

# Ivy Route How To: Single Copy Sales Development Tracking

## Overview

This document is going to show how to implement La Opinion style Sales Tracking in the Ivy Route system.

The basic idea is to use the Single Copy Publication Pricing Levels to identify specific accounts to include in the custom La Opinion Sales Development Tracking report on the La Opinion option of the Publishers menu.

## Setting Up The Publication Ids

Make sure you have the necessary Pricing Level defined on the Publication Information screen.

Go to Enter menu -> Publications option

Publication Information

Pub Id: LO [X] Print on Draw Report Drawn On: [X] Monday  
List Name: La Opinion [X] Print On List [X] Tuesday  
Paper Name: La Opinion [X] Wednesday  
[X] Thursday  
[X] Friday  
[X] Saturday  
[ ] Bulldog  
[X] Sunday  
[ ] Holidays

Default Billing: Bi Weekly A

Single [X] Pub is returnable

Sunday Rtns On: Monday

There are 9 pricing levels

Level	Daily			Bulldog			Sunday			Tax
BESTWAY	0.000	0.000	0.00	0.000	0.000	0.00	0.000	0.000	0.00	No
CVS	0.000	0.000	0.00	0.000	0.000	0.00	0.000	0.000	0.00	No
GANDM	0.000	0.000	0.00	0.000	0.000	0.00	0.000	0.000	0.00	No
GIGANTE	0.000	0.000	0.00	0.000	0.000	0.00	0.000	0.000	0.00	No
JONS	0.000	0.000	0.00	0.000	0.000	0.00	0.000	0.000	0.00	No
REGULAR	0.000	0.000	0.00	0.000	0.000	0.00	0.000	0.000	0.00	No
RRANCH	0.000	0.000	0.00	0.000	0.000	0.00	0.000	0.000	0.00	No

F1 Previous F5 Add F9 Pricing Levels  
F2 Next F6 Modify F10 Exit  
F3 Find F7 Delete F11 Auto Calc Ranges  
F4 Browse F8 Duplicate F12 UPC Codes

You will see up to the first 7 pricing levels listed on the screen. To work with Pricing Levels press F9 to bring up the Pricing Levels screen.

**Single Copy Pricing for L0**

Level	Daily			Bulldogs			Sunday			Tax
	Cost	Sell 4	Cover	Cost	Sell 4	Cover	Cost	Sell 4	Cover	
▶BESTWAY	0.000	0.000	0.00	0.000	0.000	0.00	0.000	0.000	0.00	No
CVS	0.000	0.000	0.00	0.000	0.000	0.00	0.000	0.000	0.00	No
GANDM	0.000	0.000	0.00	0.000	0.000	0.00	0.000	0.000	0.00	No
GIGANTE	0.000	0.000	0.00	0.000	0.000	0.00	0.000	0.000	0.00	No
JONS	0.000	0.000	0.00	0.000	0.000	0.00	0.000	0.000	0.00	No
REGULAR	0.000	0.000	0.00	0.000	0.000	0.00	0.000	0.000	0.00	No
RRANCH	0.000	0.000	0.00	0.000	0.000	0.00	0.000	0.000	0.00	No
SAVON	0.000	0.000	0.00	0.000	0.000	0.00	0.000	0.000	0.00	No

**Help Message**

Select the action to perform and press Enter

You will need a pricing level in here for each type of account you want to track ie: BESTWAY, RITEAID, CVS, etc ...

**NOTE:** Pricing level descriptions can be up to 10 characters long and may contain only letters or numbers but NOT spaces, slashes, dashes, etc...

### Setting Up The Locations

Once you have entered the necessary pricing levels you can then go to the Single Copy Information screen and make sure each account has the correct pricing level on the Location Week screen.

**Save On Drugs Location Weeks**

Monday of Week	07/26/2004	Account Type	[X] Auto Calc this Pub
Publication Id	L0	( ) Store	[X] Pub is Returnable
Pricing	SAVON	(.) Rack	[X] Billable Publication
La Opinion			[ ] Swap on Sunday

Status:  Publisher Account: 20013 Dist: 21

Bill Mode:  Description: \_\_\_\_\_

Slugs		Draw	Mon	Tue	Wed	Thr	Fri	Sat	Bul	Sun
Mon	Fri	Returns	23	21	20	22	15	13		9
Tue	Sat	Adjustments								
Wed	Bul	Minimum	1	1	1	1	1	1	1	1
Thr	Sun	Maximum	99999	99999	99999	99999	99999	99999	99999	99999

**Page Down/↓ For More Options**

F1 Previous	F5 Add	F9 Go to Location Info
F2 Next	F6 Modify	F10 Exit
F3 Find	F7 Delete	F11 Dial Phone
F4 Browse	F8 Duplicate	F12

Note the above example has SAVON instead of REGULAR in the Pricing Level field. This will cause it to be included in the Sales Development Tracking report in the SAVON group.

## Running The Report

Once you have each location correctly set you are able to run the report.

Go to the Publishers menu -> La Opinion submenu -> Sales Development Tracking option.

Usually all you will have to set is the Week Of ... everything else is remembered between uses.

Make sure and verify the Territory is set correctly.

```
LaOpinion Single Copy Sales Development Report
Week Of 07/19/2004 Territory SFV 201
Restrictions
[X] Pricing All but REGULAR
[ ] Route All Routes
Location Type
(·) Both Types
( ) Store
( ) Rack
« Ok »
< Cancel >
```

Help Message

What is your La Opinion territory id