

Sales & Revenue Analysis - Suppliers within Travel Categories

Instructions

Suppress Instructions

Yes

When Using Datalink, you can Click on any BLUE Box to change that Parameter

This report will provide an analysis of your Sales and Revenue by Vendor (Preferred vs Non-Preferred) within Travel Category on an Income Statement Activity basis.

This report can present Excursions as a separate travel category, if you have been invoicing them as a separate travel type.

This report can also realign service fees (for reporting purposes) within each appropriate travel categories if you follow the setup instructions on the next page in this section.

The last three too four pages of the report provide the same data in different formats for checking the input of your TAMS Sales and Revenue data to make sure it will be properly included in TAMS.

The grand totals should be exactly the same on this report as those on the Management Summary Report (MSR) - Income Statement Activity with the same date range. You can verify this by comparing the MSR with the Travel Type report (second from the last page).

Hotel chain codes are in many cases the first 2 characters of the *Interfaceid*. In this report, hotels that are not identified as Preferred, are summarized by that chain code. A separate Hotel Report provides the details behind these totals.

There are six selection criteria for this report

Enter Parameter Values

Parameter Fields:

- Excursion Travel Type 1
- Date Range From 2
- Date Range To 3
- Suppress Supplier Name 4
- Align Fees 5
- Suppress Instructions 6

Enter Travel Type # for Excursions or Leave as Zero if None

Discrete Value:

6 Parameters to Select

- 1.) Enter the Excursion Travel Type if you have one or else, if none, enter 0
- 2 & 3) Enter the Date Range for the Invoice Period
- 4.) Select Yes to show the Suppliers for all Travel Categories or No for Summary Only
- 5.) Select Yes, if you want to see the Service Fees with their proper Travel Category.
- 6.) Select Yes to see these Instructions. Select No to Suppress them.

Realign Service Fees: This report gives you the option to realign all Service Fees within the proper travel category if you establish a Vendor profile for each Service Fee and assign the proper VendorId (not InterfaceID) to each of these profiles as follows:

- "99901" for 'Air'
- "99902" for 'Hotel'
- "99903" for 'Car'
- "99904" for 'Cruise'
- "99905" for 'Tour'
- "99906" for 'Rail'
- "99907" for 'Transportation'
- "99908" for 'Insurance'
- "99909" for 'FIT'
- "99910" for 'Other'

Note: Use of the VendorId field in your vendor profiles has no effect on anything you do in TBO. The field is not used internally by the TBO or CB software. The field is intended to be used by your marketing activities and those of your consortia if you are a member of one. Sabre/Trams does provide a uniform set of values which should be used by all agencies in these vendorId fields. For example the vendorId for Carnival Cruise Line is '160' and should be the same in all Carnival Cruise Line profiles including any created for groups in all TBO databases of all Agencies regardless of how you spell Carnival. You can get a complete list of these VendorIds from Trams website.

<http://static.trams.com/tramslibrary/documentation/tbo/vendorids.pdf>

Note: Refer to this same link if you see "Need VendorID" in a Vendor(Supplier) line to obtain VendorID and insert it into the Vendor Profile.

Review for Coding Issues: If you print the Vendor (Supplier) detail, you will see Suppliers shown in Red if there is only one Profile Travel Category checked on the Profile and it is not the same as the Travel Category used in a transaction. You can drill down on the Vendor amounts all the way to the invoice level to find the transaction that is causing the issue. Alternatively, you can add an additional Travel Category to the Profile to eliminate the issue.

Vendor Name	Vendor ID	Travel Category	Amount	Subtotal	Percentage
ALPINE ADVENTURES			5,101.92	391.90	7.7%
UNITED VACATIONS			3,648.77	313.23	8.6%
ALL ABOUT TOURS			550.00	61.15	11.1%
STA TRAVEL			105.00	34.00	32.4%
VERDE CANYON RAILROAD			159.90	19.19	12.0%
AVALON WATERWAYS			3,000.00	0.00	0.0%
IL VIAGGIO			500.00	0.00	0.0%
58381 02/15/2014 12/31/2014 2394		Tour	550.00	61.15	S N C C 0 Blank
ALL ABOUT TOURS 2394			550.00	61.15	
No Travel Category in Vendor Profile					
29553 11/01/2014 12/16/2014 262099		Tour	159.90	19.19	S N C C 1 Rail
VERDE CANYON RAILROAD 262099			159.90	19.19	
Booked in wrong category or need to add another travel category to profile					
55664 12/18/2014 503876		Tour	3,000.00	0.00	S C S 1 Cruise
AVALON WATERWAYS 503876			3,000.00	0.00	
Booked Wrong Travel Category					

