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# **TITLELINK**

# **ABOUT TITLELINK**

Titlelink is the high-speed book-researching tool, developed by Book-manager, which is widely used in the Canadian book industry. Titlelink is unlike any other book resource, because it was created by the owner of a Canadian bookstore, for Canadian booksellers. It offers a data-base of over 15 million titles, both active and inactive (i.e. out of print), allowing you to give your customers the most information possible. When used in combination with Pubstock, title information appears alongside the price and availability information for over 140 publishers, distributors and wholesalers.

Titlelink can be used from your own Bookmanager inventory system; and online at Bookmanager.com (or at your own Webstore hosted through us). Searches are easy to perform given they work exactly the same as your regular inventory search. When using your Bookmanager to search for a specific title, not only do you get the titles that match your search, you can also sort them to show you the results in the best order possible to find books easily.

# Note

When you view the results for your search, your own inventory levels and sales are integrated with the on-screen information to help you make decisions when ordering (both online and within your Bookmanager software.)

# USING TITLELINK WITHIN YOUR BOOKMANAGER SOFTWARE

Keep in mind that Titlelink isn't only for searching for titles, but can also be used to fill in the inventory card of almost any book. This makes data entry and ordering faster and more accurate than painstakingly entering it in by hand. While editing the entry, you can insert any other information that might pertain to your store, or change anything that Titlelink has entered for you. Titlelink is essential for building a dynamic inventory that will put you ahead of your competition. It can be used to help you build or bulk-up an order to a specific supplier, because you can view the sales ranking of each book, allowing you to make the best choices for your store.

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Titlelink can be used on every computer that has Bookmanager installed with Internet access. Bookmanager users, along with non-Bookmanager users, can also access Titlelink on our website (**Bookmanager.com**) from anywhere in the world.

#### **SEARCHING TECHNIQUES**

Pressing **S**earch in the Bookmanager inventory screen pops up a search screen exactly the same as when you do a regular inventory search. Alternatively, you can also press F2 anywhere in Bookmanager to do an anytime Inventory Search. Using the below methods, type in what you are looking for and then press PgUp. You will then have the option to Sort your results. Sorting options are explained further into this document.

#### **K**EYWORD

Enter complete or parts of words into the keyword field. Usually more than one word is required to filter unwanted titles. Having said that, less is often better. Although we strive for complete consistency and accuracy, punctuation and abbreviation differences may result in a failed search, when in fact the desired title was present.

# For Example

"MIKE'S" will find MIKE'S but not MIKES. MIKE will find MIKE'S, MIKES, MIKE and MIKEY. If you are unsure of spelling, try using just the first three or more letters of the word.

If you use a very short keyword such as "TH", and this is the only word being supplied, then the search will take a long time because of the vast number of titles that have to be examined by the search engine. However, so long as one keyword is relatively unique, using additional short words seems to work quite quickly and can be very useful.

Keywords are matched against the Title, ISBN, Subtitle, Series, Authors, Notes and Subjects fields. This allows you to find titles even if you have very limited information to work with.

#### TITLE

When searching by title you must enter it exactly. If you do not know the full title, but know the first couple words, type it in here then press PgUp twice (this includes part words). The title prefixes THE, AN and A may be included or omitted (if they are used, the search engine automatically strips them because titles are stored in the master file without these words). If you are getting too many matches to what you have specified, and cannot find the title in the list, add a comma to the search and then supply one or more keywords (see keyword above for rules).

#### **A**UTHOR

Searching by author is similar to title. Authors are stored in the file as LastName, FirstName (including the comma). If you do not know the correct spelling of an author's name, but know how it begins, you can type what you know and results will include all variations.

When searching by author you do not need to apply a period to initials. If you use a period in an author search it will be replaced with a single space to make it consistent with the way we store authors. You can also search by a particular author to get a list of their titles sorted by sales rank, with the top selling ones at the top.

#### **ISBN**

Simply enter the ISBN, and hit u twice to begin the search. Try only using the ISBN prefix to get the top selling list of titles from a certain publisher.

#### SUPPLIER

Search by a Pubstock supplier code to get a list of top 200 sellers from a given vendor. You can also enter their code in the beginning of a title and you will get matches for that search.

