The Wallace Haines *BookSeller* System

**The Wallace Company
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Features: Single and multi-store ordering, receiving, returns, vendor debit memos, transfers, inventory searching (including word search), keyword indexing, narrative abstracts, customer reserves and holds, special orders, special order inquiry by customer, title or reference. Point-of-Sale (POS) (on-line and stand alone) with integrated customer lookup, customer credits, bar code scanning, mailing list, gift certificate, frequent buyer and customer courtesy card system, audio and video rental with rental rewards, mass price change for targeted sale pricing, integrated message system. Electronic orders with PUBNET,Baker & Taylor, Ingram, Random House, dynamic purchasing with recommended reorders and inter-store transfers. Accounts payable, check-writing, check and deposit reconciliation. Accounts receivable. Book distribution with customer invoicing, packing lists, proforma quotes, back order of shortages, automatic special order creation of customer back orders and document editing. General ledger and payroll management with time clock. Books in Print®, Baker & Taylor or Titles@Ingram as secondary databases with either B&T or Ingram warehouse inventory. Inventory searches, title import, title editing, full cross-reference with in-house database, in-stock highlights, and cross-database toggling on all stations. On-line note taking for customers during inventory searches. Used Book module with BIP/Ingram integration, conditional pricing, new title cross-reference, seller credits, POS buying and credit redemption and parallel new and used book inquiries. Inventory lists for file download and export to web servers. Custom program modifications at start-up

and throughout system life. *MusicSeller* system also available.

Target Environment: Single stores or multi-store chains that require strong customer support, ease of use, ease of training and ease of system expansion.

Stats: Available 21 years, with installations in the United States, Canada, and the United Kingdom.

Development History: Originally developed in 1985 for Olsson's Books & Records in Washington, DC, by Canadian software company Jonas & Erickson, according to the specifications of Stephen Wallace Haines, then director of Olsson's operations. Haines acquired rights to the system, making extensive modifications, and now directs worldwide marketing and installation

Standard Configuration/Cost: 3-user Linux system at $3,500; 8-user Linux system at $8,000. Additional users available at start-up or though system expansion. Installations on PC servers. Complete hardware/software packages with PoS stations quoted to client specifications.

Training: Available on demand at system start-up and throughout system life. On-site training. Twenty-four hour telephone help. E-mail advice. Library of system manuals.

Support: By internet, phone, or on-site visit. Available twenty-four hours. Hourly rates billed for time used. Annual license fee includes system upgrades and new programs (free for the first full year) and reduced hourly rates for support and modification. Custom modifications available on request.

Strength: Imaginative, innovative and custom solutions for BookSellers. We support a client base of specialty BookSellers and we design installations that meet client specifications. The Wallace Haines Company works with clients as partners to develop business strategies and software tools that change and grow as clients expand, experiment and innovate.