product ID. The interface provides search functionality to find items by name as well. Multiple selections are possible by providing a list of comma-separated values.
- **UPC:** Multiple selections are possible by providing a list of comma-separated values.
- **Category Type:** single and multiple selections are available. Examples of values in this field are:
  - *For beers:* Ale, Lager, Pilsner, Stout, etc.
  - *For liqueurs:* Cream, Coffee, Chocolate, Butter, etc.
  - *For refreshments:* Coolers, Ciders.
  - *For spirits:* Vodka, Tequila, Gin, Scotch, Rum, etc.

# LION – Wholesale Reports

- For wines: Table, Sparkling, Port, etc.
- Country of Origin: single and multiple selections are available.
- Agent ID: agent number. The interface also provides search functionality to find agencies by name. Multiple selections are possible by providing a list of comma-separated values.
- Vendor Number: supplier number. The interface also provides search functionality to find suppliers by name. Multiple selections are possible by providing a list of comma-separated values.

The image below illustrates the layout of the Report Criteria screen:

**On-hand Inventory**

**Report Criteria:**

Product Category:   
Cocktails  
Liqueurs  
Privately Distributed Refresh  
Privately Distributed Beer

SKU (Product ID):

UPC:

Category Type:   
Beer - Flavoured  
Beer - Gift Packages  
Beer - Lager  
Beer - Other  
Beer - Pilsner  
Beer - Stout  
Liqueur - Butter

Country of Origin:   
Åland Islands  
Albania  
Algeria  
American Samoa  
Andorra  
Angola  
Anguilla

Agent ID:

Vendor Number:

## Security Settings

The report is agent-specific, meaning that agents can access data only on the products they represent.

## Report: PO History

### Description

The report lists current and historical purchase orders, including the order line detail. Both *finished* and *printed* orders are included. The case prices are reported in the original currency of each PO. For example, if a PO was created in Euros, the PO report will display the Euro amounts without converting them to Canadian dollars.

# LION – Wholesale Reports

In addition to the static report –available in PDF, DOC and RTF formats–, the report data can be downloaded in CSV format.

## Search Criteria

Same search parameters as the On-hand Inventory report, in addition to:

- Start and End Date: mandatory search parameter. The report will retrieve purchase orders created within the specified time interval.
- Consolidation Point: the interface provides search functionality to find consolidation points by name. Multiple selections are possible by providing a list of comma-separated values.
- PO Number: the user can request individual POs by providing the order number.

The image below illustrates the layout of the Report Criteria screen:

### PO History

#### Report Criteria:

Product Category:   
Cocktails  
Liqueurs  
Privately Distributed Refresh  
Privately Distributed Beer

SKU (Product ID):

UPC:

Category Type:   
Beer - Flavoured  
Beer - Gift Packages  
Beer - Lager  
Beer - Other  
Beer - Pilsner  
Beer - Stout  
Liqueur - Butter

Country of Origin:   
Åland Islands  
Albania  
Algeria  
American Samoa  
Andorra  
Angola  
Anguilla

PO Start Date: \*

PO End Date: \*

Agent ID:

Consolidation Point:

PO Number:

Vendor Number:

## Security Settings

The report is agent-specific, meaning that agents can access data only on the products they represent.