### Note

You may be amazed at how little information is needed to find the title you are looking for. Often your customer is looking for a title that has been selling recently or consistently somewhere in Canada or the US. This means that even a search using just one word (that might be found in 20,000 titles) will often show the title you want on the first screen (because they are ranked by sales if you are participating in our peer data sharing\*). Experimenting is the key to learning how efficient you can be.

#### SORTING RESULTS

Each search is defaulted to find a maximum of 100 titles. You can change this setting to a lower or higher number if you choose. If you are not finding what you want and the screen indicates 100 matches were returned, you should try revising your search by adding more words or using less common ones. You can also change the **Scope** of the search to have active titles, non-active titles, or both to narrow down a search.

There are five options to sort your results by:

#### INSTOCK

Search results are returned first by what you currently have OnOrder, then what you have OnHand (sorted by Rank), then by ranked forthcoming releases that are not in stock or on order. This is the preferred sort method for most stores.

#### **FORTHCOMING**

Using the OnHand and OnOrder reports that over 250 stores send into Bookmanager every week, you can see out of the thousands of books yet to be published, which books are the most popular for your search results. Search results are returned by ranked forthcoming, then by ranked titles that have been released, then by publication date. (see more on forthcoming information on page 10)

#### RANK

Using sales data collected from over 250 independent bookstores across Canada and the US, the books

are sorted by their sales ranking. Search results are returned by sales rank, then by publication date. (Note: to be able to see sales ranking you must be participating in our peer data sharing, please contact us for more information)

#### **PUBDATE**

The books are sorted by the date they were published.

#### TITLE

Organized alphabetically by title.

Once you have completed the search and refined how you want your results to be listed, you can view the matches. The search results list has a "Rank" column to indicate the sales rank for each title. When the rank is exhausted, the remaining titles are sorted by publication date.

#### WORKING WITH TITLES

Once you have completed the search and have found the list of books you want to work with, you can press the  $\leftarrow$  or  $\rightarrow$  arrow keys, which will change the displayed **PubDt** and **Rank** columns to **Supl** and **Class** columns. The **Class** column often contains a BISAC subject code adopted in North America by the book industry. There are about 3,200 unique subject codes, but many publishers only supply the core subject heading. The rightmost column shows a **P** to indicate when Pubstock data is present.

You can press Enter— at any time to change from a list mode to a full title display. In this mode you can still use the 1 and 1 arrows to view different titles. Pressing View or Enter— a second time shows your store's history of the title (you can also press H at any time to view the history). Press PgDn to return to the search results. Pressing comma while in the inventory screen invokes the Pubstock feature (if you subscribe to it).

Each search clears the previous temporary list of titles. If the O/H and O/O fields have "---" it means that your Inventory does not have this ISBN. Use  $\underline{\mathbf{E}}$  dit or  $\underline{\mathbf{O}}$  rder to add the title to your Inventory file.

While in the TitleBank, you can also print the bibliographic info for one title, or the entire list by choosing the **P**rint command. This is useful when a customer wants more information about a book, or for them to bring back next time to place an order.

#### CHANGING AN INVENTORY CARD

Titlelink can cut your data entry in half by importing the bibliographic information we collect into your copy of Bookmanager. There are two options to do this...

#### CHANGING AN EXISTING INVENTORY CARD

Use **E**dit on any book you wish to change, move the cursor into the Title field and press **PgUp**. You can now check the online data we have for this title. If you press **Enter**—I at this point, your Inventory fields will be replaced with the online information. Use **Esc** to go back and not insert the information.

#### ENTERING A NEW INVENTORY CARD

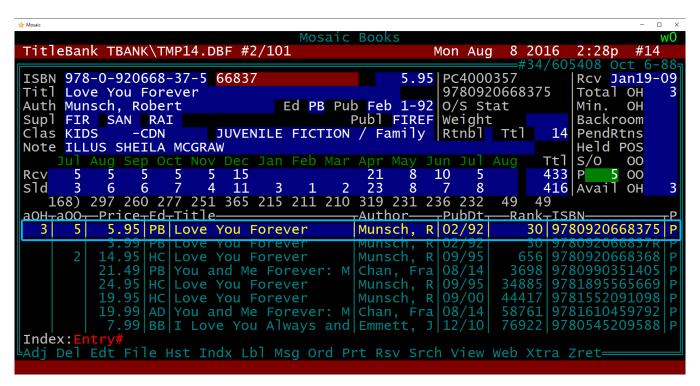
Use  $\underline{\mathbf{N}}$ ew, enter the ISBN, and then move to the title field and press  $\underline{\mathsf{PgUp}}$ . If you want to use the online title information, press  $\underline{\mathsf{Enter}}$ . You can also enable Bookmanager to automatically search Titlelink for new ISBNs and fill in the information automatically. Most stores prefer to turn this option on. To do so, press  $\underline{\mathsf{Alt}}$   $\underline{\mathsf{S}}$  anywhere in Bookmanager, select option a) **General**, then m) Automatically check Titlelink for new ISBNs needs to have a  $\underline{\mathsf{Y}}$ es next to it.

