

# Pubstock

## About Pubstock

*Bookseller says: "Do you know where I can find a copy of Love You Forever by Robert Munsch?"*

*Pubstock says: "Yes. Raincoast, Firefly, and Ingram all have stock!"*

Pubstock is the highly popular data service from Bookmanager that removes the guesswork from your day. Pubstock is a file containing the stock-availability for hundreds-of-thousands of books carried by vendors who sell to Canadian and American booksellers.

*Bookseller says: "We're selling this book like hotcakes! Who still has stock?"*

*Pubstock says: "Raincoast has them on order, but Penguin Random House still has 50!"*

## Who Can Use Pubstock?

Anyone! Every bookseller can check Pubstock on our website either in a limited free subscription, or with unlimited paid one. Bookmanager software users enjoy using it both within their software, as well as online at their Bookmanager Webstore.

## How Does Pubstock Work?

Bookmanager collects availability data (onhand/onorder, price, discount and returnability) from a variety of different publishers, distributors and wholesalers from Canada, and the U.S. This data is consolidated at our office which is easily viewed from our website (Bookmanager.com) or from your store's own Bookmanager Webstore. The information is also compiled into one file which can be downloaded in

your copy of Bookmanager software. The Pubstock file is built every 4 hours starting at 8am (PST).

Distributors send Bookmanager updated information on a regular basis. The size of the distributor and how often their stock levels are changing, determine how often they send their information to Bookmanager.

## Who Supplies Data to Pubstock?

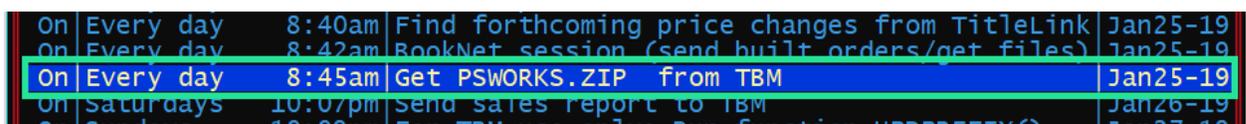
As of January 2019, more than 130 vendors contribute to Pubstock Canada and 60 to Pubstock US.

The list of participating suppliers is growing constantly, so watch for new additions all the time. Vendors also respond to your requests. If you want to see a supplier on Pubstock that is not currently there, let them know and ask them to contact us!

## How to Add and Run the Routine in the Bookmanager Software

With your purchase of Pubstock, one of our support staff will create a routine within your scheduler to run the routine to get Pubstock nightly. If the routine is deleted you can create it by doing the following: Within the Scheduler of your main or server computer, press New and enter the...

- Frequency - **everyday**
- Time - This should be set to sometime throughout the night or early morning.
- Routine - Choose **30) Get PSWORKS.zip from TBM**



On	Every day	8:40am	Find forthcoming price changes from TitleLink	Jan25-19
On	Every day	8:42am	BookNet session (send built orders/get files)	Jan25-19
On	Every day	8:45am	Get PSWORKS.ZIP from TBM	Jan25-19
On	Saturdays	10:07pm	Send sales report to TBM	Jan26-19
On	Sundays	10:00pm	For TBM use only: Run function: HDPDFEETV(C)	Jan27-19

To start this routine manually, go into your Scheduler from Bookmanager's Main Menu, highlight the routine, press Start and Yes. This will download and inflate the latest Pubstock file available from our server into your copy of Bookmanager. The process should take no longer than one minute (depending on your internet speed).

# Pubstock Setup

Pubstock information is available anytime you are viewing an inventory card. Pressing the **comma** will load the Pubstock file, and show vendors who have the ISBN Onhand or Onorder. There are two options for viewing your Pubstock file which can be found by going into your **ALT-Setup** and choosing option **X-Pubstock**.

```

PubStock Setup
Show <B>asic or <E>xtended PubStock information..... E
    
```

Basic information will show the vendor code, OnHand, OnOrder, publisher price, discount, and an "as of" date. The Extended view will show the basic information along with selling price quotes and profit margin estimates based on what you have setup in your supplier card for minimum margins and exchange (if applicable) each vendor. This has been a great tool in our own store to decide where to order certain books from and where we will make the most profit.

Mosaic Books F3:1-NotSent w0  
 TitleBank TBANK\TMP19.DBF #1/101 Thu Jan 24 2019 11:04a #19  
 #29/255765 Oct 6-88

ISBN 978-0-920668-37-5 66837 5.95 PC4100351 Rcv Jan19-09  
 Titl Love You Forever 9780920668375 Total OH 7  
 Auth Munsch, Robert Bd PB Pub Feb 1-92 O/S Stat Min. OH  
 Supl FIR SAN RAI Publ FIREF Wt CQ 100 Backroom  
 Clas KIDS -CDN JV JUV:Family - Parents Rtnbl Ttl 16 PendRtns  
 Note ILLUS SHEILA MCGRAW

Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	SellP	PM	P2	SupWH	O/H	O/O	PubPr	%	R	AsOf
9	5	7	5	6				595	40	40	RAIX	100+		595	40	c	Jan24
12	3	2	5	5	4	2		595	40	40	SAN	25+		595	RG	y	Jan23
147)	136	164	183	155				595	40	40	MONA	100+		595	RG	y	Jan23
								799	40	19	IBCOR	500+		595	RG	y	Jan23
								595	40	40	FIR	Yes		595	RG		Jan18
								595	40	40	NIM		TOS	595	RG		Jan18
								595	40	40	ABP	10+		595		n	Jan23
2	4							799	40	19	IBCIN	50+	100+	595	RG	y	Jan23
1	2							799	40	19	IBCPA	100+	100+	595	RG	y	Jan23
1								29.95	40	40	QTA	Yes		595	RG		Jan24
								44.99	40	19	IBCTN		250+	595	RG	y	Jan23
								23.99	40	19	BAKNV	100+	25+	595	RG	y	Jan23
								14.95	40	40	N49	25+		595			Jan24
								799	40	19	BAKIL	100+	50+	595	RG	y	Jan23

Index: Entry#

PubStock options: [L]ive [F]ormat [M]inimize [V]endors

## Using the Example Above...

The ISBN 9780920668375 shows ten vendors with information. Of these ten, we have the Canadian publisher (**FIR** – Firefly), seven Canadian distributor/wholesalers (**RAIX** – BookExpress, **SAN** – Sandhill Book Marketing, **MONA** - Monahan Agency, **NIM** - Nimbus, **ABP** - Alpine Book Peddlers, **QTA** - Quanta, and **N49**- North 49), and 2 U.S. wholesalers and their 5 warehouses (**IBC** – Ingram, **BAK** – Baker & Taylor).

We can see that all 10 vendors show a Publisher Price (PubPr) of \$5.95. The extended Pubstock view uses the information from your supplier file (exchange, mark-up, and the minimum margin), to determine the selling price. This quote is given under the SellP column. In this case, it took the Publisher Price (PubPr) for the U.S. vendors and determined the Canadian price to be \$7.99 (based on the exchange of 1.34). The PM column shows the profit margin you will make if you sell the book at the SellP price. The P2 column shows the profit margin you will make if you charge the lowest sell price (\$5.95). You can see that for the Canadian vendors, this profit margin did not change (40%), but for the U.S. ones it did considerably (19%).

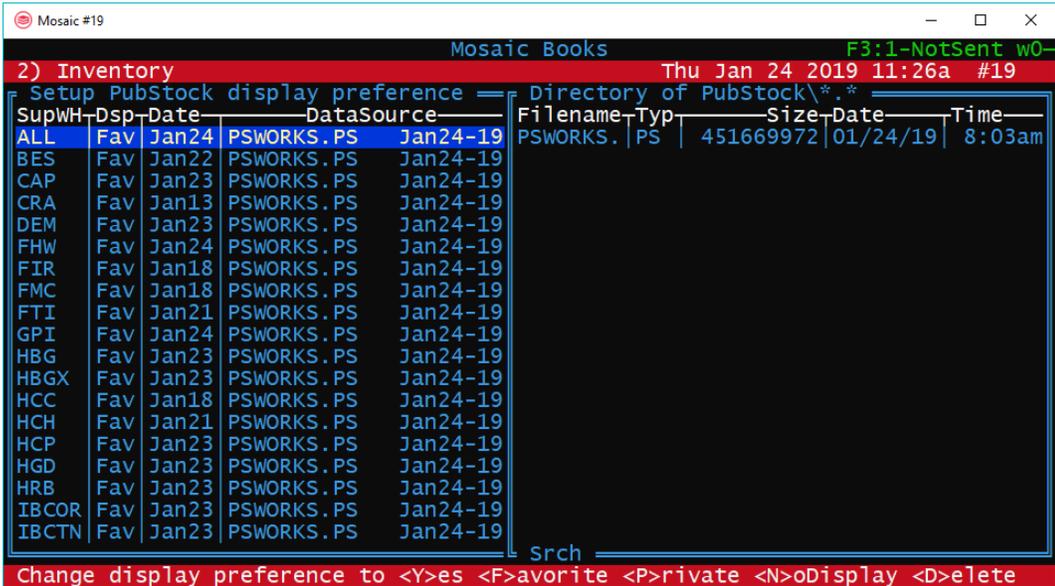
If this were a real scenario at our store, Mosaic Books, and we were bringing in this book as a special order, we would give the choice of going to one of the US wholesalers (if the customer needed it quickly) or to one of the Canadian vendors. In our case, Sandhill is actually the closest vendor, (located in Kelowna) so this would be a win-win for both the store, and the customer.

## Returnable?

Another interesting feature of Pubstock is that it will let you know if an ISBN is returnable from that specific supplier under the regular trade terms. A **Y** indicates that Yes, you may return this item. A **N** indicates that No, you may not return. There also may be a **C** to indicate a conditional return (i.e. yes you can return but for a smaller discount or only after/before a certain time).

