



**Publisher Spotlight:  
Simon & Schuster**

Simon & Schuster Publishers, headquartered in New York, is a leading international publisher of books, audiocassettes and CD-ROM products. Its divisions include Simon & Schuster Trade Publishing, Pocket Books, Simon & Schuster Children's Publishing, Simon & Schuster New Media, Simon & Schuster Online, Simon & Schuster U.K. and Simon & Schuster Australia. Visit [www.simonsays.com](http://www.simonsays.com) for additional corporate information.

Simon & Schuster utilizes E-commerce programs to enable information exchanges with customers, gain transactional efficiency and attain productivity through customer partnerships while maintaining strategic Information Systems and Information Technology preparedness on new technology initiatives. According to Charles Eigen, Simon and Schuster's Director of Order Management, "Pubnet is a valued E-commerce partner that enables trading partnerships with customers that otherwise may lack the systems resources or ability to maintain a direct EDI partnership."

A member of the Pubnet community since 1997, Simon & Schuster currently receives Purchase Orders (850) and sends Purchase Order Acknowledgements (855) to customers. It also provides weekly New Title Updates (832) to the Pubnet title database, and plans are underway to begin sending Advanced Shipping Notices (856) and Invoices (810) to trading partners. Simon and Schuster offers multiple EDI platforms to meet customer needs and supports all BISAC standard transactions. Orders are picked up twice daily, Monday through Friday, EST through SAN 2002442.

Please contact MISG Client Services at [cservices@misg.com](mailto:cservices@misg.com) to set up a trading

partnership with Simon and Schuster. Bookstores already on the Pubnet system may contact Chuck Eigen at [charles.eigen@simonandschuster.com](mailto:charles.eigen@simonandschuster.com) to ensure they are in the Simon & Schuster system.

**Thomson Learning Purchases  
Harcourt College Publishers**

In July 2001, Thomson Learning purchased Harcourt College Publishers. Currently, all Pubnet EDI orders for Harcourt College Publisher products are sent to Harcourt. As of October 29, 2001, all Pubnet EDI orders for Harcourt College Publishers titles must be transmitted to Thomson Learning, SAN 2002213, for processing.

To facilitate the transition, MISG is working closely with both Thomson Learning and Harcourt to ensure that the Pubnet databases and export files are updated correctly. On October 29, Pubnet EDI orders placed via the Pubnet Web site, [www.pubnet.org](http://www.pubnet.org), for Harcourt College Publisher products will be correctly placed. It is strongly encouraged that systems be updated with the Thomson Learning title information file that will soon be distributed and the SAN for Harcourt College Publisher products changed from 2002108 to Thomson Learning's SAN 2002213 on October 29. If a Pubnet EDI order for a Harcourt College Publisher product is sent to Harcourt after October 29, the sender will receive an EDI notice asking that they update the title information and re-send the Pubnet EDI order to Thomson Learning.

If you have any questions or concerns, please contact Pubnet at 800/782-6381 or Michael Imhoff, Director of E-commerce at Thomson Learning, at 513/229-1210.

**Client Service**

800/782-6381  
[cservices@misg.com](mailto:cservices@misg.com)

**Sales**

919/406-8829  
[sales@misg.com](mailto:sales@misg.com)

**Marketing**

919/406-8846  
[info@misg.com](mailto:info@misg.com)

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## **GE Announces a Short Period of Pubnet System Downtime**

GE has announced that it will move to a new location some of the hardware and software related to the Pubnet application on October 13 and 14 for consolidation purposes. The system will therefore be down from 10:00 p.m. on Saturday, October 13 through 10:00 p.m. on Sunday, October 14. GE also has reserved the following weekend, October 20 and 21, as a contingency weekend in case there are any problems that necessitate delaying the move.

Pubnet subscribers that use FTP to access Pubnet will need to use the Pubnet DNS name for the FTP proxy for Internet end users, ftp-edi.pubnet.org. Subscribers using a static address such as 192.77.188.121 should replace it with ftp-edi.pubnet.org.

## **Pubnet Standards Committee Update**

The Pubnet Standards Committee have made a few minor revisions to the Pubnet Standards documentation. Please visit [www.pubnet.org](http://www.pubnet.org), and click on New Pubnet EDI standards. You will notice that changes have been made to the N1 and TD512 segments of the 850 document. Pubnet requests all subscribers comply with the new standards by December 31, 2001.

## **Retailers may Receive Discounts by Ordering through Pubnet**

Visit [www.pubnet.org/about/xpoint.html](http://www.pubnet.org/about/xpoint.html) to learn how you can earn extra discounts and save money by ordering through Pubnet. Several publishers offer discounts to stores that use Pubnet to place orders.

## **Ingram Announces Discount Policy Changes for Regularly Discounted Trade Titles**

Ingram Book Company recently announced several changes to their discount policy for regularly discounted trade titles. The minimum order size was eliminated. Discounts for electronic orders — which includes Pubnet, ipage<sup>SM</sup>, X12, touchtone, and Flash-back<sup>TM</sup> start at 40 percent and now include a 43 percent discount level for 100-plus units of a single title. Phone or fax orders start at 35 percent and include a \$5.00 small order fee for orders of less than 10 units or \$100 at retail. The \$5.00 small order fee does not apply to electronic orders. If you haven't implemented a Pubnet connection with Ingram or taken advantage of other electronic ordering options, you are urged to do so.

Please contact your Ingram sales representative at 800-937-7978 for more detailed information on maximizing your discounts when placing orders with Ingram.

## **Pubnet User Conference May 5-7 2001**

The Pubnet User Conference will be held in conjunction with the Management Information Systems Group's (MISG) annual user technology conference, EC Directions<sup>TM</sup> 2002, to be held May 5 -7 at the Marriott Plaza in San Antonio. This unique event will bring new technology solutions to MISG's target markets through presentations from leading authorities on technology issues and will provide Pubnet users an opportunity to network with EDI and IT managers from other industries that MISG serves. Visit [www.ecdirections.com](http://www.ecdirections.com) for details.

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