# Note

If you wish to change any of the information that Titlelink has imported for you, you can press **E**dit to change it.

# THE WEB ("W") COMMAND

We receive excellent data from our suppliers for each title including full biblio, cover images, book descriptions author bios, and interior images. Your Bookmanager Software is unable to see all of this rich data, but we have made it available online at **Bookmanager.com** and on your Webstore.



While browsing your inventory in Bookmanager, press  $\underline{\mathbf{W}}$ eb on any book item and watch what happens... (screenshot on next page!)



Clicking the cover image provides a larger view of the cover as well as book descriptions, author bios, reviews, and extra details. If you are logged in with your store's username and password, you will see links to 17 other websites, including amazon.com, amazon.ca, edelweiss, catalist, indigo.ca, and christianbooks.com. (Remember, these links are internal and customers do NOT see this.)



Clicking the **More Images** button below the thumbnail of the cover will bring up interior and other photos related to the title.



# THE BACKLIST WITHIN YOUR BOOKMANAGER SOFTWARE

**Bookseller says:** "It's almost "grad" season - I wonder if it's about time to start stocking up on the reliable classic Oh, The Places You'll Go!" (ISBN 978067980527X)?"

Backlist says: "Yes. Looks like stores across the country have already started selling this book by the truckload!"

The Backlist is a file which displays sales and ranking information collected confidentially, from participating stores who submit their weekly sales data to Bookmanager. The Backlist file is an incredibly valuable resource intended to make the ordering process easier for fellow Canadian independent booksellers. Sales for valid ISBN's are collected and compiled into a large file that accompanies a Titlelink subscription to give you as much information as possible to keep your store adequately stocked!

#### WHO CAN USE THE BACKLIST?

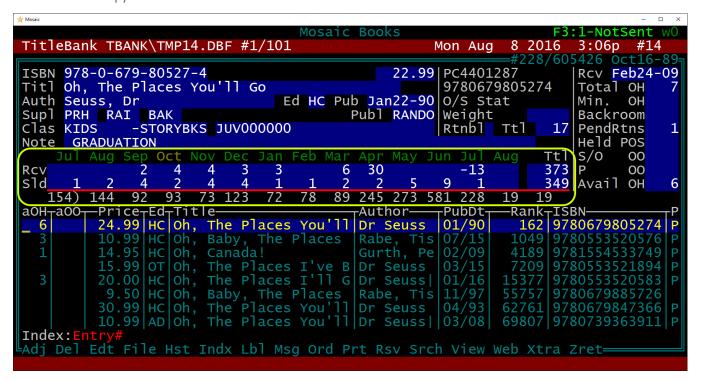
Any store with a current subscription to Titlelink is eligible to enjoy the benefits of the Backlist. Christian stores use a similar file called CBtitles, which fulfills all the data needs of the Christian bookseller and works very similar to Titlelink.

### How Does the Backlist Work?

Every week we collect weekly sales data from over 230 participating Bookmanager users: independent bookstores like you! The sales are consolidated, cleaned, weighted and put together in a file which compiles ranking information for over 100,000 titles. The pool of sales information we show never identifies a bookstore, nor its location.

The Backlist is a powerful tool when used in combination with your own inventory data, such as sales, orders, returns, etc. You have the ability to compare and/or analyze how your inventory is doing in comparison with other stores across the country.

The below image is an example of how the Backlist works within your Bookmanager software. As you are already familiar with, all numbers featured above the red line are your received and sold figures; while the numbers below the red line indicate weighted sales from across the country, giving you an indication of how the particular ISBN is doing. The last number under the **Ttl** column is the sales of this particular ISBN this past week. The first number with a bracket beside it is the total number of stores who have sold at least one copy of this ISBN.