Sales & Revenue Analysis - Suppliers within Travel Categories

Includes All Branches

Summary

From: 01/01/2018

All Fees Included in Related Travel Category

To: 01/31/2018

Travel Category					Percent Of	
Vendor			Net Sales	Revenue	Level	Sales
<i>Tour</i>						
<i>Preferred</i>	<i>Tour</i>		89.4%	148,197.16	24,510.35	77.0% 16.5%
<i>Non-Preferred</i>	<i>Tour</i>		7.5%	12,357.12	2,163.07	6.8% 17.5%
<i>Agency Fees</i>	<i>Tour</i>		3.1%	5,170.00	5,170.00	16.2%
Total for Tour			34.8%	165,724.28	31,843.42	50.4% 19.2%
<i>Cruise</i>						
<i>Preferred</i>	<i>Cruise</i>		99.3%	93,686.61	12,813.62	94.9% 13.7%
<i>Agency Fees</i>	<i>Cruise</i>		0.7%	695.00	695.00	5.1%
Total for Cruise			19.8%	94,381.61	13,508.62	21.4% 14.3%
<i>Air</i>						
<i>Preferred</i>	<i>Air</i>		51.7%	79,392.11	2,499.79	29.3% 3.1%
<i>Non-Preferred</i>	<i>Air</i>		44.9%	69,021.11	863.28	10.1% 1.3%
<i>Agency Fees</i>	<i>Air</i>		3.4%	5,170.00	5,170.00	60.6%
Total for Air			32.3%	153,583.22	8,533.07	13.5% 5.6%
<i>Hotel</i>						
<i>Non-Preferred</i>	<i>Hotel</i>		99.9%	37,690.13	4,685.54	99.0% 12.4%
<i>Agency Fees</i>	<i>Hotel</i>		0.1%	45.00	45.00	1.0%
Total for Hotel			7.9%	37,735.13	4,730.54	7.5% 12.5%
<i>Insurance</i>						
<i>Preferred</i>	<i>Insurance</i>		100.0%	10,513.00	2,869.72	100.0% 27.3%
Total for Insurance			2.2%	10,513.00	2,869.72	4.5% 27.3%
<i>Transportation</i>						
<i>Preferred</i>	<i>Transportation</i>		4.8%	401.35	24.60	2.2% 6.1%
<i>Non-Preferred</i>	<i>Transportation</i>		94.6%	7,840.35	1,025.18	93.2% 13.1%
<i>Agency Fees</i>	<i>Transportation</i>		0.6%	50.00	50.00	4.5%
Total for Transportation			1.7%	8,291.70	1,099.78	1.7% 13.3%



Report Last Revised 01/10/2019

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Sales & Revenue Analysis - Suppliers within Travel Categories

Includes All Branches

Summary

From: 01/01/2018

All Fees Included in Related Travel Category

To: 01/31/2018

Travel Category					Percent Of	
Vendor		Net Sales	Revenue	Level	Sales	
<i>Other</i>						
<i>Preferred</i>	<i>Other</i>	49.1%	927.00	82.70	35.5%	8.9%
<i>Non-Preferred</i>	<i>Other</i>	50.9%	960.00	150.00	64.5%	15.6%
Total for Other		0.4%	1,887.00	232.70	0.4%	12.3%
<i>Car</i>						
<i>Preferred</i>	<i>Car</i>	38.1%	1,041.79	83.71	44.7%	8.0%
<i>Non-Preferred</i>	<i>Car</i>	61.2%	1,673.29	83.67	44.7%	5.0%
<i>Agency Fees</i>	<i>Car</i>	0.7%	20.00	20.00	10.7%	
Total for Car		0.6%	2,735.08	187.38	0.3%	6.9%
<i>Serv Fee</i>						
<i>Preferred</i>	<i>Serv Fee</i>	0.0%	.00	104.00	100.0%	
Total for Serv Fee		0.0%	.00	104.00	0.2%	0.0%
<i>Rail</i>						
<i>Preferred</i>	<i>Rail</i>	94.7%	710.00	35.50	47.0%	5.0%
<i>Agency Fees</i>	<i>Rail</i>	5.3%	40.00	40.00	53.0%	
Total for Rail		0.2%	750.00	75.50	0.1%	10.1%
Report Total			475,601.02	63,184.73		