# Formatting the List of Vendors

The number of suppliers in Pubstock depends on where your bookstore is located (Canada vs. US), but regardless there are many to wade through. These vendors supply everything from general trade, to kids specific, to music, to sideline items, to Christian product. The lists of vendors can seem overwhelming, which is why you can format the list of vendors you want displayed in your Pubstock feed.



## How to Make Changes

Format, can be accessed when looking at any inventory card. When you press comma to view Pubstock data, press Format to view the entire list of Pubstock vendors. The **SupWH** column shows the Pubstock code for every supplier.

The next column (**Dsp**) allows you to choose the display for each vendor. Favourite means you always want that vendor show. Yes, indicates that you would like to see this vendors information, but only if your Favourite vendors do not have stock. Private will show in your Pubstock but not be used for online pricing and availability. No will remove the vendor from appearing in the list.

To see an updated list of vendors please [click here for Canadian Pubstock vendors](#), and [here for US Pubstock vendors](#).

# Using Pubstock in Bookmanager

Pubstock can be accessed whenever you are looking at an inventory card. This doesn't mean that you can only be in the inventory portion of Bookmanager, because you can use Pubstock in orders, point of sale, returns, order processing, receiving etc. Simply pressing the comma key checks the Pubstock file for matches. All results will show suppliers who show stock for that title.

## How to Read Pubstock Status Codes

Pubstock will provide stock levels and will show out of stock codes which can indicate if a book is available or if not, when it will be.

Code	Name	Description
Yes	Yes	Stock is available for order and will be shipped immediately.
NYR or NYP	Not Yet Published or Not Yet Released	ISBNs with this status have not met their PubDate yet, and therefore can be ordered but not shipped. These ISBNs will also likely have a forthcoming rank within the Bookmanager system.
ITO	Import to Order	When a bookstore places an ISBN with this status on order, the distributor then goes overseas to get it for you (usually to the U.K.) Books with this status can take usually 4-6 weeks to obtain.
POD	Print on Demand	When ordered, a print on demand title is printed by its original publisher, sent to the distributor/wholesaler you ordered it from, and then shipped to you.
QWK	Quick to get	This code indicates that the ISBN is not currently stocked at the supplier but they can get it within 2 weeks.
RP	Reprinting	At this moment the book is either reprinting or scheduled to. It could be printed under the same ISBN or transferred to a new one. Unfortunately, our publishers do not submit dates as to when the book will be available.

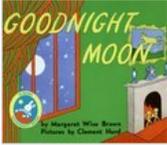
SH	Short Discount	SH in the discount column will indicate anything less than a regular 40% discount.
NT	Net Discount	NT in the discount column indicates the amount in the price column will be the price you pay for the book, not the amount you will charge your customer.
HI	High Discount	A high discount means a larger than normal discount (above 40%) will be applied to your order for that particular item.
QPOD	Quick Print on Demand	When ordered, a print on demand title is printed by its original publisher, sent to the distributor/wholesaler you ordered it from, and then shipped to you within 2 weeks

## Viewing Pubstock Online

Pubstock can also be used online if you have a subscription and you are logged in. Go to [Bookmanager.com](http://Bookmanager.com) and login with your username and password. Use the search bar to look up any book that interests you. If you searched by ISBN, the Pubstock information for that specific title will automatically load. If you have searched using keywords, you will have to click the Pubstock button to show availability information. Pubstock can also be viewed on titles you have used Browse to find, or if you are within a catalogue or list.

The information found online will be almost identical to the information found in your copy of Bookmanager with the exception of the information online is slightly more recent. As previously mentioned, the Pubstock file downloaded into your Bookmanager is built every 4 hours, whereas the information online is as up to date as the files we have been sent.

One of the advantages of using Pubstock online is the ability to view more information about the supplier. Contact information, along with company descriptions are available to all users. Some vendors have entered their terms, shipping rates, and anything else you would need to contact them about, before placing an order.



**Goodnight Moon** | Boardbook  
 Margaret Wise Brown | Clement Hurd  
 Harper Collins Canada | HarperFestival  
 Juvenile Fiction / Classics / Bedtime & Dreams / Animals - Rabbits  
 Ages 2 and under  
 Published Nov 1, 1995 | Sales ■■■■■ (#61)  
 Ctn Qty: 60

More Images

More Info

9780694003617

Carley Bortolin's list My Lists (2)

KIDS-BOARDBK \$10.99 ILLUS CLEMENT HURD

BM	Ttl	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Wk
Adj																
Retn	2															
Rcvd	274	2	2	6		2	2		2	2				2		OH OO
Sold	270	4	1	3	3	1	2	1	1	1				2	2	2
Peer		132	116	133	171	137	129	192	162	128	171	131	163	244	91	21

**\$10.99 2 in store now**

When you click on Pubstock, you have the ability to click on individual supplier codes to get that more detailed information from them.

Source	O/H	O/O	Price	%	As Of	Returnable	Show peer's stock
ABP	3		\$10.99		4 hrs ago	N	
HCP	YES		\$10.99	RG	17 hrs ago		

**Company**



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