# USING BACKLIST ONLINE

The Backlist display on your Bookmanager Webstore provides essentially the same information as your Bookmanager Software. The one major difference is that you get to see OnHand/OnOrder information for every title as well. Another nice perk of using your Webstore for ordering and title browsing is that you have the ability to instantly view cover images as well as book descriptions, author biographies, etc. (Of course using the "W" command in your Bookmanager software provides the same results!)

The number under the green **OH** column is the total number of available OnHands you have, and if there were any available OnOrder, that number would appear in the next column under the **OO** in orange. The grey Order button, if enabled, would allow you to place orders for your store and have them dropped into your Bookmanager **8) Order Processing.** 

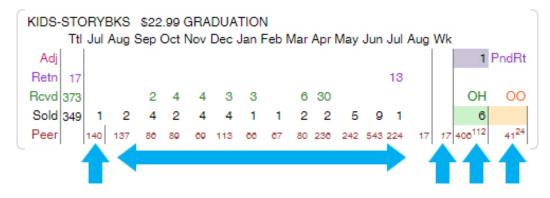


### FYI

For more information on the cart and online orders for you and customers please contact Bookmanager, as there is no official documentation outlining the Webstore in its entirety at the moment.

#### READING THE ONLINE INFORMATION

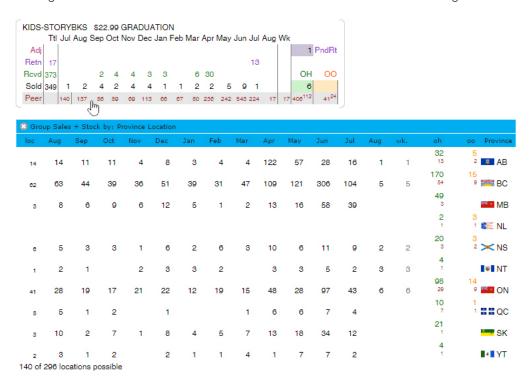
The bottom row of numbers, in maroon, are all part of the Peer Data and can be translated as follows (This information is based on the weekly sales reports and daily OnHands/OnOrder reports)



- 140 locations have sent sales data regarding this ISBN in the past 10 weeks.
- The next set of numbers in maroon, provide a breakdown of how many copies were sold each month by the stores who reported.
- 17 is the number of copies sold in the most recent week.

- Under the green OH column 112 stores are reporting that they are carrying a total of 406 copies
  of "Oh, The Places You'll Go".
- Under the orange OO column, 24 stores have a total of 41 copies of this book on order.

Clicking on the maroon **Peer** line of sales information will further breakdown stock and sales by province, illustrated below. The OH column will show current stock in green, and ordered stock in orange. The maroon number underneath each larger stock/order number indicates the number of stores contributing this data.



# USING TITLELINK ONLINE

Using Titlelink for online searching is very similar to how it works in the Bookmanager software, however, there are a few differences that make using Titlelink for online searching little more powerful. Features such as book covers, book descriptions, author bios can be viewed when searching at **Bookmanager.com** your own Webstore.

#### SEARCH

To search for books online, use the search bar located at the top of your site. The default search option is keyword, which uses the same criteria as mentioned above to search our database for matches.

This option should be perfect for almost all of your searches, but just in case you are looking for something a little more specific, we have provided the below options, which can be accessed by clicking the drop down arrow.



Title: Type in the first bit of the title, and results will only show if they match exactly.

**Author:** Enter any part of the first and last name (no need for commas).

**Publisher:** If you know the publisher of the book, type the full name or part name here and results will only show the exact matches.

**URL:** You can paste a URL here to scan the webpage for valid ISBNs.

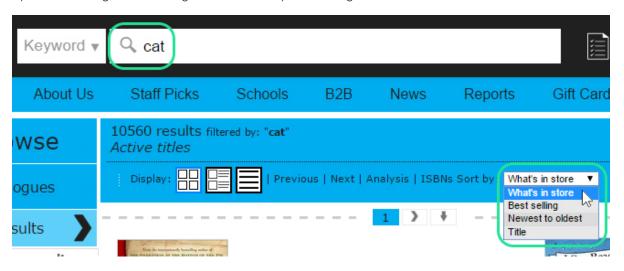
**FILE:** Import a file from your computer to search with. Files such a PDFs, text documents, and spread-sheets containing valid text ISBNs will be scanned, and all valid matches will be part of the search results.