Report Last Revised 01/10/2019

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Sales & Revenue Analysis - Suppliers within Travel Categories

Includes All Branches

Summary

All Fees Included in Related Travel Category

From: 01/01/2018

To: 01/31/2018

Groups Travel Types into Travel Categories - Does Not Realign Service Fees or Excursions

Travel Categories	ARC	OTHER (C or S)	Total
Air	106,310.56 1,446.18	42,102.66 1,916.89	148,413.22 3,363.07
Car		2,715.08 167.38	2,715.08 167.38
Cruise		93,686.61 12,813.62	93,686.61 12,813.62
Hotel		37,690.13 4,685.54	37,690.13 4,685.54
Insurance		10,513.00 2,869.72	10,513.00 2,869.72
Other		1,887.00 232.70	1,887.00 232.70
Rail		710.00 35.50	710.00 35.50
Serv Fee		11,190.00 11,294.00	11,190.00 11,294.00
Tour		160,554.28 26,673.42	160,554.28 26,673.42
Transportation		8,241.70 1,049.78	8,241.70 1,049.78
Total	106,310.56 1,446.18	369,290.46 61,738.55	475,601.02 63,184.73



Report Last Revised 01/10/2019

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Sales & Revenue Analysis - Suppliers within Travel Categories

Includes All Branches

Summary

From: 01/01/2018

All Fees Included in Related Travel Category

To: 01/31/2018

Compares to TBO Core Management Report - Income Statement Activity

Travel Types	ARC	OTHER (C or S)	Total
1 Air-Dom	32,066.60 -	37,396.92 1,483.06	69,463.52 1,483.06
2 Hotel	- -	37,690.13 4,685.54	37,690.13 4,685.54
3 Car	- -	2,715.08 167.38	2,715.08 167.38
4 Ship-Dpst	- -	600.00 -	600.00 .00
5 Ship-Finl	- -	93,086.61 12,813.62	93,086.61 12,813.62
6 Rail	- -	710.00 35.50	710.00 35.50
7 Insurance	- -	10,513.00 2,869.72	10,513.00 2,869.72
8 Intl Air	74,243.96 1,446.18	4,705.74 433.83	78,949.70 1,880.01
9 Tour-Dpst	- -	6,333.00 920.92	6,333.00 920.92
10 Tour-Finl	- -	154,221.28 25,752.50	154,221.28 25,752.50
11 Serv Fee	- -	11,190.00 11,294.00	11,190.00 11,294.00



Report Last Revised 01/10/2019

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Sales & Revenue Analysis - Suppliers within Travel Categories

Includes All Branches

Summary

From: 01/01/2018

To: 01/31/2018

All Fees Included in Related Travel Category

	ARC	OTHER (C or S)	Total
12 Bus & Limo	-	8,241.70	8,241.70
	-	1,049.78	1,049.78
13 Miscellaneous	-	1,887.00	1,887.00
	-	232.70	232.70
Total	106,310.56	369,290.46	475,601.02
	1,446.18	61,738.55	63,184.73

Sales & Revenue Analysis - Suppliers within Travel Categories

Includes All Branches

Summary

From: 01/01/2018

All Fees Included in Related Travel Category

To: 01/31/2018

Service Fee Analysis

Sales Revenue	Air (R8)	Car (R21)	Cruise (R11)	FIT (R32)	Hotel (R18)	Rail (R25)	Serv Fees (R35)	Tour (R15)
AIR RESERVATION MANAGEMENT	4,970 4,970							
CANCELLATION / CHANGE FEE	200 200							
CAR RESERVATION MANAGEMENT		20 20						
CRUISE PLANNING & MANAGEMENT			695 695					
CUSTOM TRAVEL MANAGEMENT				1,140 1,140				
HOTEL RESERVATION					45 45			
PASSPORT & VISA PROCESSING								
RAIL TRAVEL MANAGEMENT						40 40		
TOUR PLANNING & MANAGEMENT								4,030 4,030
TRAVEL BOUND +							104	
Total	5,170 5,170	20 20	695 695	1,140 1,140	45 45	40 40	- 104	4,030 4,030

Sales & Revenue Analysis - Suppliers within Travel Categories

Includes All Branches

Summary

All Fees Included in Related Travel Category

From: 01/01/2018

To: 01/31/2018

If VendorIDs Have Been Assigned to Service Fees - Fees Will Be in Proper Columns.