# Tip

Once you have typed in your search words, choose your search option. A search will be started automatically. To search by Keyword again, simply type in your search words and press enter. Our favourite method for this option is searching by publisher as this information is ignored by the regular Keyword search.

#### SORT BY

Changing the "sort by" option located near the top of the page in the centre of your search window allows you to change the way the search engine results are listed for you. The default setting is What's in store, but you can change this setting to be sorted by Bestselling, Newest to Oldest, or Title.



In our above example, we have searched for the word "cat" (outlined in green), to see what search results Titlelink will return.

#### SEARCH RESULTS

On the left hand side of your search screen you will see a list of Filters. These Filters can be customized, helping your search be as accurate as possible. Checking any of the boxes will change the way your search results are displayed, ensuring you and/or your customer find the title you are looking for. **All titles** will bring up every title drawn from your search results. **Active titles** will show you search results for titles with current Pubstock data. **Popular** will bring up in demand titles and titles actively selling at bookstores. **Recent releases** will collect titles released within the last calendar month. **Future releases** will show you active titles scheduled for publication in the future.



Clicking the check mark next to a filter will immediately filter your list. Clicking the  ${\bf X}$  next to the filter will remove it.

Below the main filters, you will have a stock filter that will help you and your customers filter the results to the books you have onhand/onorder. Our favourite way to use this area is to first click **Top 10,000** and then click **Not carried**. This will give you a list of the top books selling that you do not have in stock and have not been put on order. This method works great for when you have to build an order to a certain supplier and are not sure what you should order (i.e. when trying to meet a minimum).

#### **SUPPLIER** (ONLY VISIBLE TO STORES)

Narrow your results by each supplier, based on the data we receive from Pubstock. Due to the large number of suppliers, we have grouped them by size, and type to help you find the supplier easily. **My Suppliers** will be those you have set a **Favourite**, **Yes**, or **Private** status to in your Pubstock setup (explained further in the Pubstock document).

#### SUBJECT

Search result can be narrowed by Subject, once search results have been generated. Using our "CAT" search example, we can see on the left that there are several subject categories that may yield the title we are looking for. If we know we are looking for a juvenile non-fiction title when we searched for 'cat' we could click on that option and see which specific titles it had collected for us to view. Pressing [Ctrl] and clicking another subject will select that subject as well, allowing you to filter results by multiple subjects or formats.

#### **FORMAT**

Similarly, in the Format category, we could click to see which kinds of book formats had been collected under our search, and narrow our search that way. Formats are include binding type, whether it's a book, audio CD, DVD, calendar, and so on.

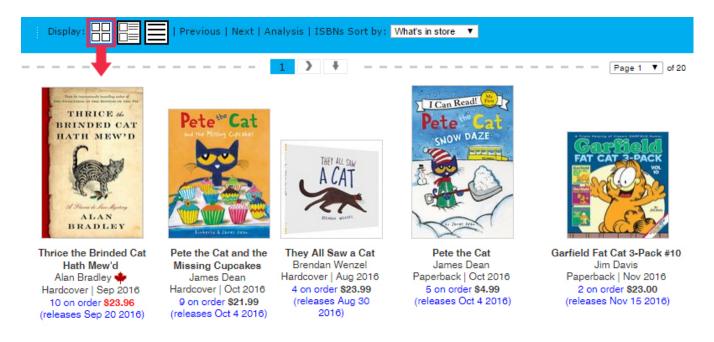
#### **DISPLAY**

Changing the way in which you view the results can be done by clicking on one of the 7 options in the screenshot below:



#### **COVERS DISPLAY**

Will show a list of covers, five selections across. Below the cover is the title, author, binding, release date, and number in stock or on order and the price. Clicking the cover image will drop down a Full Display window, with the large cover and book description auto loaded.



#### **FULL DISPLAY**

Will include information such as cover image, full bibliographic information, along with the sales/Onhand/ Onorder info. Clicking on the cover image will then show the book description and author bio if we have received such information from the supplier



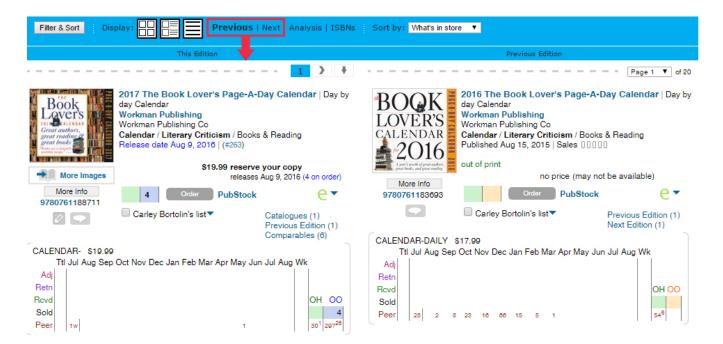
#### **BRIEF DISPLAY**

Results will be displayed in a list view, with 50 results per page. Clicking the title information will bring down a window with the "full" display information, allowing you to see more information for each specific book. This view is perfect for seeing very quickly which books you stock, have Onorder, and the rank of each.



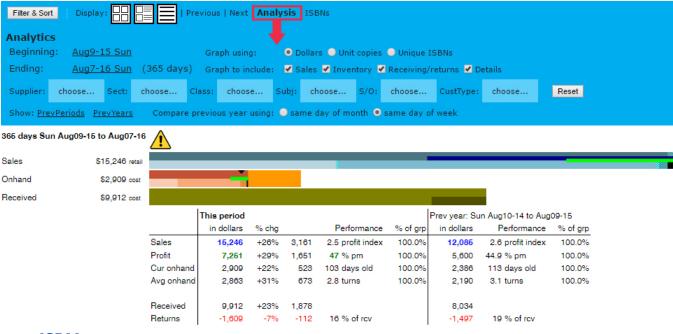
#### PREVIOUS/NEXT EDITION

This can be used when you are looking for a different edition of a book you know, for example to very quickly find the paperback edition of a popular hardcover. We have found this display to be very useful when looking for the previous year's calendar information when placing our yearly calendar order. From this view we can tell our sales for the year previous, thus making smart decisions and only ordering calendars we know will sell well in our store.



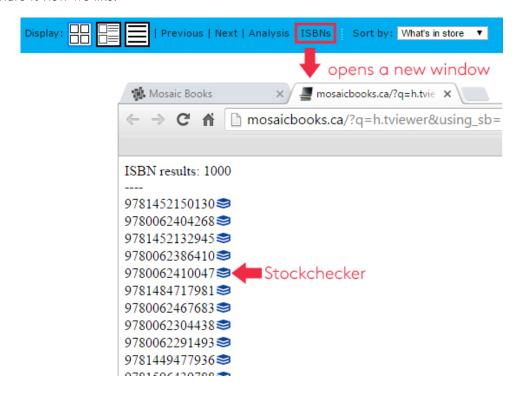
#### **A**NALYSIS

This display mode is new feature that allows you to use the power of Bookmanager Analytics on a title to title basis. It is intended for use when using Browse or the Lists & Catalogues areas ofyour site.



#### **ISBNs**

Clicking on the ISBN heading will open another browser tab providing a list of every ISBN returned in your search criteria. The heading at the new tab will list how many ISBNs it is displaying. We use this option when wanting to create a list on our site to share with our customers. We will use Browse to find a big list of the titles we want, then click the ISBNs display. We then copy that list into a new list and name it/share it how we like.



### **FYI**

In the previous example you could see the Stockchecker icon next to a list of ISBNs. To learn more about Stockchecker, click **here**.

# MORE WAYS TO BROWSE...

By now you should be getting pretty comfortable with searching for books, sorting the results, and changing the view, but there is still more to discover! One of our favourite ways of finding new books for our own bookstore, Mosaic Books, is "drilling" through a ton of different titles at once. We have provided 4 ways from one inventory card to do this...



# 1) TITLE

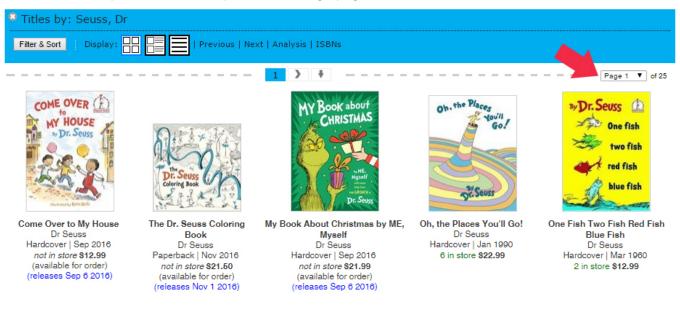
Clicking the title hyperlink brings down a list of books matching certain words within the record (as a default Title and the Last Name of the author are chosen for you). You can click to select or click again to unselect these words to bring down more or less matches.

For example, if I wanted all books that had the title "Oh the Places You'll Go", I would click on the hyperlinked title and the below display would come up. The red arrow points to your ability to select Bindings to help narrow your search for other editions of "Oh the Places You'll Go".



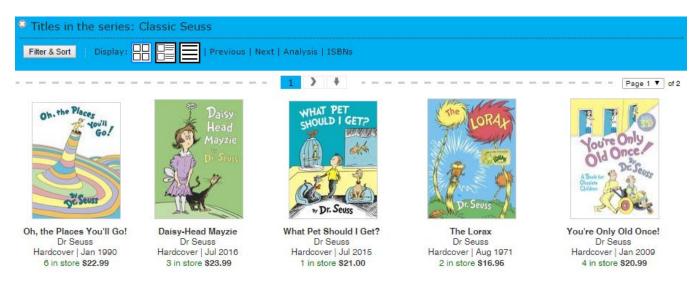
# 2) Author

Clicking the author hyperlink brings down a list of results of you guessed it... everything that author has ever written! These results are ranked using the sales information we collect. Notice that in the top right hand corner you have the ability to scan through pages of results.



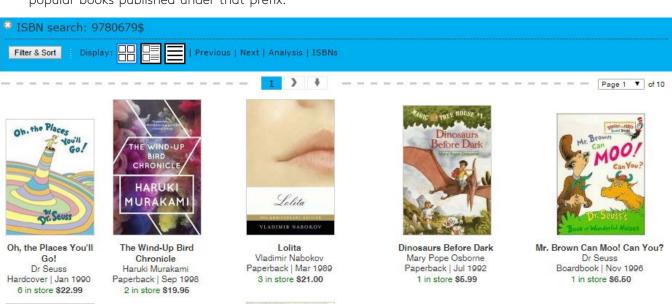
# 3) SERIES

If the book is part of a series, you will be presented with both the series name as well as the book number within the series (if one has been provided) below the Author hyperlink. Clicking this link will show all other books within that series, sorted by its rank.



# 4) ISBN PREFIX

Clicking the hyperlinked ISBN prefix, located underneath the cover image, will bring down a list of the most popular books published under that prefix.

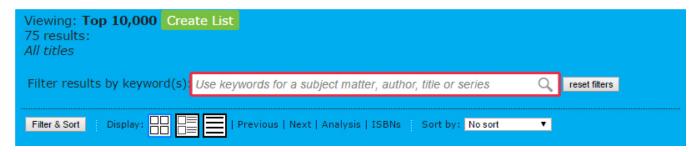


# FILTER & SORT

Once you've done a search and filtered your results in any way, you will see a button pop up next to your display options called **Filter & Sort**. This allows you further drill down into the list and then work with in a couple ways.



In the above example, we searched for the word **cat**, and then selected the **Top 10,000**. Once that was selected the **Filter & Sort** button popped up. Once clicked, a new window will pop up with more options to refine your search.



#### FILTER RESULTS BY KEYWORD

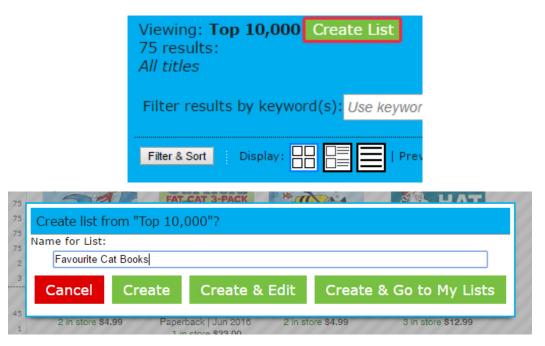
Filtering your results by Keyword will do just that. Type in any keyword you like and the results within the list of results will match both your previous search (in this case: Cat and Top 10,000) but then also to the keyword you've just used. You can clear or reset your filter at anytime.

### Note

All of the filters you normally use will be down the left hand side of the results like usual. You can use these to further refine your filtered results.

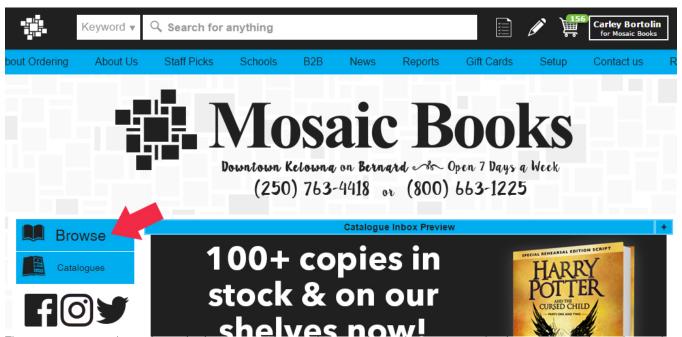
# CREATE LIST FROM FILTERS

If you are planning the list of results to create a list for your customers, you may click the green **Create List** button. This is open a new list dialog box, with the ability to name and create a new list. Name the list, and then select 1 of the 3 options to create your list.



# **BUYERS TOOL BOX**

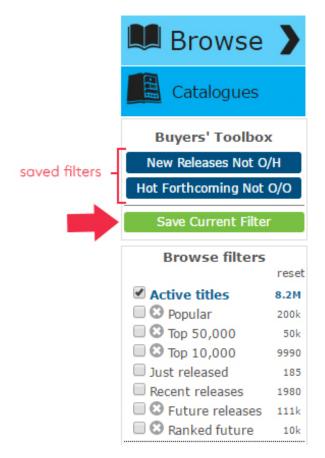
Before you search for a title, click the Browse button in the upper left corner of your site.



The page you are brought to looks very similar to the search results pages you've been seeing throughout this tutorial, but since there has been no search done, the books showing on the right are simply the most popular ranked items with forthcoming titles at the top.

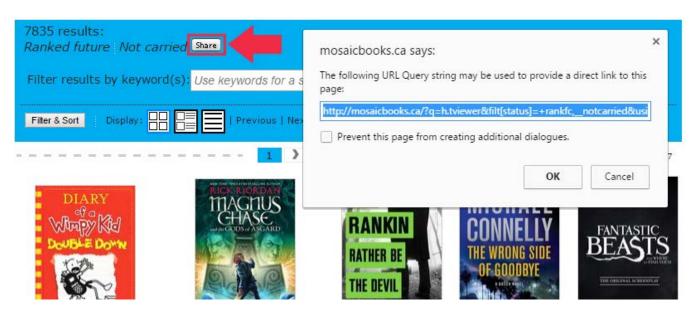
You can use this area as we were before, by using the filters, changing the sort options, and filtering results by keywords etc. If you notice you are using the same filters over and over, you may be interested in saving the filters for future use. As a default, we provide two filters that we find helpful to our buyer at Mosaic Books: **New Releases Not O/H** and **Hot Forthcoming Not O/O**.

To create your own, select the filters you like. Click the Save Current Filter button.



# SHARING A FILTERED LIST

When using the Browse option on your Webstore, you may notice the URL at the top of the page does not change. This can be annoying if you wish to share the list of results with a fellow co-worker within a email or through a messaging app. Do not fret, the share button is here to help.



copy the URL from the pop-up window and paste it wherever you like.

This document has only touched the surface of the Webstore and all of the options you have to customize it, create lists, place catalogue orders, and provide a place for your customers to find you online and make orders. For more information, please contact Bookmanager for hands on tutorials and documentation.

# How to Subscribe to Titlelink

Titlelink starts at \$1395.00 per year and can be financed over a 12 month period if desired (7% financing fee applied). We offer first time users a one-month trial where one of our knowledgeable staff will walk you through how to set up Titlelink and show you everything it has to offer. If you agree to participate in our free bestseller and sales ranking program, we will **discount the Titlelink subscription by \$500**, **making it \$895 per year**. This means, in exchange for sending Bookmanager your weekly sales report (which remain completely confidential and anonymous), and your daily OnHands reports, your search results will be returned Ranked and you will receive a weekly bestseller list with over 20 categories including various types of Fiction, Non-Fiction, Christian, and Kids lists.

If you are interested in joining the hundreds of users who take advantage of this information, call us today at (250) 763-4415 or email us at mail@Bookmanager.com.